



# Third Quarter 2018 Investor Presentation

# IMPORTANT INFORMATION



#### Risk Factors

Investing in and owning our common stock involves a high degree of risk. See the section entitled "Risk Factors" in our Form 10-K filed March 16, 2018 for a discussion of the se risks.

#### Forward-Looking Statements

Certain statements included in this presentation are forward-looking statements. Those statements include statements regarding the intent, belief or current expectations of Benefit Street Partners Realty Tlust, Inc. ("BSP Realty Tlust", "BSPRT", "we", "our" or the "Company") and members of our management team, as well as the assumptions on which such statements are based, and generally are identified by the use of words such as "may," "will," "seeks," "anticipates," "believes," "expects," "plans," "intends," "should" or similar expressions. Actual results may differ materially from those contemplated by such forward-looking statements. Further, forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or revise forward-looking statements to reflect changed assumptions, the occurrence of unanticipated events or changes to future operating results over time, unless required by law.

#### Additional Important Information

The summary information provided in this presentation does not purport to be complete and no obligation to update or otherwise revise such information is being assumed. Nothing shall be relied upon as a promise or representation as to the future performance of BSP Realty Trust. This summary is not an offerto sell securities and is not soliciting an offerto buy securities in any jurisdiction where the offeror sale is not permitted. This summary is not advice, a recommendation or an offerto enterinto any transaction with BSP Realty Trust or any of their affiliated funds. There is no guarantee that any of the goals, targets or objectives described in this summary will be achieved.

The information contained here in is not intended to provide, and should not be relied upon for, accounting, legal, ERISA or tax advice or investment recommendations. Investors should also seek advice from their own independent tax, accounting, financial, ERISA, investment and legal advisors to properly assess the merits and risks associated with their investment in light of their own financial condition and other circumstances. The information contained here in will be superseded by, and is qualified in its entirety by reference to, BSP Realty Trust's Annual Report and Form 10-K, which will contain information about the investment objective, terms and conditions of an investment in BSP Realty Trust. Investors should consider the investment objectives, risks, and charges and expenses of BSP Realty Trust care fully be fore investing. BSP Realty Trust's Annual Report and Form 10-K contain this and other information about the Company. You may obtain a copy of the most recent Annual or Semi-Annual Report by calling (844) 785-4393 and/or visiting www.bsprealtytrust.com.

Past performance is not indicative of future results. There is no guarantee that any of the estimates, targets or projections illustrated in this summary will be achieved. Any references here in to any of BSP Realty Trust's past or present investments, portfolio characteristics, or performance, have been provided for illustrative purposes only. It should not be assumed that these investments were or will be profitable or that any future investments will be profitable or will equal the performance of these investments. There can be no guarantee that the investment objective of BSP Realty Trust will be achieved. Any investment entails a risk of loss. An investor could lose all or substantially all of his or her investment. Please refer to BSP Realty Trust's Annual Report on Form 10-K for a more complete list of risk factors. The following slides contain summaries of certain financial information about BSP Realty Trust. The information contained in this presentation is summary information that is intended to be considered in the context of our filings with the Securities and Exchange Commission and other public announcements that we may make, by press release or otherwise, from time to time.

AUM refers to the assets under management for funds and separately managed accounts managed by Providence Equity Partners LLC., Providence Equity Capital Markets LLC. ("PECM"), Benefit Street Partners'), BDCA Adviser, ILC and Merganser Capital Management, ILC (collectively, "Providence"). For private debt funds and other drawdown funds and separately managed accounts, AUM generally represents the sum of the total investments at fair value plus available capital (undrawn commitments plus distributions subject to recall). For hedge funds, non-drawdown funds and separately managed accounts, AUM represents the NAV (net asset value) of each fund or separately managed account. For CIOs, AUM represents the total amount of the debt tranches and subordinated notes (equity) at closing. For long-only liquid accounts, AUM represents the gross asset value of the investments managed by Providence. AUM amounts are as of 6/30/2018 unless otherwise indicated. Certain amounts are preliminary and remain subject to change.

