



Investor Presentation | February 2021

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By their nature, forward-looking statements speak only as of the date they are made, are not statements of historical fact or guarantees of future performance and are subject to risks, uncertainties, assumptions or changes in circumstances that are difficult to predict or quantify, in particular due to the uncertainties created by the COVID-19 pandemic, including the projected impact of COVID-19 on our business, financial performance and operating results. The forward-looking statements are based on the Company's beliefs, assumptions and expectations, taking into account all information currently available to it. These beliefs, assumptions and expectations can change as a result of many possible events or factors, not all of which are known to the Company or are within its control. 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Inc. control us and KKR's interests may conflict with those of our stockholders in the future; the cost of operating our platform, including, but not limited to, the cost of operating a real estate investment platform; adverse legislative or regulatory developments; our qualification as a real estate investment trust for U.S. federal income tax purposes and our exclusion from registration under the Investment Company Act of 1940, as amended; and authoritative accounting principles generally accepted in the United States of America or policy changes from such standard-setting bodies such as the Financial Accounting Standards Board, the Securities and Exchange Commission (the "SEC"), the Internal Revenue Service, the New York Stock Exchange and other authorities that we are subject to, as well as their counterparts in any foreign jurisdictions where we might do business; and other risks and uncertainties, including those described under Part I—Item 1A. "Risk Factors" of the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2020, as such factors may be updated from time to time in the Company's periodic filings with the SEC, which are accessible on the SEC's website at www.sec.gov. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in this presentation. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements and information included in this presentation and in the Company's filings with the SEC.

All forward looking statements in this presentation speak only as of February 26, 2021. KREF undertakes no obligation to publicly update or review any forward-looking statements, whether as a result of new information, future developments or otherwise, except as required by law.

All financial information in this presentation is as of December 31, 2020 unless otherwise indicated.

This presentation also includes non-GAAP financial measures, including Distributable Earnings and Distributable Earnings per Diluted Share. Such non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with U.S. GAAP. Please refer to the Appendix of this presentation for a reconciliation of the non-GAAP financial measures included in this presentation to the most directly comparable financial measures prepared in accordance with U.S. GAAP.

U.S. GAAP.



### KKR Real Estate Finance Trust Inc. Overview

**Best In Class Portfolio** 

\$5.0 Billion

**Investment Portfolio** 

98.5% Senior Loans **81%**Multifamily & Office

\$118 Million

Average Loan Size

8.6% Unfunded

Purpose built portfolio of senior loans secured primarily by lighter transitional, institutional multifamily and office properties owned by high quality sponsors.

**Conservative Balance Sheet** 

\$6.1 Billion

**Financing Capacity** 

83%
Fully Non-Mark-to-Market(1)

\$482 Million

**Current Liquidity**(2)

**Conservative** liability management focused on **diversified non-mark-to-market** financing capacity

### Fully Integrated with KKR

36% KKR Ownership in KREF

\$252 Billion
Global AUM

\$20 Billion
Balance Sheet

\$16 Billion
Real Estate AUM(3)

~100

Real Estate

Professionals

One firm culture that rewards investment discipline, creativity, determination and patience and emphasizes the sharing of information, resources, expertise and best practices

