

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of report (Date of earliest event reported): August 6, 2024



ARES COMMERCIAL REAL ESTATE CORPORATION

(Exact Name of Registrant as Specified in Charter)

Maryland
(State or Other Jurisdiction
of Incorporation)

001-35517
(Commission
File Number)

45-3148087
(IRS Employer
Identification No.)

245 Park Avenue, 42nd Floor, New York, NY 10167
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code **(212) 750-7300**

(Former Name or Former Address, if Changed Since Last Report) N/A

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

| Title of each class | Trading Symbol(s) | Name of each exchange on which registered |
|--|-------------------|---|
| Common Stock, \$0.01 par value per share | ACRE | New York Stock Exchange |

Indicate by check mark whether the registrant is an emerging growth company as defined in as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02 Results of Operations and Financial Condition.

On August 6, 2024, the registrant issued a press release announcing its financial results for the quarter ended June 30, 2024. A copy of the press release is attached hereto as Exhibit 99.1 and incorporated herein by reference.

Item 7.01 Regulation FD Disclosure.

On August 6, 2024, the registrant made available on its website an earnings presentation with respect to its financial results for the quarter ended June 30, 2024. A copy of the presentation is attached hereto as Exhibit 99.2 and incorporated herein by reference.

The information disclosed under Item 2.02 and Item 7.01, including Exhibit 99.1 and Exhibit 99.2 hereto, is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 and shall not be deemed incorporated by reference into any filing made under the Securities Act of 1933, except as expressly set forth by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits:

| <u>Exhibit Number</u> | <u>Description</u> |
|-----------------------|--|
| 99.1 | Press Release, dated August 6, 2024 |
| 99.2 | Presentation of Ares Commercial Real Estate Corporation, dated August 6, 2024 |
| 104 | Cover Page Interactive Data File - the cover page XBRL tags are embedded within the Inline XBRL document |

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

ARES COMMERCIAL REAL ESTATE CORPORATION

Date: August 6, 2024

By: /s/ Tae-Sik Yoon

Name: Tae-Sik Yoon

Title: Chief Financial Officer and Treasurer



**ARES COMMERCIAL REAL ESTATE CORPORATION REPORTS
SECOND QUARTER 2024 RESULTS**

***Second quarter GAAP net income (loss) of \$(6.1) million or \$(0.11) per diluted common share and
Distributable Earnings (Loss)⁽¹⁾ of \$(6.6) million or \$(0.12) per diluted common share***

- Subsequent to three months ended June 30, 2024 -

Tae-Sik Yoon appointed to Chief Operating Officer; Jeff Gonzales appointed to Chief Financial Officer & Treasurer

Declared third quarter 2024 dividend of \$0.25 per common share

NEW YORK—(BUSINESS WIRE)—Ares Commercial Real Estate Corporation (the “Company”) (NYSE:ACRE), a specialty finance company engaged in originating and investing in commercial real estate assets, reported generally accepted accounting principles (“GAAP”) net income (loss) of \$(6.1) million or \$(0.11) per diluted common share and Distributable Earnings (Loss)⁽¹⁾ of \$(6.6) million or \$(0.12) per diluted common share for the second quarter of 2024.

“We continued to make progress on resolving risk rated 4 and 5 loans and maintaining financial flexibility,” said Bryan Donohoe, CEO of Ares Commercial Real Estate Corporation. “While these measures impacted our second quarter financial results, we believe these actions better position the Company for higher levels of portfolio growth and earnings in the future.”

“I am also proud to announce the appointments of Tae-Sik Yoon to Chief Operating Officer and Jeff Gonzales to Chief Financial Officer and Treasurer, effective as of August 30, 2024,” Mr. Donohoe added. “Tae-Sik has been our Chief Financial Officer for the past twelve years and is a trusted member of our management team and a demonstrated leader within our organization. As Chief Operating Officer, we believe that he will be better positioned to help execute the Company’s strategic priorities. I am also pleased that Jeff will be our next Chief Financial Officer. Jeff is a seasoned professional, having worked with our team for the past eleven years and is the natural choice for the role. I have the utmost confidence in Tae-Sik and Jeff and look forward to our continued partnership as we seek to execute on behalf of our shareholders.”

(1) Distributable Earnings (Loss) is a non-GAAP financial measure. Refer to Schedule I for the definition and reconciliation of Distributable Earnings (Loss).

COMMON STOCK DIVIDEND

On May 9, 2024, the Board of Directors of the Company declared a regular cash dividend of \$0.25 per common share for the second quarter of 2024. The second quarter 2024 dividend was paid on July 16, 2024 to common stockholders of record as of June 28, 2024.

On August 6, 2024, the Board of Directors of the Company declared a regular cash dividend of \$0.25 per common share for the third quarter of 2024. The third quarter 2024 dividend will be payable on October 15, 2024 to common stockholders of record as of September 30, 2024.

ADDITIONAL INFORMATION

The Company issued a presentation of its second quarter 2024 results, which can be viewed at www.arescre.com on the Investor Resources section of our home page under Events and Presentations. The presentation is titled "Second Quarter 2024 Earnings Presentation." The Company also filed its Quarterly Report on Form 10-Q for the quarter ended June 30, 2024 with the U.S. Securities and Exchange Commission on August 6, 2024.

CONFERENCE CALL AND WEBCAST INFORMATION

On August 6, 2024, the Company invites all interested persons to attend its webcast/conference call at 12:00 p.m. (Eastern Time) to discuss its second quarter 2024 financial results.

All interested parties are invited to participate via telephone or the live webcast, which will be hosted on a webcast link located on the Home page of the Investor Resources section of the Company's website at www.arescre.com. Please visit the website to test your connection before the webcast. Domestic callers can access the conference call by dialing +1 (800) 225-9448. International callers can access the conference call by dialing +1 (203) 518-9708. Please provide passcode ACREQ224. All callers are asked to dial in 10-15 minutes prior to the call so that name and company information can be collected. For interested parties, an archived replay of the call will be available through September 6, 2024 at 5:00 p.m. (Eastern Time) to domestic callers by dialing +1 (800) 756-8809 and to international callers by dialing +1 (402) 220-7214. An archived replay will also be available through September 6, 2024 on a webcast link located on the Home page of the Investor Resources section of the Company's website.

ABOUT ARES COMMERCIAL REAL ESTATE CORPORATION

Ares Commercial Real Estate Corporation (the "Company") is a specialty finance company primarily engaged in originating and investing in commercial real estate loans and related investments. Through its national direct origination platform, the Company provides a broad offering of flexible and reliable financing solutions for commercial real estate owners and operators. The Company originates senior mortgage loans, as well as subordinate financings, mezzanine debt and preferred equity, with an emphasis on providing value added financing on a variety of properties located in liquid markets across the United States. Ares Commercial Real Estate Corporation elected and qualified to be taxed as a real estate investment trust and is externally managed by a subsidiary of Ares Management Corporation. For more information, please visit www.arescre.com. The contents of such website are not, and should not be deemed to be, incorporated by reference herein.

FORWARD-LOOKING STATEMENTS

Statements included herein or on the webcast / conference call may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities and Exchange Act of 1934, as amended. These statements relate to future events or the Company's future performance or financial condition and include, but are not limited to, statements about the resolution of underperforming loans, reduction of CECL reserve, increase of available borrowings, the industry, loan market, and the benefits of the announced officer appointments. These statements are not guarantees of future performance, condition or results and involve a number of risks and uncertainties. Actual results may differ materially from those in the forward-looking statements as a result of a number of factors, including global economic trends and economic conditions, including high inflation, slower growth, changes to fiscal and monetary policy, higher interest rates and currency fluctuations, as well as geopolitical instability, including conflicts between Russia and Ukraine and the conflict between Israel and Hamas, changes in interest rates, failure to obtain benefits from the announced officer appointments, credit spreads and the market value of the Company's investments, the Company's business and investment strategy, the Company's projected operating results, the return or impact of current and future investments, the demand for commercial real estate loans, rates of prepayments on the Company's mortgage loans and the effect on the Company's business of such prepayments, availability of investment opportunities in mortgage-related and real

estate-related investments and securities, ACREM's ability to locate suitable investments for the Company, monitor, service and administer the Company's investments and execute its investment strategy, and the risks described from time to time in the Company's filings with the Securities and Exchange Commission (the "SEC"), including, but not limited to, the risk factors described in Part I, Item 1A. Risk Factors in the Company's Annual Report on Form 10-K, filed with the SEC on February 22, 2024, and the risk factors described in Part II, Item 1A. Risk Factors in the Company's subsequent Quarterly Reports on Form 10-Q. Any forward-looking statement, including any contained herein, speaks only as of the time of this press release and Ares Commercial Real Estate Corporation undertakes no duty to update any forward-looking statements made herein or on the webcast/conference call. Projections and forward-looking statements are based on management's good faith and reasonable assumptions, including the assumptions described herein.