# **Today's Speakers**





Richard J. Byrne

## Chairman and Chief Executive Officer of BSP Realty Trust

Richard Byrne is president of Benefit Street Partners and is based in BSP's New York office. Mr. Byrne is also Chairman and Chief Executive Officer of Business Development Corporation of America. Prior to joining BSP in 2013, Mr. Byrne was Chief Executive Officer of Deutsche Bank Securities Inc. He was also the Global Head of Capital Markets at Deutsche Bank as well as a member of the Global Banking Executive Committee and the Global Markets Executive Committee. Before joining Deutsche Bank, Mr. Byrne was Global Co-head of the leveraged finance group and Global Head of credit research at Merrill Lynch. He was also a perennially top-ranked credit analyst. Mr. Byrne earned a Masters of Business Administration from the Kellogg School of Management at Northwestern University and a Bachelor of Arts from Binghamton University.



Jerome S. Baglien

## Chief Financial Officer of BSP Realty Trust

Jerry Baglien is Chief Financial Officer of Commercial Real Estate with Benefit Street Partners in BSP's New York office. Prior to joining BSP in 2016, Mr. Baglien was Director of Fund Finance for GTIS Partners LP, where he oversaw all finance and operations for GTIS funds. Previously, he was an accounting manager at iStar Inc. with oversight of loans and special investments. Mr. Baglien received a Master of Business Administration from Kellstadt Graduate School of Business at DePaul University and a Bachelor of Science in Accounting from the University of Oregon.

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# **Executive Summary**

Section I Overview of Adviser

Section II Financial Update

Section III Strategic Initiatives



## New Investments

BSPRT made \$468 million of floating rate investments (highest quarter ever) and \$124 million of conduit investments in Q3 2018

## **Financials**

 GAAP Net Income was \$19.0 million in Q3 2018 (highest quarter ever) vs. \$12.1 million in Q2 2018

# Dividend and Book Value

- GAAP Dividend Coverage<sup>(1)</sup> was 138.1% in Q3 2018 vs. 105.7% in Q2 2018
- Common Book Value per share was \$18.74 at 9/30/2018 vs. \$18.95 at 6/30/2018

## **NAV**

 Based on an appraisal completed by Lincoln Financial, the estimated NAV per share was \$18.75 at 9/30/2018 vs. \$19.02 at 9/30/2017

## Conduit Loan Sales

 BSPRT sold \$123 million of conduit loans in CMBS transactions during Q3 for a gross profit of \$3.4 million or 2.8%

## Portfolio

- Our portfolio consisted of 100 floating rate loans and 12 conduit loans as of 9/30/2018 vs.
   94 floating rate loans and 10 conduit loans as of 6/30/2018
- There was 1 investment on non-accrual as of 9/30/2018 vs. 1 as of 6/30/2018

## **Equity Raise**



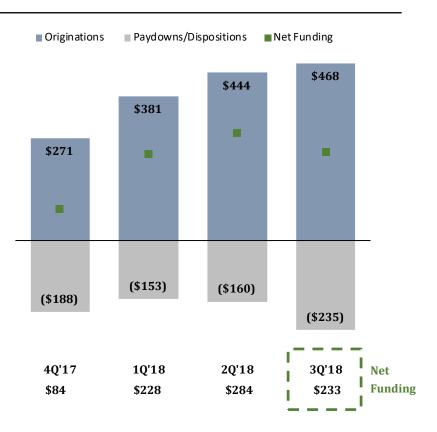
- Benefit Street Partners Realty Trust, Inc. raised \$228 million and called \$193 million of new equity from institutional and affiliated shareholders in the first three quarters of 2018. New equity is composed of common stock and preferred equity
- Officers and employees of BSP Realty Trust and Benefit Street Partners committed \$32 million of the \$228 million
- Below NAV share issuance can be dilutive to book value per share
- The new equity raised will better position the company for a liquidity event because it will:
  - 1. Grow our equity capitalization to match the market leaders in the industry
  - 2. Add institutional shareholders to our equity base
  - 3. Allow us to take advantage of our robust pipeline of deals