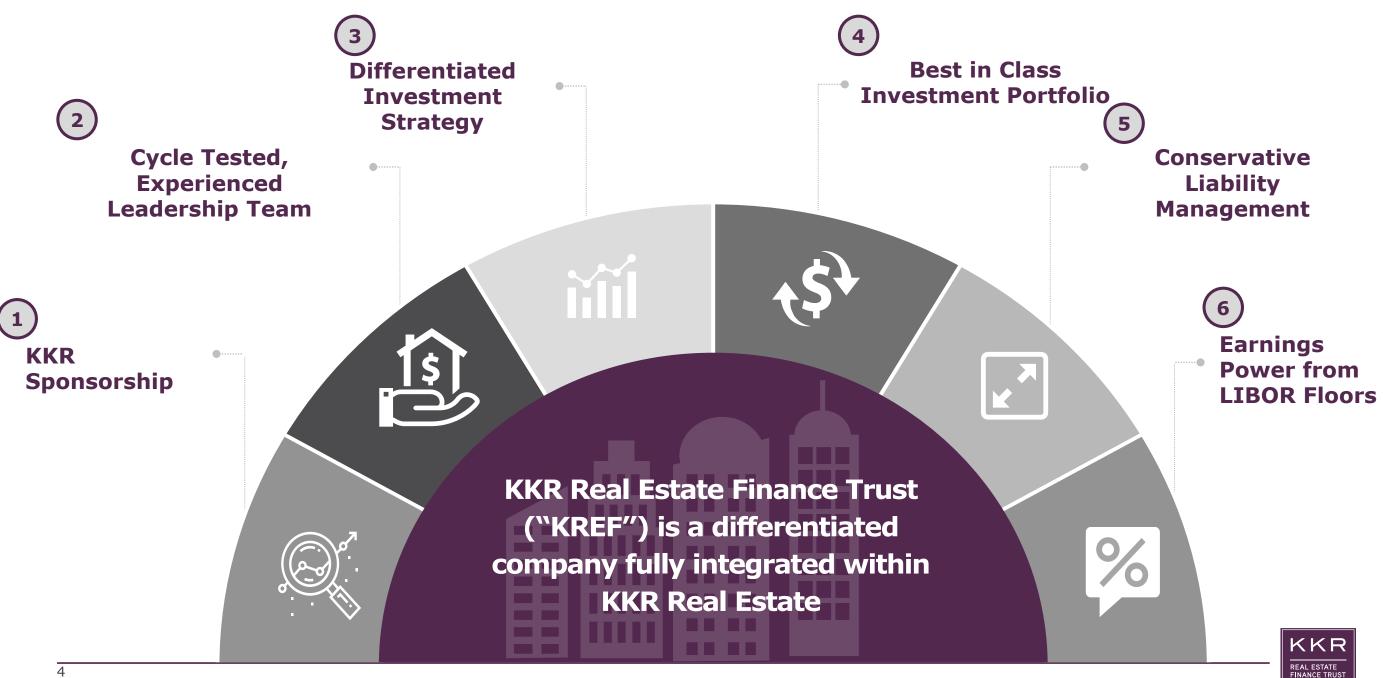
<sup>3)</sup> Figures represent AUM across all KKR real estate transactions since 2011; strategies include Real Estate Partners Americas, Real Estate Partners Europe, Asia Real Estate Partners, Property Partners Americas, Real Estate Credit, Real Estate NBFC, Private Equity funds, Special Situations, trophy single tenant investments in KKR Credit accounts, Balance Sheet investments and a pro rata portion of DRM's AUM (\$495 million). KKR does not act as an investment adviser to Drawbridge or any of its portfolio investments. Please see the Important Information at the beginning of this presentation for additional information regarding KKR's investment in DRM and Drawbridge and the calculation of AUM.



<sup>(1)</sup> Based on outstanding face amount of secured financing, including non-consolidated senior interests, and excludes convertible notes and the corporate revolving credit facility. 100% of financings are non-mark-to-capital markets marks.

(2) Includes \$110.8 million in cash and \$335.0 million undrawn corporate revolver capacity.

### Investment Highlights



# KKR Sponsorship



### KKR Platform - A Leading Global Asset Manager



\$252bn

**Assets Under Management** 

\$20bn

**Internal Balance Sheet** 

~480

**Investment Professionals** 

20 / 15

**Cities / Countries** 

KKR operates with a single culture that rewards investment discipline, creativity, determination and patience and emphasizes the sharing of information, resources, expertise and best practices across offices and asset classes.