INVESTOR RELATIONS CONTACTS

Ares Commercial Real Estate Corporation
Carl Drake or John Stilmar
(888) 818-5298
iracre@aresgmt.com

ARES COMMERCIAL REAL ESTATE CORPORATION AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
(in thousands, except share and per share data)

| | As of | |
|---|------------------------------|---------------------|
| | June 30, 2024 (unaudited) | December 31, 2023 |
| ASSETS | | |
| Cash and cash equivalents | \$ 70,649 | \$ 110,459 |
| Loans held for investment (\$741,218 and \$892,166 related to consolidated VIEs, respectively) | 1,972,551 | 2,126,524 |
| Current expected credit loss reserve | (137,403) | (159,885) |
| Loans held for investment, net of current expected credit loss reserve | 1,835,148 | 1,966,639 |
| Loans held for sale (\$38,981 related to consolidated VIEs as of December 31, 2023) | 20,534 | 38,981 |
| Investment in available-for-sale debt securities, at fair value | 28,113 | 28,060 |
| Real estate owned held for investment, net | 81,728 | 83,284 |
| Real estate owned held for sale (\$14,509 related to consolidated VIEs as of June 30, 2024) | 14,509 | — |
| Other assets (\$2,484 and \$3,690 of interest receivable related to consolidated VIEs, respectively; \$32,002 of other receivables related to consolidated VIEs as of December 31, 2023) | 19,074 | 52,354 |
| Total assets | <u>\$ 2,069,755</u> | <u>\$ 2,279,777</u> |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| LIABILITIES | | |
| Secured funding agreements | \$ 625,936 | \$ 639,817 |
| Notes payable | 104,751 | 104,662 |
| Secured term loan | 137,409 | 149,393 |
| Collateralized loan obligation securitization debt (consolidated VIEs) | 588,421 | 723,117 |
| Due to affiliate | 4,526 | 4,135 |
| Dividends payable | 13,812 | 18,220 |
| Other liabilities (\$1,779 and \$2,263 of interest payable related to consolidated VIEs, respectively) | 12,637 | 14,584 |
| Total liabilities | <u>1,487,492</u> | <u>1,653,928</u> |
| Commitments and contingencies | | |
| STOCKHOLDERS' EQUITY | | |
| Common stock, par value \$0.01 per share, 450,000,000 shares authorized at June 30, 2024 and December 31, 2023 and 54,518,727 and 54,149,225 shares issued and outstanding at June 30, 2024 and December 31, 2023, respectively | 532 | 532 |
| Additional paid-in capital | 814,620 | 812,184 |
| Accumulated other comprehensive income | 193 | 153 |
| Accumulated earnings (deficit) | (233,082) | (187,020) |
| Total stockholders' equity | <u>582,263</u> | <u>625,849</u> |
| Total liabilities and stockholders' equity | <u>\$ 2,069,755</u> | <u>\$ 2,279,777</u> |

ARES COMMERCIAL REAL ESTATE CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands, except share and per share data)
(unaudited)

| | For the Three Months Ended June 30, | | For the Six Months Ended June 30, | |
|---|-------------------------------------|-------------------|-----------------------------------|-------------------|
| | 2024 | 2023 | 2024 | 2023 |
| Revenue: | | | | |
| Interest income | \$ 40,847 | \$ 51,941 | \$ 84,880 | \$ 101,441 |
| Interest expense | (27,483) | (26,951) | (56,302) | (49,950) |
| Net interest margin | 13,364 | 24,990 | 28,578 | 51,491 |
| Revenue from real estate owned | 3,433 | — | 6,910 | — |
| Total revenue | 16,797 | 24,990 | 35,488 | 51,491 |
| Expenses: | | | | |
| Management and incentive fees to affiliate | 2,692 | 3,334 | 5,460 | 6,344 |
| Professional fees | 757 | 626 | 1,290 | 1,397 |
| General and administrative expenses | 1,957 | 2,038 | 4,038 | 3,723 |
| General and administrative expenses reimbursed to affiliate | 1,277 | 1,109 | 2,409 | 1,842 |
| Expenses from real estate owned | 2,226 | — | 4,262 | — |
| Total expenses | 8,909 | 7,107 | 17,459 | 13,306 |
| Provision for current expected credit losses | (2,374) | 20,127 | (24,643) | 41,146 |
| Realized losses on loans | 16,387 | — | 62,113 | 5,613 |
| Change in unrealized losses on loans held for sale | — | — | (995) | — |
| Income (loss) before income taxes | (6,125) | (2,244) | (18,446) | (8,574) |
| Income tax expense (benefit), including excise tax | — | (46) | 2 | 64 |
| Net income (loss) attributable to common stockholders | \$ (6,125) | \$ (2,198) | \$ (18,448) | \$ (8,638) |
| Earnings (loss) per common share: | | | | |
| Basic earnings (loss) per common share | \$ (0.11) | \$ (0.04) | \$ (0.34) | \$ (0.16) |
| Diluted earnings (loss) per common share | \$ (0.11) | \$ (0.04) | \$ (0.34) | \$ (0.16) |
| Weighted average number of common shares outstanding: | | | | |
| Basic weighted average shares of common stock outstanding | 54,426,112 | 54,347,204 | 54,411,255 | 54,468,752 |
| Diluted weighted average shares of common stock outstanding | 54,426,112 | 54,347,204 | 54,411,255 | 54,468,752 |
| Dividends declared per share of common stock⁽¹⁾ | \$ 0.25 | \$ 0.35 | \$ 0.50 | \$ 0.70 |

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

SCHEDULE I
Reconciliation of Net Income (Loss) to Non-GAAP Distributable Earnings (Loss)

Distributable Earnings (Loss) 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 (Loss) provides useful information to investors regarding the Company's ability to pay dividends, which is one of the principal reasons the Company believes 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 (Loss) is defined as net income (loss) attributable to common stockholders computed in accordance with GAAP, excluding non-cash equity compensation expense, the incentive fees the Company pays to its Manager (Ares Commercial Real Estate Management LLC), 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 (Loss). Distributable Earnings (Loss) 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.

Reconciliation of net income (loss) attributable to common stockholders, the most directly comparable GAAP financial measure, to Distributable Earnings (Loss) is set forth in the table below for the three months and twelve months ended June 30, 2024 (\$ in thousands):

| | <u>For the Three Months Ended June 30, 2024</u> | | <u>For the Twelve Months Ended June 30, 2024</u> | |
|--|---|----------------|--|-----------------|
| Net income (loss) attributable to common stockholders | \$ | (6,125) | \$ | (48,678) |
| Stock-based compensation | | 1,152 | | 4,463 |
| Incentive fees to affiliate | | — | | — |
| Depreciation and amortization of real estate owned | | 770 | | 2,571 |
| Provision for current expected credit losses | | (2,374) | | 26,036 |
| Realized gain on termination of interest rate cap derivative (1) | | — | | (198) |
| Unrealized losses on loans held for sale | | — | | — |
| Distributable Earnings (Loss) | \$ | (6,577) | \$ | (15,806) |
| Net income (loss) attributable to common stockholders | \$ | (0.11) | \$ | (0.90) |
| Stock-based compensation | | 0.02 | | 0.08 |
| Incentive fees to affiliate | | — | | — |
| Depreciation and amortization of real estate owned | | 0.01 | | 0.05 |
| Provision for current expected credit losses | | (0.04) | | 0.48 |
| Realized gain on termination of interest rate cap derivative (1) | | — | | — |
| Unrealized losses on loans held for sale | | — | | — |
| Basic Distributable Earnings (Loss) per common share | \$ | (0.12) | \$ | (0.29) |
| Net income (loss) attributable to common stockholders | \$ | (0.11) | \$ | (0.90) |
| Stock-based compensation | | 0.02 | | 0.08 |
| Incentive fees to affiliate | | — | | — |
| Depreciation and amortization of real estate owned | | 0.01 | | 0.05 |
| Provision for current expected credit losses | | (0.04) | | 0.48 |
| Realized gain on termination of interest rate cap derivative (1) | | — | | — |
| Unrealized losses on loans held for sale | | — | | — |
| Diluted Distributable Earnings (Loss) per common share | \$ | (0.12) | \$ | (0.29) |

(1) For the twelve months ended June 30, 2024, Distributable Earnings (Loss) includes a \$198 thousand 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 (loss).



Second Quarter 2024 Earnings Presentation

Confidential – Not for Publication or Distribution

Disclaimer

Statements included herein may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934, as amended, which may relate to future events or the future performance or financial condition of Ares Commercial Real Estate Corporation (“ACRE” or the “Company”), Ares Commercial Real Estate Management LLC (“ACREM”), a subsidiary of Ares Management Corporation (“Ares Corp.”), Ares Corp., certain of their subsidiaries and certain funds and accounts managed by ACREM, Ares Corp. and/or their subsidiaries, including, without limitation, ACRE. These statements include, but are not limited to, statements about the resolution of underperforming loans, reduction of CECL reserve, increase of available borrowings and the industry and loan market and are not guarantees of future results or financial condition and involve a number of risks and uncertainties. Actual results could differ materially from those in the forward-looking statements as a result of a number of factors, including global economic trends and economic conditions, including high inflation, slower growth or recession, changes to fiscal and monetary policy, higher interest rates and currency fluctuations, as well as geopolitical instability, including conflicts between Russia and Ukraine and the conflict between Israel and Hamas, changes in interest rates, credit spreads and the market value of the Company’s investments, the Company’s business and investment strategy, the Company’s projected operating results, the return or impact of current and future investments, the demand for commercial real estate loans, rates of prepayments on the Company’s mortgage loans and the effect on the Company’s business of such prepayments, availability of investment opportunities in mortgage-related and real estate-related investments and securities, ACREM’s ability to locate suitable investments for the Company, monitor, service and administer the Company’s investments and execute its investment strategy, and other risks described from time to time in ACRE’s filings within the Securities and Exchange Commission (“SEC”). Any forward-looking statement, including any contained herein, speaks only as of the time of this release and none of ACRE, ARES Corp. nor ACREM undertakes any duty to update any forward-looking statements made herein. Any such forward-looking statements are made pursuant to the safe harbor provisions available under applicable securities laws.