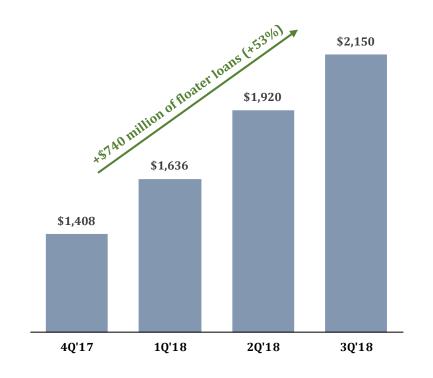
# Floating Rate Origination Volume

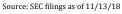


### **Net Investments**

## **Portfolio Growth**



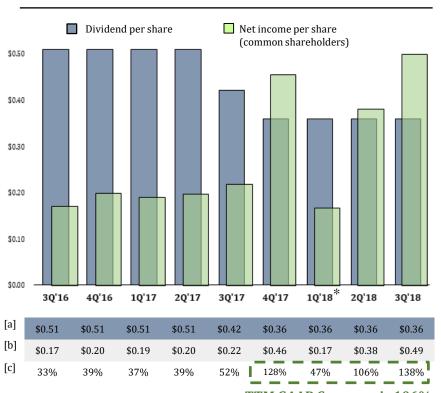




# **Dividend Coverage**



## **GAAP Dividend Coverage**

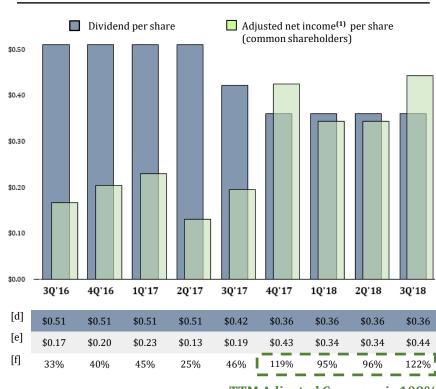


TTM GAAP Coverage is 106%

- [a] Dividend per share
- [b] Net income per share
- [c] Dividend coverage

#### \*1Q'18: Non cash CLO call

## Adjusted<sup>(1)</sup> Dividend Coverage



TTM Adjusted Coverage is 109%

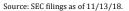
- [d] Dividend per share
- [e] Adjusted net income per share
- [f] Dividend coverage



# Financial Highlights



Numbers in thousands, except share and per share data	3Q'18	2Q'18
GAAP Net Income	\$19,000	\$12,101
GAAP Net Income to common shareholders ("CS")	\$17,745	\$12,085
GAAP Net Income to CS, per share	\$0.49	\$0.38
GAAP Dividend Coverage (CS) - %	138.1%	105.7%
Distributions to common shareholders	\$12,850	\$11,428
Distributions to common shareholders, per share	\$0.36	\$0.36
Common Stock Book Value	\$702,345	\$618,123
Common Stock Book Value, per share	\$18.74	\$18.95
Total Assets	\$2,387,390	\$2,147,673
% of loans originated by BSP	87.1%	78.6%
Debt	\$1,571,147	\$1,488,549
Debt/Equity Ratio <sup>(1)</sup>	1.97x	2.37x





# SECTION I OVERVIEW OF ADVISER — BENEFIT STREET PARTNERS L.L.C. ("BSP")



Benefit Street Partners' Transaction with Franklin Templeton<sup>1</sup>

# Overview

- On October 25, 2018, Franklin Resources, Inc. (NYSE: BEN)
   ("Franklin Templeton") announced it had entered into an
   agreement to acquire Benefit Street Partners L.L.C. ("BSP"), the
   adviser to BSPRT.
  - Under the terms of the agreement, Franklin Templeton will acquire 100% of BSP's operations.
- All BSP employees, including BSP's real estate team, were offered continued employment with Franklin Templeton.