#### KKR Real Estate Attributes



**∼\$16 billion** in AUM in Real Estate strategies globally<sup>(1)</sup>



**~100** dedicated Real Estate investment and asset management professionals<sup>(2)</sup> across **11** cities in **8** countries



**Strategic Growth Vertical: \$3.2 billion** of KKR balance sheet and employee capital committed across KKR real estate strategies<sup>(3)</sup>



<sup>(1)</sup> Figures represent AUM across all KKR real estate transactions since 2011; strategies include Real Estate Partners Americas, Real Estate Partners Europe, Asia Real Estate Partners, Property Partners Americas, Real Estate Credit, Real Estate NBFC, Private Equity funds, Special Situations, trophy single tenant investments in KKR Credit accounts, Balance Sheet investments and a pro rata portion of DRM's AUM (\$495 million). KKR does not act as an investment adviser to Drawbridge or any of its portfolio investments. Please see the Important Information at the beginning of this presentation for additional information regarding KKR's investment in DRM and Drawbridge and the calculation of

<sup>(2)</sup> As of December 2020. Includes investment and asset management professionals.

<sup>(3)</sup> Inception to date Balance Sheet commitments include Balance Sheet, KKR Financial Holdings LLC ("KFN") and KKR Employee Commitments to all RE transactions since inception of dedicated RE business in March 2011 including transactions in Special Situations and Asian Private Equity funds.

### Integrated Americas Real Estate Platform

## Integrated Real Estate Platform

- Differentiated access to information and enhanced relevance in RE capital markets
  - One leadership team
- Scaled portfolio: own or lend on ~\$86bn of RE assets

**RE Equity** ~\$13bn of asset value<sup>(1)</sup>

**RE Senior Loans \$6bn** loan portfolio **\$9bn** of collateral value<sup>(2)</sup>

RE CMBS
Securities
\$37bn principal
loan balance
\$65bn underlying
asset value<sup>(2)</sup>

- **REPA I / III / III:** opportunistic
- **KPPA:** core plus

- **KREF:** primarily senior loans on transitional properties in the top 15 MSAs
- **ROX:** real estate opportunistic credit

- **RECOP I / II:** primarily newly originated conduit CMBS B-pieces
- **SASB CMBS:** stabilized properties



<sup>(1)</sup> Represents current portfolio in REPA I, REPA II, KPPA, KFN, separately managed accounts, KKR-managed co-investment vehicles, third party co-investment capital, KKR employees, and trophy single tenant investments in KKR Credit accounts as of December 31, 2020. Figures include all closed transactions and transactions that have been committed to and are under contract as of December 31, 2020. Any transactions that have not closed are subject to customary closing conditions. Asset value represents total purchase price at closing. There can be no assurance that commitment amounts will be fully deployed and there can be no assurance that these transactions will be consummated, and if consummated, will be consummated on the terms and price herein.

<sup>(2)</sup> Represents implied value based on weighted average LTV of respective strategies.

### KREF Integration with KKR

KREF differentiates itself by seeking opportunities where it has sourcing, underwriting and execution advantages through KKR's brand, industry knowledge, relationships and deep bench of investment professionals



### Integration Drives Meaningful Benefits to KREF



Deep network of direct relationships to source high-quality investments



Differentiated credit assessment capabilities



Solutions provider for complex business plans offering speed and certainty



Best-in-class financing creates attractive risk-adjusted returns



# Experienced Leadership Team



### KKR Real Estate Credit Investment Committee

#### **KREF Management Team**



MATT SALEM CEO KREF Partner & Head of Real Estate Credit

- Joined KKR in 2015
- Formerly at Rialto Capital Management and Goldman Sachs



PATRICK MATTSON
President & COO KREF
Managing Director & COO of
Real Estate Credit

- Joined KKR in 2015
- Formerly at Rialto Capital Management and Morgan Stanley

#### **KREF Directors**



RALPH ROSENBERG Chairman of KREF Board Partner & Global Head of Real Estate

- Joined KKR in 2011
- Formerly at Eton Park and Goldman Sachs



CHRIS LEE
Vice Chairman of KREF Board
Partner & Head of
Real Estate Americas

- · Joined KKR in 2012
- Formerly at Apollo Global Management and Goldman Sachs

Diversity of Manager's Investment Committee creates a thorough vetting process



JENNY BOX
Partner &
Co-Head of Special Situations
Americas

- Joined KKR in 2019
- Formerly at Oaktree and Blackstone



BILLY BUTCHER
Partner &
Chief Operating Officer
of Global Real Estate

- · Joined KKR in 2004
- · Formerly at Goldman Sachs



ROGER MORALES
Partner &
Head of Real Estate
Acquisitions Americas

- Joined KKR in 2011
- Formerly at Eton Park and Vornado Realty Trust



JUSTIN PATTNER
Partner &
Head of Real Estate
Equity Americas

- Joined KKR in 2011
- Formerly at Eton Park and Lubert Adler



### KKR Real Estate Finance Trust Team

**Leadership Team** 











#### **Senior Investment Team**



JOEL TRAUT Managing Director Head of Originations

Joined KKR in 2015 Formerly a Director at GE Capital Real Estate with over 18 years industry experience