Ares Corp. is the parent to several registered investment advisers, including Ares Management LLC (“Ares Management”) and ACREM. Collectively, Ares Corp., its affiliated entities, and all underlying subsidiary entities shall be referred to as “Ares” unless specifically noted otherwise. For a discussion regarding potential risks on ACRE, see Part I, Item 7. “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and Part I, Item 1A. “Risk Factors” in ACRE’s Annual Report on Form 10-K and Part II, Item 1A. “Risk Factors” in ACRE’s subsequent Quarterly Reports on Form 10-Q.

The information contained in this presentation is summary information that is intended to be considered in the context of ACRE’s SEC filings and other public announcements that ACRE, ACREM or Ares may make, by press release or otherwise, from time to time. ACRE, ACREM and Ares undertake no duty or obligation to publicly update or revise the forward-looking statements or other information contained in this presentation. These materials contain information about ACRE, ACREM and Ares, and certain of their respective personnel and affiliates, information about their respective historical performance and general information about the market. You should not view information related to the past performance of ACRE, ACREM or Ares or information about the market, as indicative of future results, the achievement of which cannot be assured.

Nothing in these materials should be construed as a recommendation to invest in any securities that may be issued by ACRE or any other fund or account managed by ACREM or Ares, or as legal, accounting or tax advice. None of ACRE, ACREM, Ares or any affiliate of ACRE, ACREM or Ares makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein and nothing contained herein shall be relied upon as a promise or representation whether as to the past or future performance. Certain information set forth herein includes estimates and projections and involves significant elements of subjective judgment and analysis. Further, such information, unless otherwise stated, is before giving effect to management and incentive fees and deductions for taxes. No representations are made as to the accuracy of such estimates or projections or that all assumptions relating to such estimates or projections have been considered or stated or that such estimates or projections will be realized.

In addition, in light of the various investment strategies of such other investment partnerships, funds and/or pools, it is noted that such other investment programs may have portfolio investments inconsistent with those of the investment vehicle or strategy discussed herein.

These materials are not intended as an offer to sell, or the solicitation of an offer to purchase, any security, the offer and/or sale of which can only be made by definitive offering documentation. Any offer or solicitation with respect to any securities that may be issued by ACRE will be made only by means of definitive offering memoranda or prospectus, which will be provided to prospective investors and will contain material information that is not set forth herein, including risk factors relating to any such investment.

For the definitions of certain terms used in this presentation, please refer to the “Glossary” slide in the appendix.

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Company Highlights

| | | | | | | |
|----------------------------------|--|--|---|---|---|--|
| Loan Portfolio | \$2.0 billion outstanding principal balance | 99% senior loans | Earnings and Dividends | \$(0.11) 2Q GAAP net income (loss) per diluted common share | | |
| | | | | \$(0.12) 2Q Distributable Earnings (Loss) per diluted common share ⁽¹⁾ | \$0.18 2Q Distributable Earnings per diluted common share excluding realized losses of \$0.30 per diluted common share ^(1,2) | |
| | | | | \$0.25 declared 3Q 2024 regular cash dividend per common share | | |
| Balance Sheet Positioning | 10% YTD reduction in outstanding borrowings totaling \$1.5 billion | 1.9x net debt to equity ratio excluding CECL reserves ⁽³⁾ | \$121 million of available capital ⁽⁴⁾ | Ares Sponsorship | \$447.2 billion ARES AUM ⁽⁵⁾ | \$51.5 billion ARES real estate platform AUM |
| | <i>No spread based mark to market provisions</i> | | | | <i>Benefits from market intelligence and deep relationships</i> | |

Note: As of June 30, 2024 unless otherwise noted. Past performance is not indicative of future results. Due to rounding, numbers presented may not add up to the totals provided.

- Distributable Earnings (Loss) and Distributable Earnings excluding realized losses are non-GAAP financial measures. See page 22 for Distributable Earnings (Loss) and Distributable Earnings excluding realized losses definitions and page 20 for the Reconciliation of Net Income (Loss) to Non-GAAP Distributable Earnings (Loss) and Distributable Earnings excluding realized losses.
- Distributable Earnings excluding realized losses per diluted common share is calculated as Distributable Earnings (Loss) of \$(7) million or \$(0.12) per diluted common share plus realized losses of \$16 million or \$0.30 per diluted common share.
- Net debt to equity ratio (excluding CECL reserves) is calculated as (i) \$1.5 billion of outstanding principal of borrowings less \$71 million of cash, (ii) divided by the sum of total stockholders' equity of \$582 million plus CECL reserve of \$139 million at June 30, 2024. Net debt to equity ratio including CECL reserve is 2.4x. Total debt to equity ratio excluding CECL reserve is 2.0x and including CECL reserve is 2.5x.
- As of June 30, 2024, includes \$71 million of cash and approximately \$50 million of available financing proceeds under the secured revolving funding agreement with City National Bank ("CNB Facility"). Amount immediately available under the CNB Facility at any given time can fluctuate based on the fair value of the collateral in the borrowing base that secures the CNB Facility. As of June 30, 2024, there was approximately \$50 million immediately available under the CNB Facility based on the fair value of the collateral in the borrowing base at such time. The amount immediately available under the CNB Facility may be increased to up to \$75 million by the pledge of additional collateral into the borrowing base in accordance with the CNB Facility agreement.
- ARES AUM includes funds managed by Ivy Hill Asset Management, LP, a wholly owned portfolio company of Ares Capital Corporation and registered investment adviser.

Summary of 2Q 2024 Results and Activity

| | |
|----------------------------------|---|
| Earnings Results | <ul style="list-style-type: none"> • 2Q 2024 GAAP net income (loss) of \$(0.11) per diluted common share • 2Q 2024 Distributable Earnings (Loss) of \$(0.12) per diluted common share⁽¹⁾ • 2Q 2024 Distributable Earnings of \$0.18 per diluted common share excluding realized losses of \$0.30 per diluted common share^(1,2) • Book value per common share of \$10.68 (or \$13.22 excluding CECL reserve) as of June 30, 2024⁽³⁾ |
| 2Q 2024 Update | <ul style="list-style-type: none"> • One risk rated 5 multifamily loan with \$98 million in outstanding principal balance was placed on non-accrual in 2Q 2024 • Converted a risk rated 5 office loan with \$33 million in outstanding principal balance to real estate owned (“REO”) held for sale resulting in a realized loss of \$16 million • \$139 million CECL reserve at 2Q 2024 or 7% of outstanding principal balance for loans held for investment |
| Balance Sheet Positioning | <ul style="list-style-type: none"> • Further reduced outstanding borrowings to less than \$1.5 billion, resulting in a net debt to equity ratio excluding CECL reserve of 1.9x⁽⁴⁾ • Available capital of \$121 million⁽⁵⁾ plus additional unlevered assets that may be financed to further increase available capital and earnings potential⁽⁶⁾ |
| Dividends | <ul style="list-style-type: none"> • Declared cash dividend of \$0.25 per common share for shareholders for 3Q 2024 |

Note: As of June 30, 2024 unless otherwise noted. Past performance is not indicative of future results. Due to rounding, numbers may not add up to the totals provided.

1. Distributable Earnings (Loss) and Distributable Earnings excluding realized losses are non-GAAP financial measures. See page 22 for Distributable Earnings (Loss) and Distributable Earnings excluding realized losses definitions and page 20 for the Reconciliation of Net Income (Loss) to Non-GAAP Distributable Earnings (Loss) and Distributable Earnings excluding realized losses.
2. Distributable Earnings excluding realized losses per diluted common share is calculated as Distributable Earnings (Loss) of \$(7) million or \$(0.12) per diluted common share plus realized losses of \$16 million or \$0.30 per diluted common share.
3. Book value per common share excluding CECL reserve is calculated as (i) total stockholders’ equity of \$582 million plus CECL reserve of \$139 million divided by (ii) total outstanding common shares of 54,518,727 as of June 30, 2024.
4. Net debt to equity ratio (excluding CECL reserves) is calculated as (i) \$1.5 billion of outstanding principal of borrowings less \$71 million of cash, (ii) divided by the sum of total stockholders’ equity of \$582 million plus CECL reserve of \$139 million at June 30, 2024. Net debt to equity ratio including CECL reserve is 2.4x. Total debt to equity ratio excluding CECL reserve is 2.0x and including CECL reserve is 2.5x.
5. As of June 30, 2024, includes \$71 million of cash and approximately \$50 million of available financing proceeds under the CNB Facility. Amount immediately available under the CNB Facility at any given time can fluctuate based on the fair value of the collateral in the borrowing base that secures the CNB Facility. As of June 30, 2024, there was approximately \$50 million immediately available under the CNB Facility based on the fair value of the collateral in the borrowing base at such time. The amount immediately available under the CNB Facility may be increased to up to \$75 million by the pledge of additional collateral into the borrowing base in accordance with the CNB Facility agreement.
6. Additional unlevered assets that may be financed in the future include \$82 million of total real estate owned held for investment net of depreciation and amortization, \$28 million floating rate investment grade debt securities and other assets that are not levered.