- BSP believes Franklin Templeton's pedigree, global reach and extensive investment capabilities will provide BSPRT with increased resources and investment opportunities.
- BSP believes the affiliation with Franklin Templeton will also be additive to achieving a future successful liquidity event.

Note: PAST PERFORMANCE IS NOT NECESSARILY INDICATIVE OF FUTURE RESULTS. ANY INVESTMENT INVOLVES SIGNIFICANT RISK. INCLUDING LOSS OF THE ENTIRE INVESTMENT, VIEWS EXPRESSED AS THOSE OF BSP.



Benefit Street Partners' Transaction with Franklin Templeton<sup>1</sup>

<b>Key Points</b>	Impact of Transaction
BSPRT Officers	No Change
Investment Committee	No Change
Management Agreement & Fees	No Change
BSPRT Strategy	No Change

## Franklin Templeton's Global Platform<sup>1</sup>





FRANKLIN TEMPLETON **INVESTMENTS** 

Total Assets Under Management: US\$717.1 Billion<sup>2,3</sup>

AUM:	<b>Equity</b> US\$ 305.4 Billion	Fixed Income US\$ 258.9 Billion	Multi-Asset/Balanced US\$ 126.8 Billion	Alternatives <sup>4</sup> US\$ 16.7 Billion
CAPABILITIES:	<ul> <li>Value</li> <li>Deep Value</li> <li>Core Value</li> <li>Blend</li> <li>GARP</li> <li>Growth</li> <li>Convertibles</li> <li>Sector</li> </ul>	<ul> <li>Government</li> <li>Municipals</li> <li>Corporate Credit</li> <li>Bank Loans</li> <li>Securitized</li> <li>Multi-Sector</li> <li>Currencies</li> <li>Sukuk</li> </ul>	<ul> <li>Income</li> <li>Real Return</li> <li>Balanced/Hybrid</li> <li>Total Return</li> <li>Target Date/Risk</li> <li>Absolute Return</li> <li>Tactical Asset Allocation</li> <li>Managed Volatility</li> </ul>	<ul><li>Commodities</li><li>Infrastructure</li><li>Real Estate</li><li>Hedge Funds</li><li>Private Equity</li></ul>
INVESTMENT TEAMS:	<ul><li>Shariah</li><li>Smart Beta</li><li>Templeton Global Equity Group (1940)</li></ul>	• Franklin Templeton Fixed Income Group (1970)	• Franklin Templeton Multi-Asset Solutions (1996)	• Franklin Real Asset Advisors (1984)
	<ul> <li>Franklin Equity Group (1947)</li> <li>Franklin Mutual Series (1949)</li> <li>Franklin Templeton Emerging Markets Equity (1987)</li> <li>Franklin LAM – Developed Markets Equity (1982)</li> </ul>	<ul> <li>Templeton Global Macro (1986)</li> <li>Franklin LAM – Fixed Income (1993)</li> </ul>	• Franklin SystematiQ (2012)	<ul> <li>Darby Overseas Investments (1994)</li> <li>K2 Advisors (1994)</li> <li>Pelagos (2005)</li> </ul>

The transaction remains subject to customary closing conditions.

Includes US\$ 9.3 billion in cash management AUM

The Alternative Investments Lead CIO Group does not manage all products reported as alternative. FRI alternative product AUM is \$17.7 billion.

Source: Franklin Templeton Investments (FTI), as of 9/30/18, based on latest available data. Total combined Assets Under Management (Total AUM) combines U.S. and non-U.S. AUM of the investment management subsidiaries of the parent company, Franklin Resources, Inc. (FRI) [NYSE: BEN], a global investment management organization operating as FTI. Total and platform AUM includes discretionary and non-discretionary accounts, including pooled investment vehicles, separate accounts and other vehicles. Total and platform AUM may also include advisory accounts with or without trading authority. In addition, assets for which certain FTI advisers provide limited asset allocation advisory services, and assets that are not allocated to FTI products are not included in the AUM figures shown. Each local asset manager may be considered as an entity affiliated with or associated to FTI by virtue of being a direct or indirect wholly-owned subsidiary of FRI, an entity or joint venture in which FRI owns a partial interest, which may be a minority interest, or a third party asset management company to which investment advisory services have been delegated by an FTI adviser.