Joined KKR in 2017
Formerly an Executive VP at iStar with over 18 years

industry experience



Joined KKR in 2015 Formerly a Director at CCRE with over 14 years industry experience



Joined KKR in 2020 Formerly a Senior VP at Starwood Property Trust with over 15 years industry experience



Joined KKR in 2015 Formerly a VP at Rialto Capital Management with over 14 years industry experience



Joined KKR in 2015 Formerly an associate at Rialto Capital Management with over 11 years industry experience

#### **Asset Management**



Joined KKR in 2018 Formerly a Principal at Blackstone with over 20 years industry experience

#### Legal



Formerly an Associate at

Skadden, Arps with over 10

years industry experience

### **Capital Markets**



Joined KKR in 2019
Formerly the head of global structured finance distribution at Citigroup with over 19 years industry experience



Joined KKR in 2021 Formerly a Senior VP, Portfolio Manager at PIMCO with over 14 years industry experience



Joined KKR in 2018
Formerly an Associate at Wells
Fargo Securities with 6 years
industry experience





# Differentiated Investment Strategy



### Lending on institutional quality real estate owned by high-quality sponsors in the most liquid markets



Average Loan Size

\$118mm



% of Portfolio Office / Multifamily Loans

81%



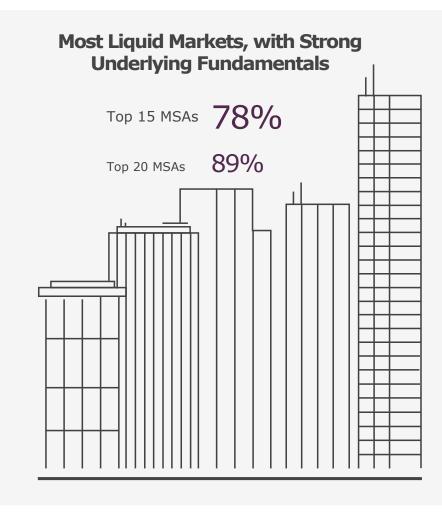
Average Occupancy of Office / Multifamily Loans

73%

\*

Construction Loans

<1%



# High-Quality, Experienced & Well-Capitalized Sponsors

Select Examples:

AUM, Top 10 Publicly Traded Global Asset Manager



\$100bn+







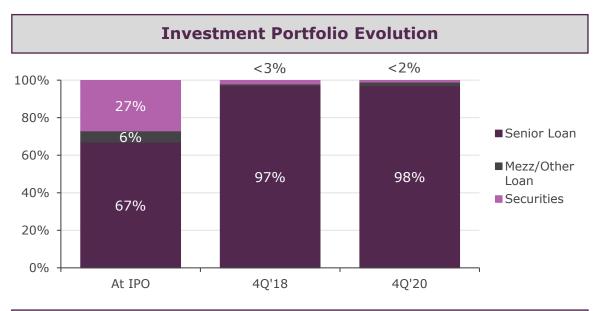
2020 Repeat Borrowers



40%



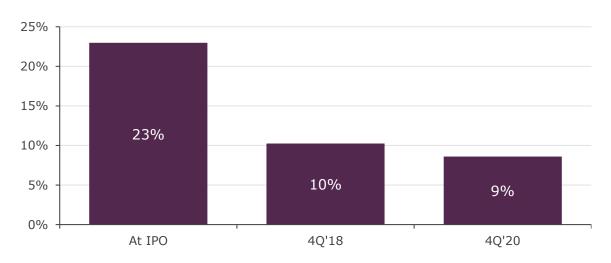
### Conservative Portfolio Construction







### **Future Funding as a Percentage of Total Commitments**







### Targeted Strike Zone

# **Representative Terms on Newly-Originated Senior Loans**

#### Loan Size

\$50-\$400 million

#### Collateral

Primarily Light Transitional CRE Properties

### **Sponsorship**

Well-Established, Capitalized & Experienced

### **Geographies**

Top 30 U.S. Markets

### **Property Types**

Multifamily, Office, Industrial, Hospitality, Retail, and Other Commercial Property Types