Portfolio Overview

» Focused on maximizing outcomes for our risk rated 4 and 5 loans



Note: As of June 30, 2024 unless otherwise noted. Past performance is not indicative of future results. Due to rounding, numbers presented may not add up to the totals provided.

1. Based on outstanding principal balance of loans held for investment.
2. Based on outstanding principal balance of loans with risk ratings of 1, 2 or 3.
3. Based on outstanding principal balance of loans with risk ratings of 4 or 5.
4. Student housing is included in multifamily.
5. CECL reserve of \$14 million on risk rated 1, 2 and 3 loans.
6. \$125 million of the \$139 million total CECL reserve related to loans risk rated 4 and 5.
7. Includes borrower capital contributions relating to the purchase of interest rate caps, current interest payments, debt paydowns, tenant improvements and leasing commissions, interest and carry reserves and other items.
8. \$125 million of CECL reserve for risk rated 4 and 5 loans as a percentage of the \$477 million in outstanding principal balance of risk rated 4 and 5 loans.
9. Interest rate caps relating to risk rated 1-3 loans that expired in the last twelve months ("LTM") were renewed at their prior strike or economically equivalent amounts were contributed as additional reserves.
10. Based on outstanding principal balance of loans backed by office properties with risk ratings of 4 or 5.

Ares Management

» With approximately \$447 billion in assets under management, Ares Management Corporation is a global alternative investment manager operating an integrated platform across five business groups

| Profile | |
|---------------------------------------|-----------------------|
| Founded | 1997 |
| AUM | \$447bn |
| Employees | 2,950+ |
| Investment Professionals | 1,000+ |
| Global Offices | 35+ |
| Direct Institutional Relationships | 2,500+ |
| Listing: NYSE - Market Capitalization | \$45.5bn ¹ |

Global Footprint²



The Ares Differentiators

| | |
|---|---|
| Power of a broad and scaled platform enhancing investment capabilities | Deep management team with integrated and collaborative approach |
| 20+ year track record of attractive risk adjusted returns through market cycles | A pioneer and leader in leveraged finance, private credit and secondaries |

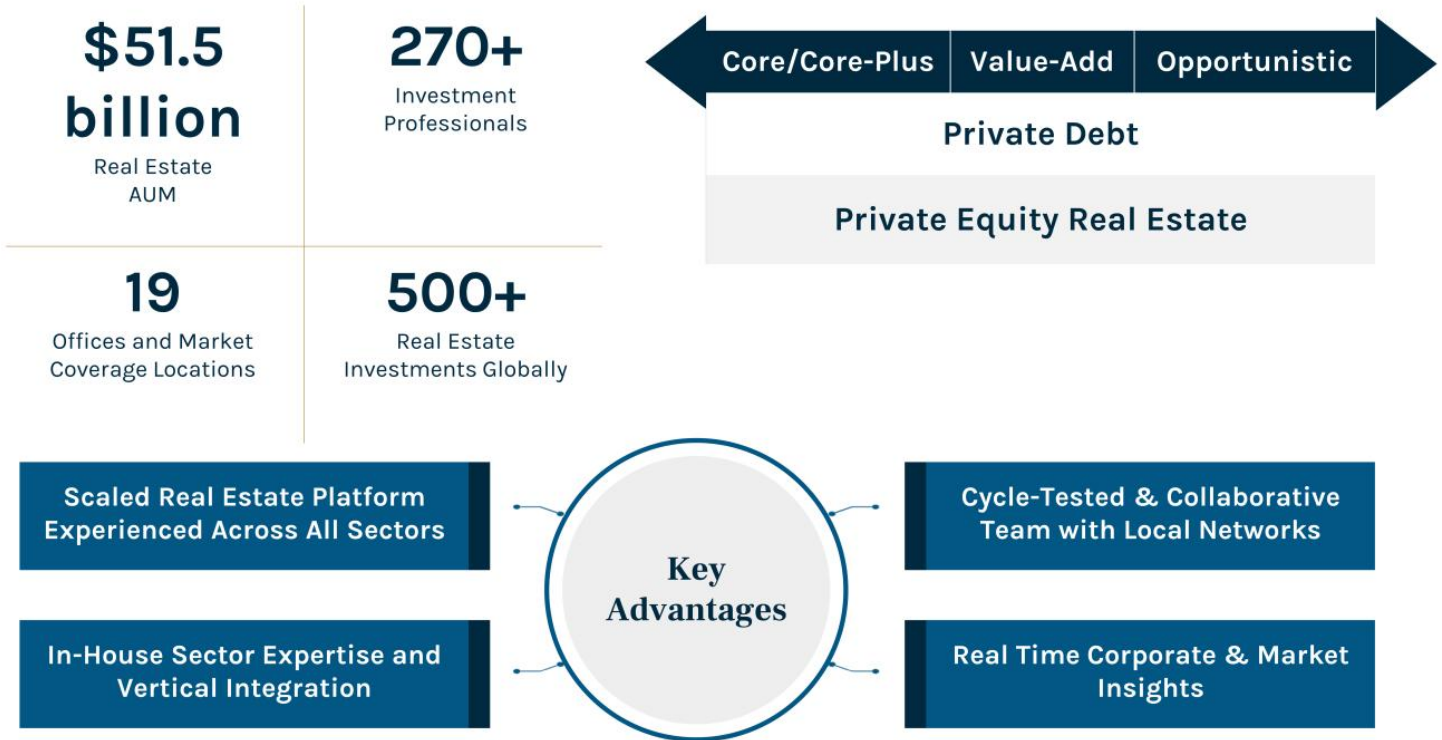
| | Credit | Real Assets | Private Equity | Secondaries | Other Businesses |
|------------|-----------------------------------|------------------------------|--------------------------|----------------------------|---|
| AUM | \$323.1bn | \$67.7bn | \$24.6bn | \$26.3bn | \$5.5bn |
| Strategies | Direct Lending | Real Estate Equity | Corporate Private Equity | Private Equity Secondaries | Ares Insurance Solutions ⁴ |
| | Liquid Credit | Real Estate Debt | APAC Private Equity | Real Estate Secondaries | Ares Acquisition Corporation ⁵ |
| | Alternative Credit | Infrastructure Opportunities | | Infrastructure Secondaries | |
| | Opportunistic Credit ³ | Infrastructure Debt | | Credit Secondaries | |
| | APAC Credit | | | | |

Note: As of June 30, 2024. AUM amounts include funds managed by Ivy Hill Asset Management, LP, a wholly owned portfolio company of Ares Capital Corporation and registered investment adviser. Past performance is not indicative of future results.

- As of July 25, 2024.
- New Delhi office is operated by a third party with whom Ares Asia maintains an ongoing relationship relating to the sourcing, acquisition and/or management of investments.
- In Q1 2024, we moved our Special Opportunities strategy from our Private Equity Group into our Credit Group as Opportunistic Credit. The fund name remains Special Opportunities. Opportunistic Credit has been reclassified and presented within the Credit Group and reflected on a historical basis.
- AUM managed by Ares Insurance Solutions excludes assets which are sub-advised by other Ares' investment groups or invested in Ares funds and investment vehicles.
- AUM includes Ares Acquisition Corporation II ("AACT").

Ares Real Estate Group Capabilities

» Global real estate investment manager with vertically integrated operating platform that seeks to generate compelling risk-adjusted performance⁽¹⁾ through market cycles



Note: As of June 30, 2024, unless otherwise noted. Past performance is not indicative of future results. Due to rounding, numbers presented may not add up to the totals provided.