## **BSP** Overview



BSP is a leading credit-focused alternative asset management firm with over \$26.4 billion in assets under management<sup>1</sup>



Assets / Committed Capital Under Management	$$26.4 \ billion^1$
Investment Record	10 years <sup>2</sup>
Dedicated Investment Professionals	106 investment professionals <sup>3</sup>
Offices	New York, Charlotte, Houston, Providence, Raleigh, San Francisco
Investment Strategies	Private Debt /Opportunistic Credit  Long-Short Credit  Long-Only Credit  Commercial Real Estate Debt  Special Situations

#### Notes:

<sup>1</sup> AUM refers to the assets under management for all credit funds and separately managed accounts managed by BSP and its affiliates. AUM amounts are as of September 30, 2018 and are unaudited. Certain amounts are preliminary and remain subject to change. Please see "Important Information" on the second page of this presentation for additional information.

BSP's credit business began in 2008 with the launch of Providence Equity Capital Markets L.L.C., an affiliated adviser. BSP launched in 2011.

As of October 2018.

## **BSP Platform**



BSP senior management team has worked together for 30 years

#### **BSP Realty Trust Officers:**

Richard Byrne, Chief Executive Officer and President

**Jerry Baglien**, Chief Financial Officer and Treasurer

**Micah Goodman,** Corporate Secretary

#### **BSP Senior CRE Team:**

**Michael Comparato**, Head of Commercial Real Estate

#### **Investment Team:**

 106 investment professionals with extensive credit experience<sup>1</sup>

Hig hly Deep Credit Experienced Markets Te a m Expertise **Broad Industry** Rigorous Risk **Expertise** Management Robust Infrastruc ture

Significant experience in debt financing through multiple business cycles and across the capital structure including: high yield, leveraged loans, private debt, liquid credit, structured credit and real estate

Extensive networks and expertise across numerous sectors;
Direct origination and research capabilities

Seek to achieve downside protection through lien protection, capital structure priority, covenants, default penalties, call protection and change of control rights

Established, high-quality institutional infrastructure to support a broad range of credit activities

## **BSP Commercial Real Estate**





Parallel to BSP's corporate middle market lending business



Focused on attractive middle market segment, which we believe tends to be less competitive



46 person team<sup>1</sup> with ability to originate multiple products.

Multiple borrowers have utilized BSP's platform due to the flexibility of capital available; viewing BSP as a strategic partner

Deep relationships with brokers and borrowers sourcing repeat business with "first" and "last look" advantage



# SECTION II – FINANCIAL UPDATE

## Net Asset Value Per Share



- The board of directors unanimously approved an estimated net asset value ("NAV") per share of \$18.75 vs. a common book value per share of \$18.74
- The estimated NAV per share was determined as of September 30, 2018
- Starting with November 2018 distributions reinvested in December 2018, the DRIP offer price will be \$18.75

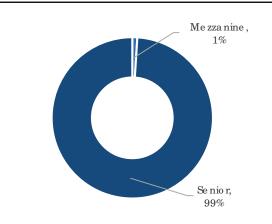
# Floating Rate Portfolio Composition at 9/30/2018



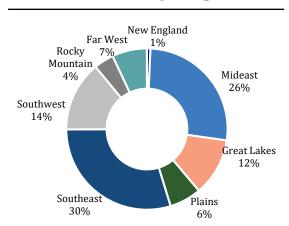
## **Portfolio Overview**

- Diversified portfolio by geography and property type
- Total portfolio of \$2.2 billion
- 95 senior loans with
   average size of ~\$22 million
- 5 mezzanine loans with
   average size of ~\$5 million