#### Loan-to-Value

Typically 75% or less

#### **Maturity**

2-3 years with Extension Options

### **Representative Pricing**

 $\sim$ L + 3.50% with LIBOR Floors

#### **Fees**

Typically 1.00% Upfront Discount + Extension Fees

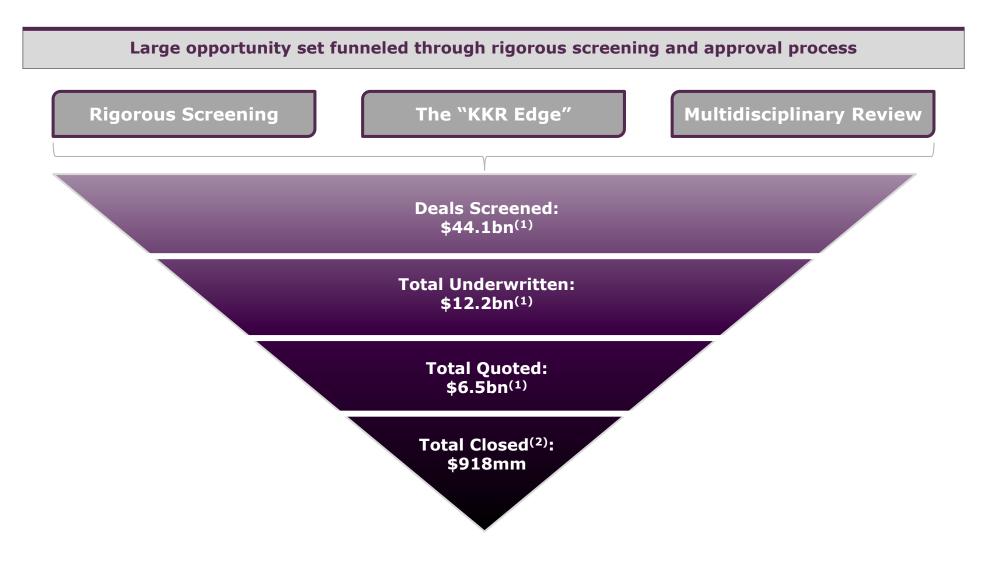




### Rigorous Investment Screening and Selection Process

Over the last twelve months,

KREF screened \$44.1 billion of
financing opportunities and
originated \$918 million (1%) of
senior loans



<sup>(1)</sup> YTD as of 12/31/20, values represent approximations.