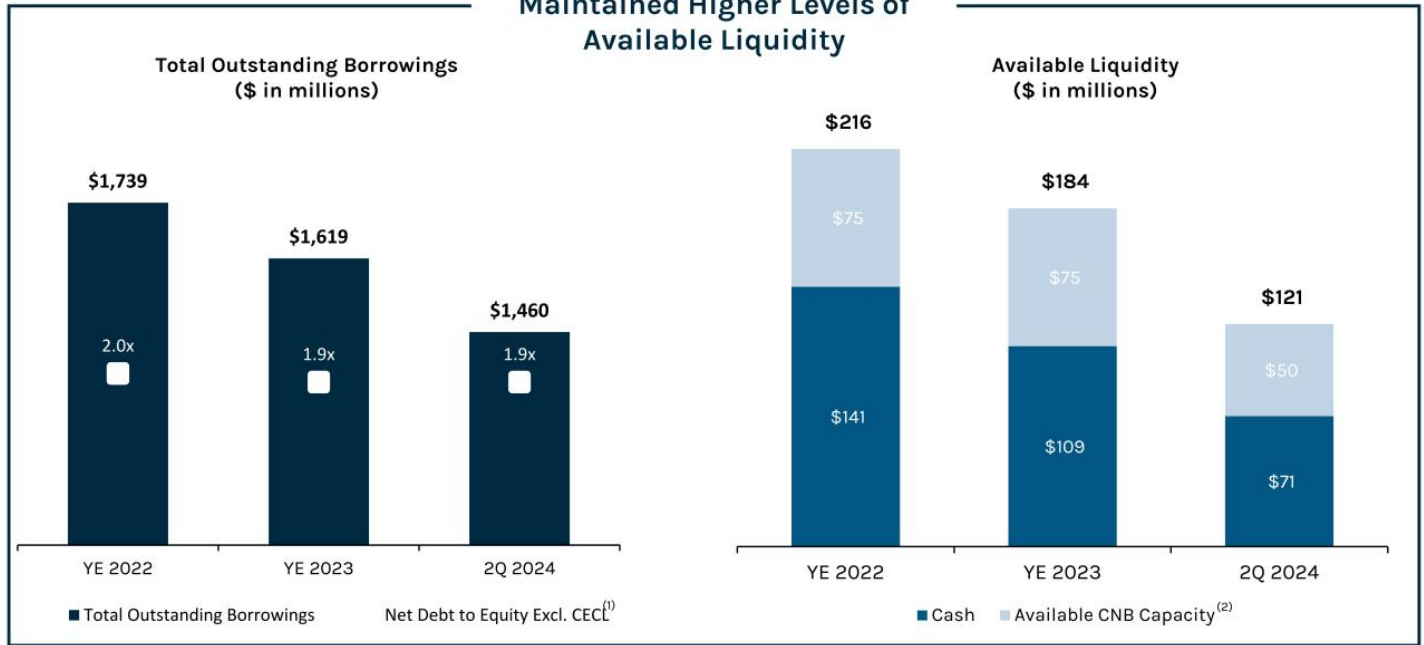
1. All investments involve risk, including loss of principal. References to "risk-adjusted performance" or similar phrases are not guarantees against loss of investment capital or value.

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Balance Sheet and Capital Position Provides Flexibility

» We are focused on de-levering the balance sheet and maintaining higher levels of available liquidity to support positive outcomes on underperforming loans

Further De-Leveraged & Maintained Higher Levels of Available Liquidity

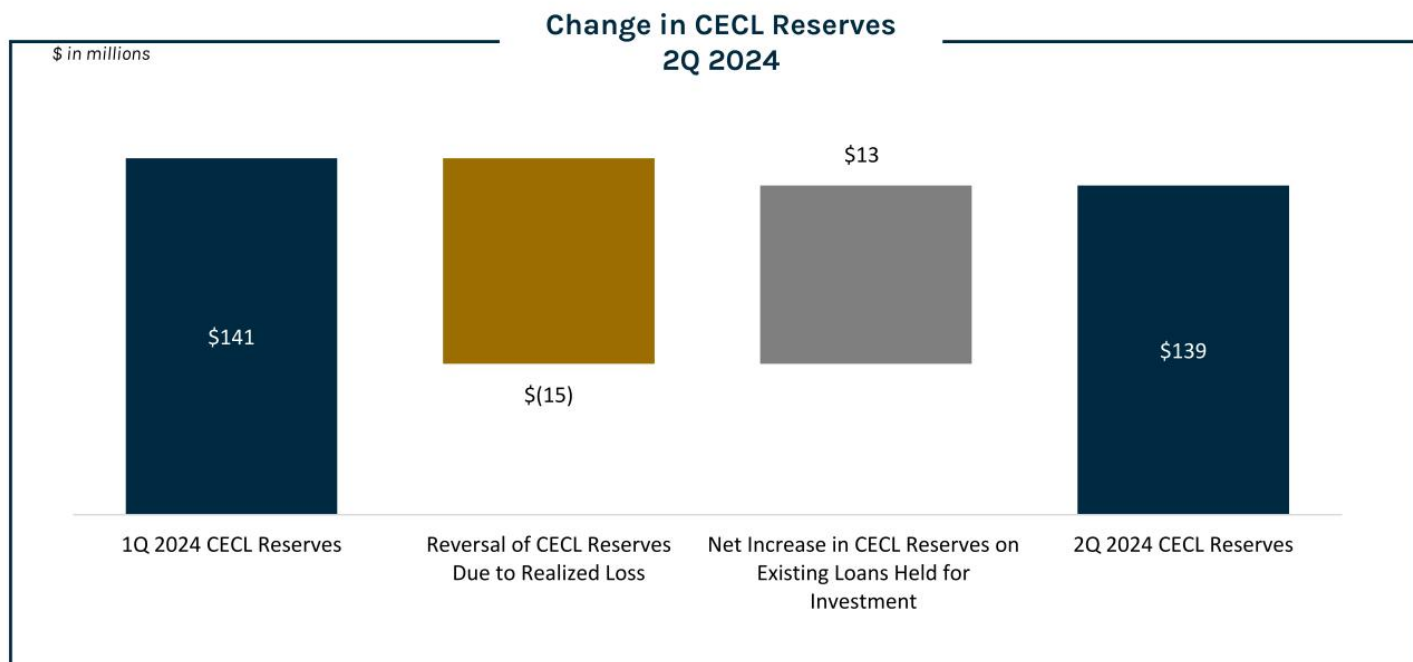


Note: Past performance is not indicative of future results. Due to rounding, numbers presented may not add up to the totals provided.

- Net debt to equity ratio (excluding CECL reserves) is calculated as (i) \$1.5 billion of outstanding principal of borrowings less \$71 million of cash, (ii) divided by the sum of total stockholders' equity of \$582 million plus CECL reserve of \$139 million at June 30, 2024. Net debt to equity ratio including CECL reserve is 2.4x. Total debt to equity ratio excluding CECL reserve is 2.0x and including CECL reserve is 2.5x.
- As of June 30, 2024, includes \$71 million of cash and approximately \$50 million of available financing proceeds under the CNB Facility. Amount immediately available under the CNB Facility at any given time can fluctuate based on the fair value of the collateral in the borrowing base that secures the CNB Facility. As of June 30, 2024, there was approximately \$50 million immediately available under the CNB Facility based on the fair value of the collateral in the borrowing base at such time. The amount immediately available under the CNB Facility may be increased to up to \$75 million by the pledge of additional collateral into the borrowing base in accordance with the CNB Facility agreement.

Trends in CECL Reserves

» Net reduction in CECL reserves primarily reflects the reversal of a previous reserve associated with the realization of loss on a loan converted to REO partially offset by net increases in reserves on existing loans held for investment



Note: As of June 30, 2024 unless otherwise noted. Past performance is not indicative of future results. Numbers may not sum due to rounding.

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Current Expected Credit Loss Reserves

» CECL reserves are approximately 7% of total loans held for investment⁽¹⁾

**\$139
million**

Total CECL Reserves

7%

CECL Reserves as a Percent of
Loans Held for Investment⁽¹⁾

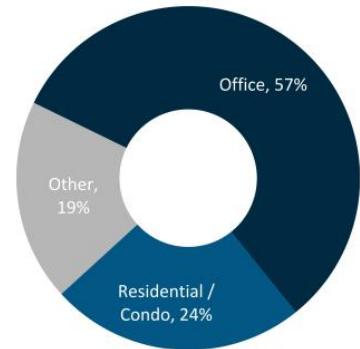
**CECL Reserves by
Risk Rating**



90%

CECL reserves relates to risk rated 4 and 5 loans

**CECL Reserves by
Property Type**



81%

CECL reserves relates to office and residential /
condo loans

Note: As of June 30, 2024 unless otherwise noted. Past performance is not indicative of future results. Due to rounding, numbers presented may not add up to the totals provided.

1. Percentage of loans held for investment based on outstanding principal balance.

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CECL Reserves for Risk Rated 4 and 5 Loans

» Majority of CECL reserves on risk rated 4 and 5 loans relate to office and residential / condo loans

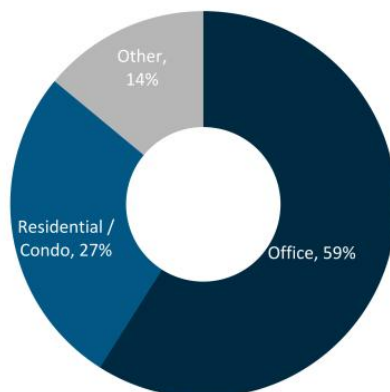
\$125 million

CECL Reserves for Risk Rated 4 and 5 Loans

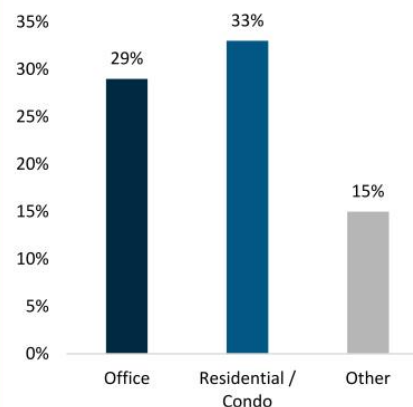
26%

CECL Reserves as a Percent of Risk Rated 4 and 5 Loan Balance⁽¹⁾

**Risk Rated 4 and 5 Loans
CECL Reserves by Property Type**



**Risk Rated 4 and 5 Loans
CECL Reserves as a Percent of Loan Balance⁽²⁾**



Note: As of June 30, 2024 unless otherwise noted. Past performance is not indicative of future results. Due to rounding, numbers presented may not add up to the totals provided.