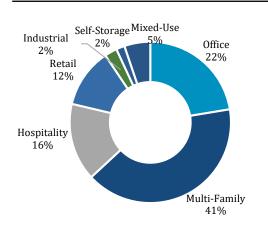
## **Portfolio Summary**



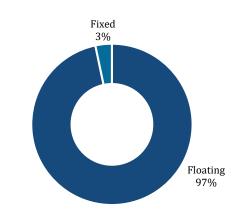
## **Collateral by Region**



## **Collateral Summary**



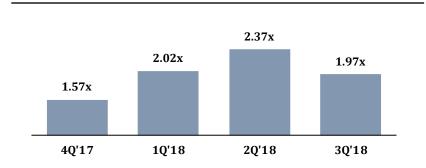
## **Rate Type**



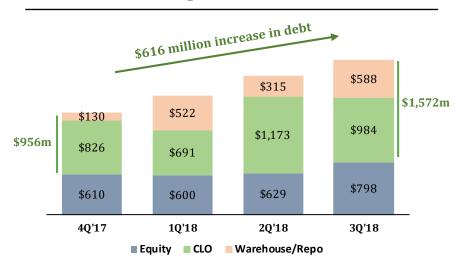
# Debt and Leverage



## **Leverage (Debt/Equity)**



## **Capitalization**



## **Financing Lines Available**

Warehouse/Revolver	
JP Morgan	\$520 million
Goldman Sachs	\$250 million
Credit Suisse	\$300 million
US Bank	\$100 million
Barclays	\$100 million
Total	\$1,270 million

### CLOs\*

Total	\$999 million
BSPRT 2017-FL3	\$488 million
BSPRT 2017-FL2	\$271 million
BSPRT 2017-FL1	\$240 million

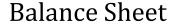
<sup>\*</sup>Outstanding balance at 9/30/2018. Note: BSPRT also closed a new \$868 million CLO (\$738 million of debt) on October 12, 2018.





		3Q'18	
Numbers in millions	Floating Rate	Conduit	Total
Interest Income	\$41.3	\$1.6	\$42.9
Interest Expenses	(15.9)	(1.2)	(17.1)
Gain on Conduit Sale	-	3.4	3.4
Operating Expenses and Other	(8.1)	(3.0)	(11.1)
Realized/Unrealized gain/(loss)	(0.1)	1.0	0.9
<b>GAAP Net Income</b>	17.2	1.8	19.0
Preferred Dividends	(1.3)	-	(1.3)
GAAP Net Income to common shareholders	\$16.0	\$1.8	\$17.7
Adjustments [a]	(1.0)	(1.0)	(2.0)
Adjusted Net Income to common shareholders	\$15.0	\$0.8	\$15.7
GAAP Dividend Coverage - %			138.1%
Adjusted Dividend Coverage - %			122.3%

[a] Adjusted for (i) non-cash CLO amortization acceleration to effectively amortize issuance costs over the expected lifetime of the CLOs, and (ii) unrealized gain and loss on loans and derivatives





Numbers in millions except share and per share amounts	3Q'18	2Q'18	Change
Cash, Cash Equivalents and Restricted Cash	\$66.0	\$49.0	\$17.0
Commercial Mortgage Loans/Securities	2,268.8	2,036.7	232.1
Other Assets	52.6	61.9	(9.4)
Total Assets	2,387.4	2,147.7	239.7
Debt	1,571.1	1,488.5	82.6
Other Liabilities	18.2	29.7	(11.6)
Total Liabilities	1,589.3	1,518.3	71.0
Preferred Equity	95.7	11.3	84.5
Common Stock	702.3	618.1	84.2
Total Liabilities and stockholders' equity	\$2,387.4	\$2,147.7	\$239.7
Shares outstanding	37,477,393	32,620,659	
Common Book Value per Share	\$18.74	\$18.95	
NAV per Share	\$18.75	\$19.02	
Debt/Equity Ratio <sup>(1)</sup>	1.97x	2.37x	