1. Based on outstanding principal balance of loans with risk ratings of 4 or 5.
2. Based on outstanding principal balance of loans with risk ratings of 4 or 5 by property type.

Summary of Real Estate Owned

| | Mixed-Use (\$ in millions) | Office (\$ in millions) |
|------------------------------------|-------------------------------|----------------------------|
| Quarter Converted to REO: | Q3-23 | Q2-24 |
| Location: | Florida | California |
| Carrying Value¹: | \$82 | \$15 |
| Debt Outstanding: | -- | -- |
| Net Equity²: | \$82 | \$15 |
| Held for Sale: | No | Yes |

Note: As of June 30, 2024 unless otherwise noted. Past performance is not indicative of future results. Numbers may not sum due to rounding.

1. Carrying value is net of accumulated depreciation and amortization of \$2.6 million for the Florida mixed-use property. There was no accumulated depreciation and amortization for the California office property as it was classified as held for sale.

2. Net Equity is calculated as the Carrying Value less debt outstanding.



Appendix

Loans Held for Investment Portfolio Details

(\$ in millions)

| # | Loan Type | Location | Origination Date | Current Loan Commitment | Outstanding Principal | Carrying Value | Interest Rate | SOFR Floor | Unleveraged Effective Yield | Maturity Date | Payment Terms ⁽¹⁾ |
|----------------------|--------------|-------------|------------------|-------------------------|-----------------------|----------------|---------------|------------|-----------------------------|-------------------------|------------------------------|
| Office Loans: | | | | | | | | | | | |
| 1 | Senior | IL | Nov 2020 | \$161.4 | \$161.4 | \$154.0 | (2) | 1.5% | 7.6% ⁽²⁾ | Mar 2025 | I/O |
| 2 | Senior | Diversified | Jan 2020 | 109.0 | 108.9 | 108.7 | S+3.75% | 1.6% | 9.3% | Jan 2025 | P/I |
| 3 | Senior | AZ | Sep 2021 | 100.7 | 73.2 | 73.1 | S+3.61% | 0.1% | 9.4% | Oct 2024 | I/O |
| 4 | Senior | NC | Aug 2021 | 85.0 | 70.6 | 70.5 | S+3.65% | 0.2% | 9.0% | Aug 2028 ⁽³⁾ | I/O |
| 5 | Senior | NC | Mar 2019 | 68.6 | 68.6 | 64.9 | S+4.35% | 2.3% | — ⁽⁴⁾ | May 2024 ⁽⁴⁾ | P/I |
| 6 | Senior | NY | Jul 2021 | 59.0 | 59.0 | 59.0 | S+2.65% | 3.0% | 8.0% ⁽⁵⁾ | Jul 2027 ⁽⁵⁾ | I/O |
| 7 | Senior | IL | Dec 2022 | 56.0 | 56.0 | 55.9 | S+4.25% | 3.0% | 10.1% | Jan 2025 | I/O |
| 8 | Senior | MA | Apr 2022 | 82.2 | 51.4 | 51.0 | S+3.75% | — | 9.7% | Apr 2026 ⁽⁶⁾ | I/O |
| 9 | Senior | GA | Nov 2019 | 48.3 | 48.3 | 48.2 | S+3.15% | 1.9% | 8.8% | Dec 2024 | P/I |
| 10 | Senior | CA | Nov 2018 | 20.3 | 20.3 | 20.3 | S+3.50% | 2.3% | 9.1% | Nov 2025 | P/I |
| 11 | Subordinated | NJ | Mar 2016 | 18.5 | 18.5 | 15.7 | 12.00% | — | — ⁽⁷⁾ | Jan 2026 | I/O |
| 12 | Subordinated | NY | Jul 2021 | 9.9 | 9.9 | 7.6 | 5.50% | — | — ⁽⁵⁾ | Jul 2027 | I/O |
| Total Office | | | | \$818.9 | \$746.1 | \$728.9 | | | | | |

Note: As of June 30, 2024.

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 \$47.4 million as of June 30, 2024, was on non-accrual status as of June 30, 2024 and therefore, the Unleveraged Effective Yield presented is for the senior position only as the mezzanine position is non-interest accruing.

3. In June 2024, the Company and the borrower entered into a modification and extension agreement to, among other things, extend the maturity date on the senior North Carolina loan from August 2024 to August 2028.

4. Loan was on non-accrual status as of June 30, 2024 and the Unleveraged Effective Yield is not applicable. As of June 30, 2024, the senior North Carolina loan, which is collateralized by an office property, is in maturity default due to the failure of the borrower to repay the outstanding principal balance of the loan by the May 2024 maturity date. The Company is in the process of acquiring legal title to the property. Once legal title of the property is acquired, the Company will derecognize the senior North Carolina loan and recognize the office property as real estate owned.

5. In March 2024, the Company and the borrower entered into a modification and extension agreement to, among other things, split the existing senior New York loan, which was on non-accrual status and had an outstanding principal balance of \$73.8 million at the time of the modification, into a senior A-Note with an outstanding principal balance of \$60.0 million and a subordinated B-Note with an outstanding principal balance of \$13.8 million. In conjunction with the modification, the borrower repaid the outstanding principal of the senior A-Note down to \$59.0 million and the subordinated B-Note down to \$9.8 million. The subordinated B-Note is subordinate to new sponsor equity related to the loan paydown and additional capital contributions. In addition, the maturity date of the senior A-Note and the subordinated B-Note was extended from August 2025 to July 2027. The senior A-Note has a per annum interest rate of S + 2.65% and the subordinated B-Note has a fixed per annum interest rate of 5.50%. During the six months ended June 30, 2024, the senior A-Note, which had an outstanding principal balance of \$59.0 million as of June 30, 2024, was restored to accrual status. As of June 30, 2024, the subordinated B-Note, which had an outstanding principal balance of \$9.9 million, was on non-accrual status and therefore, the Unleveraged Effective Yield is not applicable. As of June 30, 2024, the borrower is current on all contractual interest payments for the senior A-Note and the subordinated B-Note.

6. In June 2024, the Company and the borrower entered into a modification and extension agreement to, among other things, extend the maturity date on the senior Massachusetts loan from April 2025 to April 2026.

7. Loan was on non-accrual status as of June 30, 2024 and the Unleveraged Effective Yield is not applicable. The mezzanine New Jersey loan is currently in default due to the borrower not making its contractual interest payments due subsequent to the December 2023 interest payment date.

Loans Held for Investment Portfolio Details

(\$ in millions)

| # | Loan Type | Location | Origination Date | Current Loan Commitment | Outstanding Principal | Carrying Value | Interest Rate | SOFR Floor | Unleveraged Effective Yield | Maturity Date | Payment Terms ⁽¹⁾ |
|---------------------------|-----------------------|----------|------------------|-------------------------|-----------------------|----------------|---------------|------------|-----------------------------|---------------|------------------------------|
| Multifamily Loans: | | | | | | | | | | | |
| 13 | Senior | NY | May 2022 | \$133.0 | \$132.2 | \$131.6 | S+3.90% | 0.2% | 9.7% | Jun 2025 | I/O |
| 14 | Senior | TX | Jun 2022 | 97.5 | 97.5 | 95.4 | S+3.00% | 1.5% | — ⁽²⁾ | Jul 2025 | I/O |
| 15 | Senior | TX | Nov 2021 | 68.8 | 68.4 | 68.3 | S+2.95% | —% | 8.7% | Dec 2024 | I/O |
| 16 | Senior ⁽³⁾ | SC | Dec 2021 | 67.0 | 67.0 | 67.0 | S+3.00% | —% | 8.6% | Nov 2024 | I/O |
| 17 | Senior | OH | Sep 2023 | 57.8 | 57.0 | 56.6 | S+3.05% | 2.5% | 8.8% | Oct 2026 | I/O |
| 18 | Senior | CA | Nov 2021 | 31.7 | 31.7 | 31.6 | S+3.00% | —% | 8.6% | Dec 2025 | I/O |
| 19 | Senior | PA | Dec 2018 | 28.2 | 28.2 | 28.2 | S+2.50% | 2.8% | 7.8% | Dec 2025 | I/O |
| 20 | Senior | WA | Dec 2021 | 23.1 | 23.1 | 23.0 | S+3.00% | —% | 8.5% | Nov 2025 | I/O |
| 21 | Senior | TX | Oct 2021 | 23.1 | 23.1 | 23.1 | S+2.60% | —% | 8.3% | Oct 2024 | I/O |
| Total Multifamily | | | | \$530.2 | \$528.2 | \$524.8 | | | | | |
| Industrial Loans: | | | | | | | | | | | |
| 22 | Senior | IL | May 2021 | \$100.7 | \$100.7 | \$100.7 | S+4.65% | 0.1% | 11.6% | Nov 2024 | I/O |
| 23 | Senior | MA | Jun 2023 | 49.0 | 47.4 | 47.2 | S+2.90% | —% | 8.4% | Jun 2028 | I/O |
| 24 | Senior | NJ | Jun 2021 | 28.3 | 27.8 | 27.7 | S+3.85% | 0.2% | 11.3% | Aug 2024 | I/O |
| 25 | Senior | FL | Dec 2021 | 25.5 | 25.5 | 25.4 | S+3.00% | —% | 8.6% | Dec 2025 | I/O |
| 26 | Senior | CA | Aug 2019 | 19.6 | 19.6 | 18.2 | S+3.85% | 2.0% | — ⁽⁴⁾ | Sep 2024 | I/O |
| 27 | Senior | TX | Nov 2021 | 10.0 | 10.0 | 10.0 | S+5.35% | 0.2% | 11.1% | Dec 2024 | I/O |
| 28 | Senior | TN | Oct 2021 | 6.4 | 6.4 | 6.4 | S+5.60% | 0.2% | 11.3% | Nov 2024 | I/O |
| Total Industrial | | | | \$239.5 | \$237.4 | \$235.6 | | | | | |

Note: As of June 30, 2024

1. I/O = interest only, P/I = principal and interest.
2. Loan was on non-accrual status as of June 30, 2024 and the Unleveraged Effective Yield is not applicable.
3. Loan commitment is allocated between a multifamily property (\$61 million) and an office property (\$6 million).
4. Loan was on non-accrual status as of June 30, 2024 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 | SOFR Floor | Unleveraged Effective Yield | Maturity Date | Payment Terms ⁽¹⁾ |
|---------------------------------------|-----------|----------|------------------|-------------------------|-----------------------|----------------|---------------|------------|-----------------------------|---------------|------------------------------|
| Residential/Condominium Loans: | | | | | | | | | | | |
| 29 | Senior | NY | Mar 2022 | \$101.7 | \$101.7 | \$90.2 | S+8.95% | 0.4% | —%(2) | Dec 2025 | I/O |
| 30 | Senior | FL | Jul 2021 | 75.0 | 75.0 | 75.0 | S+5.35% | —% | 10.7% | Jul 2024 | I/O |
| Total Residential/Condominium | | | | \$176.7 | \$176.7 | \$165.2 | | | | | |
| Mixed-Use Loans: | | | | | | | | | | | |
| 31 | Senior | NY | Jul 2021 | \$78.3 | \$77.2 | \$77.2 | S+3.75% | —% | 9.5% | Jul 2024 | I/O |
| 32 | Senior | TX | Sep 2019 | 35.3 | 35.3 | 35.3 | S+3.85% | 0.7% | 9.5% | Sep 2024 | I/O |
| Total Mixed-Use | | | | \$113.6 | \$112.5 | \$112.5 | | | | | |
| Hotel Loans: | | | | | | | | | | | |
| 33 | Senior | CA | Mar 2022 | \$60.8 | \$55.0 | \$54.8 | S+4.20% | —% | 10.0% | Mar 2025 | I/O |
| 34 | Senior | NY | Mar 2022 | 55.7 | 53.6 | 53.3 | S+4.40% | 0.1% | 10.1% | Mar 2026 | I/O |
| Total Hotel | | | | \$116.5 | \$108.6 | \$108.1 | | | | | |

Note: As of June 30, 2024.

1. I/O = interest only, P/I = principal and interest.
2. The New York loan is structured as both a senior and mezzanine loan with the Company holding both positions. The senior and mezzanine positions each have a per annum interest rate of S + 8.95%. The senior and mezzanine loans were both on non-accrual status as of June 30, 2024 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 | SOFR Floor | Unleveraged Effective Yield | Maturity Date | Payment Terms ⁽¹⁾ |
| Self Storage Loans: | | | | | | | | | | | |
| 35 | Senior | PA | Mar 2022 | \$18.2 | \$18.2 | \$18.1 | S+3.00% | 1.0% | 8.6% | Dec 2025 | I/O |
| 36 | Senior | NJ | Aug 2022 | 17.6 | 17.6 | 17.5 | S+2.90% | 1.0% | 9.0% | Apr 2025 | I/O |
| 37 | Senior | WA | Aug 2022 | 11.5 | 11.5 | 11.5 | S+2.90% | 1.0% | 9.0% | Mar 2025 | I/O |
| 38 | Senior | IN | Sep 2023 | 11.4 | 10.7 | 10.7 | S+3.60% | 0.9% | 9.1% | Jun 2026 | I/O |
| 39 | Senior | MA | Apr 2022 | 7.7 | 7.7 | 7.7 | S+3.00% | 0.8% | 8.5% | Nov 2024 | I/O |
| 40 | Senior | MA | Apr 2022 | 6.8 | 6.8 | 6.7 | S+3.00% | 0.8% | 8.5% | Oct 2024 | I/O |
| 41 | Senior | NJ | Mar 2022 | 5.9 | 5.9 | 5.9 | S+3.00% | 0.8% | 8.8% | Jul 2025 ⁽²⁾ | I/O |
| Total Self Storage | | | | \$79.1 | \$78.4 | \$78.1 | | | | | |
| Student Housing Loans: | | | | | | | | | | | |
| 42 | Senior | AL | Apr 2021 | \$19.5 | \$19.5 | \$19.4 | S+3.95% | 2.0% | 10.6% | Dec 2024 ⁽³⁾ | P/I |
| Total Student Housing | | | | \$19.5 | \$19.5 | \$19.4 | | | | | |
| Loan Portfolio Total/Weighted Average | | | | \$2,094.0 | \$2,007.4 | \$1,972.6 | | 1.2%⁽⁴⁾ | 7.6% | | |

Note: As of June 30, 2024.

1. I/O = interest only, P/I = principal and interest.
2. In May 2024, the borrower exercised a 12-month extension option in accordance with the loan agreement, which extended the maturity date on the senior New Jersey loan to July 2025.
3. In May 2024, the Company and the borrower entered into a modification and extension agreement to, among other things, extend the maturity date on the senior Alabama loan from May 2024 to December 2024.
4. The weighted average floor is calculated based on loans with SOFR floors.

Consolidated Balance Sheets

| (\$ in thousands, except share and per share data) | As of | |
|---|---------------------|---------------------|
| | 6/30/2024 | 12/31/2023 |
| ASSETS | | |
| Cash and cash equivalents | \$ 70,649 | \$ 110,459 |
| Loans held for investment (\$741,218 and \$892,166 related to consolidated VIEs, respectively) | 1,972,551 | 2,126,524 |
| Current expected credit loss reserve | (137,403) | (159,885) |
| Loans held for investment, net of current expected credit loss reserve | 1,835,148 | 1,966,639 |
| Loans held for sale (\$38,981 related to consolidated VIEs as of December 31, 2023) | 20,534 | 38,981 |
| Investment in available-for-sale debt securities, at fair value | 28,113 | 28,060 |
| Real estate owned held for investment, net | 81,728 | 83,284 |
| Real estate owned held for sale (\$14,509 related to consolidated VIEs as of June 30, 2024) | 14,509 | — |
| Other assets (\$2,484 and \$3,690 of interest receivable related to consolidated VIEs, respectively; \$32,002 of other receivables related to consolidated VIEs as of December 31, 2023) | 19,074 | 52,354 |
| Total assets | \$ 2,069,755 | \$ 2,279,777 |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| LIABILITIES | | |
| Secured funding agreements | \$ 625,936 | \$ 639,817 |
| Notes payable | 104,751 | 104,662 |
| Secured term loan | 137,409 | 149,393 |
| Collateralized loan obligation securitization debt (consolidated VIEs) | 588,421 | 723,117 |
| Due to affiliate | 4,526 | 4,135 |
| Dividends payable | 13,812 | 18,220 |
| Other liabilities (\$1,779 and \$2,263 of interest payable related to consolidated VIEs, respectively) | 12,637 | 14,584 |
| Total liabilities | 1,487,492 | 1,653,928 |
| Commitments and contingencies | | |
| STOCKHOLDERS' EQUITY | | |
| Common stock, par value \$0.01 per share, 450,000,000 shares authorized at June 30, 2024 and December 31, 2023 and 54,518,727 and 54,149,225 shares issued and outstanding at June 30, 2024 and December 31, 2023, respectively | 532 | 532 |
| Additional paid-in capital | 814,620 | 812,184 |
| Accumulated other comprehensive income | 193 | 153 |
| Accumulated earnings (deficit) | (233,082) | (187,020) |
| Total stockholders' equity | 582,263 | 625,849 |
| Total liabilities and stockholders' equity | \$ 2,069,755 | \$ 2,279,777 |