As disclosed in the 10-Q filed on November 9, 2018, the board of directors unanimously approved an estimated net asset value ("NAV") per share of \$18.75 as of September 30, 2018

<sup>(1)</sup> Total debt divided by common stock book value and preferred equity

# Portfolio Credit Quality



Investment Rating	Summary Description	3Q'18	2Q'18
1	Investment exceeding fundamental performance expectations and/or capital gain expected. Trends and risk factors since time of investment are favorable.	1	1
2	Performing consistent with expectations and a full return of principal and interest expected. Trends and risk factors are neutral to favorable.	70	60
3	Performing investments requiring closer monitoring. Trends and risk factors show some deterioration.	12	13
4	Underperforming investment with the potential of some interest loss but still expecting a positive return on investment. Trends and risk factors are negative.	1	1
5	Underperforming investment with expected loss of interest and some principal.	1 <sup>(1)</sup>	1
	AVERAGE RISK RATING	2.1	2.2
	Loans in non-accrual status	1 <sup>(1)</sup>	1
	Loans on watch list	1 <sup>(1)</sup>	2

<sup>(1)</sup> Loan is current on interest payments and all payments are applied towards principal balance



# SECTION III STRATEGIC INITIATIVES

# **Section III - Strategic Initiatives**

# Objectives



- 1 Establish BSP Realty Trust as a Best-In-Class mortgage REIT
- Position BSP Realty Trust for a liquidity event

Leverage Franklin Templeton and BSP platforms	Increase scale & optimize balance sheet
Prudently invest capital	Focus on governance
Grow dividend	Conform with public company peers
Stabilize book value	Transparent investor relations
Improve quality of earnings	Robust regulatory compliance

## **RISK FACTORS**



Our potential risks and uncertainties are presented in the section titled "Item 1A. Risk Factors" disclosed in our Annual Report on Form 10-K for the year ended December 31, 2017. The following are some of the risks and uncertainties, although not all risks and uncertainties, that could cause our actual results to differ materially from those presented in our forward-looking statements: ☐ We rely on short-term secured borrowings which creates refinancing risk and the risk that a lender may call for additional collateral, each of which could significantly impact our liquidity position. All of our executive officers are also officers or managers Benefit Street Partners L.L.C. (our "Adviser"). As a result, our executive officers, our Adviser and its affiliates face conflicts of interest, including significant conflicts created by our Adviser's compensation arrangements with us and conflicts in allocating time among these entities and us, which could negatively impact our operating results. ☐ We terminated our primary offering in January 2016 and therefore, absent raising capital from other sources, will have less cash from financing activities with which to make investments, repay indebtedness, fund our operations or pay distributions. □ No public trading market currently exists, or may ever exist, for shares of our common stock and our shares are, and may continue to be, illiquid. ☐ Increases in interest rates could increase the amount of our debt payments and limit our ability to pay distributions to our stockholders. ☐ If we and our Adviser are unable to find sufficient suitable investments, then we may not be able to achieve our investment objectives or pay distributions. ☐ We may be unable to pay or maintain cash distributions or increase distributions over time. Our board of directors may decide that maintaining cash distributions at current levels is not in our best interests given investment opportunities or for other reasons. ☐ We are obligated to pay substantial fees to our Adviser and its affiliates. ☐ We may fail to continue to qualify to be treated as a real estate investment trust ("REIT") for U.S. federal income tax purposes. ☐ We may be deemed to be an investment company under the Investment Company Act of 1940, as amended (the "Investment Company Act"), and thus subject to regulation under the Investment Company Act. ☐ We update our estimated net asset value per share annually and such estimate may change significantly between these annual calculations.

- Investor and Financial Advisors can call (844) 785-4393 for account information, balances and the status of submitted paperwork
- Financial Advisors may view client accounts, statements and tax forms at www.dstvision.com
- Shareholders may access their accounts at www.bsprealtytrust.com



www.bsprealtytrust.com