Consolidated Statements of Operations

| (\$ in thousands, except share and per share data) | For the Three Months Ended | | | | |
|--|----------------------------|-------------|-------------|------------|------------|
| | 6/30/2024 | 3/31/2024 | 12/31/2023 | 9/30/2023 | 6/30/2023 |
| Revenue: | | | | | |
| Interest income | \$ 40,847 | \$ 44,033 | \$ 44,348 | \$ 52,819 | \$ 51,941 |
| Interest expense | (27,483) | (28,819) | (29,957) | (29,745) | (26,951) |
| Net interest margin | 13,364 | 15,214 | 14,391 | 23,074 | 24,990 |
| Revenue from real estate owned | 3,433 | 3,478 | 3,161 | 809 | — |
| Total revenue | 16,797 | 18,692 | 17,552 | 23,883 | 24,990 |
| Expenses: | | | | | |
| Management and incentive fees to affiliate | 2,692 | 2,768 | 2,946 | 2,974 | 3,334 |
| Professional fees | 757 | 533 | 974 | 682 | 626 |
| General and administrative expenses | 1,957 | 2,081 | 1,830 | 1,691 | 2,038 |
| General and administrative expenses reimbursed to affiliate | 1,277 | 1,132 | 818 | 775 | 1,109 |
| Expenses from real estate owned | 2,226 | 2,037 | 2,038 | 480 | — |
| Total expenses | 8,909 | 8,551 | 8,606 | 6,602 | 7,107 |
| Provision for current expected credit losses | (2,374) | (22,269) | 47,452 | 3,227 | 20,127 |
| Realized losses on loans | 16,387 | 45,726 | — | 4,886 | — |
| Unrealized losses on loans held for sale | — | (995) | 995 | — | — |
| Income (loss) before income taxes | (6,125) | (12,321) | (39,501) | 9,168 | (2,244) |
| Income tax expense (benefit), including excise tax | — | 2 | (87) | (16) | (46) |
| Net income (loss) attributable to common stockholders | \$ (6,125) | \$ (12,323) | \$ (39,414) | \$ 9,184 | \$ (2,198) |
| Earnings (loss) per common share: | | | | | |
| Basic earnings (loss) per common share | \$ (0.11) | \$ (0.23) | \$ (0.73) | \$ 0.17 | \$ (0.04) |
| Diluted earnings (loss) per common share | \$ (0.11) | \$ (0.23) | \$ (0.73) | \$ 0.17 | \$ (0.04) |
| Weighted average number of common shares outstanding: | | | | | |
| Basic weighted average shares of common stock outstanding | 54,426,112 | 54,396,397 | 54,111,544 | 54,085,035 | 54,347,204 |
| Diluted weighted average shares of common stock outstanding | 54,426,112 | 54,396,397 | 54,111,544 | 54,796,413 | 54,347,204 |
| Dividends declared per share of common stock ⁽¹⁾ | \$ 0.25 | \$ 0.25 | \$ 0.33 | \$ 0.33 | \$ 0.35 |

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

Reconciliation of Net Income (Loss) to Non-GAAP Distributable Earnings (Loss)

| (\$ in thousands, except per share data) | For the Three Months Ended | | | | |
|--|----------------------------|--------------------|------------------|------------------|------------------|
| | 6/30/2024 | 3/31/2024 | 12/31/2023 | 9/30/2023 | 6/30/2023 |
| Net income (loss) attributable to common stockholders | \$ (6,125) | \$ (12,323) | \$ (39,414) | \$ 9,184 | \$ (2,198) |
| Stock-based compensation | 1,152 | 1,284 | 1,041 | 986 | 1,004 |
| Incentive fees to affiliate | — | — | — | — | 334 |
| Depreciation and amortization of real estate owned | 770 | 786 | 809 | 206 | — |
| Provision for current expected credit losses | (2,374) | (22,269) | 47,452 | 3,227 | 20,127 |
| Realized gain on termination of interest rate cap derivative ⁽¹⁾ | — | — | (105) | (93) | (266) |
| Unrealized losses on loans held for sale | — | (995) | 995 | — | — |
| Distributable Earnings (Loss) | \$ (6,577) | \$ (33,517) | \$ 10,778 | \$ 13,510 | \$ 19,001 |
| Realized losses on loans | 16,387 | 45,726 | — | 4,886 | — |
| Distributable Earnings excluding realized losses | \$ 9,810 | \$ 12,209 | \$ 10,778 | \$ 18,396 | \$ 19,001 |
| Net income (loss) attributable to common stockholders | (0.11) | (0.23) | (0.73) | 0.17 | (0.04) |
| Stock-based compensation | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| Incentive fees to affiliate | — | — | — | — | 0.01 |
| Depreciation and amortization of real estate owned | 0.01 | 0.01 | 0.01 | — | — |
| Provision for current expected credit losses | (0.04) | (0.41) | 0.88 | 0.06 | 0.37 |
| Realized gain on termination of interest rate cap derivative ⁽¹⁾ | — | — | — | — | — |
| Unrealized losses on loans held for sale | — | (0.02) | 0.02 | — | — |
| Basic Distributable Earnings (Loss) per common share | \$ (0.12) | \$ (0.62) | \$ 0.20 | \$ 0.25 | \$ 0.35 |
| Realized losses on loans | 0.30 | 0.84 | — | 0.09 | — |
| Basic Distributable Earnings excluding realized losses per common share | \$ 0.18 | \$ 0.22 | \$ 0.20 | \$ 0.34 | \$ 0.35 |
| Net income (loss) attributable to common stockholders | (0.11) | (0.23) | (0.72) | 0.17 | (0.04) |
| Stock-based compensation | 0.02 | 0.02 | 0.02 | 0.02 | 0.02 |
| Incentive fees to affiliate | — | — | — | — | 0.01 |
| Depreciation and amortization of real estate owned | 0.01 | 0.01 | 0.01 | — | — |
| Provision for current expected credit losses | (0.04) | (0.41) | 0.87 | 0.06 | 0.37 |
| Realized gain on termination of interest rate cap derivative ⁽¹⁾ | — | — | — | — | — |
| Unrealized losses on loans held for sale | — | (0.02) | 0.02 | — | — |
| Diluted Distributable Earnings (Loss) per common share | \$ (0.12) | \$ (0.62) | \$ 0.20 | \$ 0.25 | \$ 0.35 |
| Realized losses on loans | 0.30 | 0.84 | — | 0.09 | — |
| Diluted Distributable Earnings excluding realized losses per common share | \$ 0.18 | \$ 0.22 | \$ 0.20 | \$ 0.34 | \$ 0.35 |

1. For the three months ended December 31, 2023, September 30, 2023, and June 30, 2023, Distributable Earnings includes \$0.1 million, \$0.1 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.

Diverse Sources of Financing Supports Portfolio

» Diversified financing sources totaling \$1.9 billion with \$474 million of undrawn capacity^(1,2)

| (\$ in millions) | | | | | |
|-----------------------------------|------------------------|-----------------------|--------------------|----------------|---------------------------------|
| Financing Sources | Total Commitments | Outstanding Principal | Pricing Range | Mark to Credit | Non Spread Based Mark to Market |
| Secured Funding Agreements | | | | | |
| Wells Fargo Facility | \$450.0 ⁽¹⁾ | \$216.5 | SOFR+1.50 to 3.75% | ✓ | ✓ |
| Citibank Facility | 325.0 ⁽¹⁾ | 204.1 | SOFR+1.50 to 2.10% | ✓ | ✓ |
| CNB Facility | 75.0 ⁽²⁾ | — | SOFR+3.25% | ✓ | ✓ |
| Morgan Stanley Facility | 250.0 ⁽¹⁾ | 205.3 | SOFR+1.60 to 3.10% | ✓ | ✓ |
| Subtotal | \$1,100.0 | \$625.9 | | | |
| Asset Level Financing | | | | | |
| Notes Payable | \$105.0 | \$105.0 | SOFR + 2.00% | ✓ | ✓ |
| Capital Markets | | | | | |
| Secured Term Loan | \$140.0 | \$140.0 | 4.50% (Fixed) | ✓ | ✓ |
| 2017-FL3 Securitization | 407.7 | 407.7 | SOFR + 1.87% | ✓ | ✓ |
| 2021-FL4 Securitization | 181.1 | 181.1 | SOFR + 1.94% | ✓ | ✓ |
| Subtotal | \$728.8 | \$728.8 | | | |
| Total Debt | \$1,933.8 | \$1,459.7 | | | |

Note: As of June 30, 2024.

- For the Wells Fargo, Citibank and Morgan Stanley facilities, total commitments are available subject to the pledge of additional collateral.
- Amount immediately available under the CNB Facility at any given time can fluctuate based on the fair value of the collateral in the borrowing base that secures the CNB Facility. As of June 30, 2024, there was approximately \$50.0 million immediately available under the CNB Facility based on the fair value of the collateral in the borrowing base at such time. The amount immediately available under the CNB Facility may be increased to up to \$75.0 million by the pledge of additional collateral into the borrowing base in accordance with the CNB Facility agreement.

Glossary

Distributable Earnings (Loss) Distributable Earnings (Loss) 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 (Loss) 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 (Loss) 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 (Loss). Distributable Earnings (Loss) 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. Distributable Earnings excluding realized losses is Distributable Earnings (Loss) further adjusted to exclude realized losses.



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