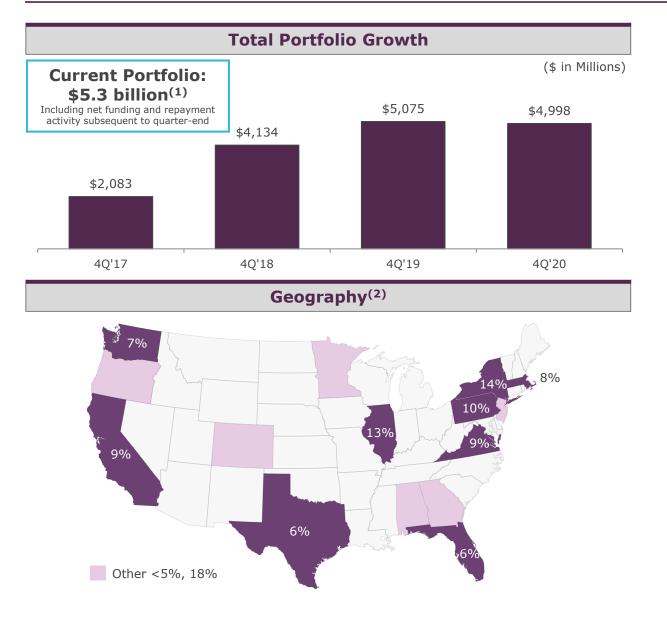


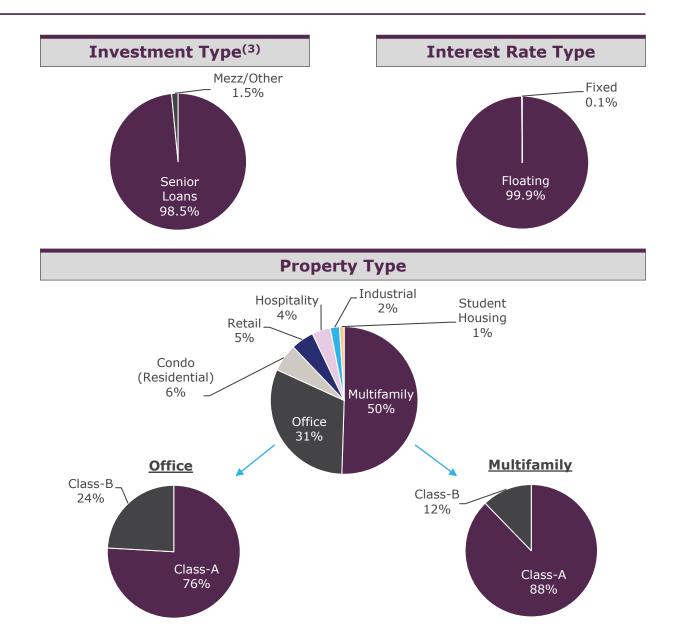
<sup>(2)</sup> Total Closed represents YTD as of 12/31/20.

# Best In Class Investment Portfolio



### KREF Loan Portfolio by the Numbers





Note: The charts above are based on total assets. Total assets reflect the principal amount of our senior and mezzanine loans.

- (1) As of February 12, 2021.
- (2) Map excludes \$5.5 million Midwest Mezzanine portfolio and \$50.0 million real estate corporate loan.
- Senior loans include senior mortgages and similar credit quality loans, including related contiguous junior participations in senior loans where KREF has financed a loan with structural leverage through the non-recourse sale of a corresponding first mortgage and excludes vertical loan syndications.



## 4Q'20 Loan Originations – Select Case Studies

| Investment         | Denver Multifamily            | Arlington Multifamily         | Oakland Office                             |  |  |
|--------------------|-------------------------------|-------------------------------|--|--|--|
| Loan Type          | Floating-Rate Senior Loan     | Floating-Rate Senior Loan     | Floating-Rate Senior Loan                  |  |  |
| Loan Size          | \$40.0 million <sup>(1)</sup> | \$70.9 million <sup>(2)</sup> | \$159.7 million <sup>(3)</sup>             |  |  |
| Location           | Denver, CO                    | Arlington, VA                 | Oakland, CA                                |  |  |
| Collateral         | 168-unit Class-A Multifamily  | 360-unit Class-A Multifamily  | Class-A Office Portfolio totaling 1.0mm SF |  |  |
| Loan Purpose       | Refinance                     | Refinance                     | Acquisition                                |  |  |
| LTV <sup>(4)</sup> | 49%                           | 73%                           | 65%  |  |  |
| Investment Date    | October 2020                  | October 2020                  | October 2020                               |  |  |

#### **Asset Photos**







 <sup>(2)</sup> The total whole loan is \$141.8 million, co-originated and co-funded by KREF and a KKR affiliate on a pari passu basis. KREF's interest is 50% of the loan.
 (3) The total whole loan is \$509.9 million, co-originated and co-funded by KREF and a KKR affiliate. KREF's interest was 31% of the loan, of which \$134.7 million in senior notes were syndicated to third party lenders. Post syndication, KREF retained a mezzanine loan with a total commitment of \$25.0 million, of which \$14.8 million was funded as of December 31, 2020, at an interest rate of L + 12.9%.





<sup>(4)</sup> LTV based on initial loan amount divided by the as-is appraised value as of the date the loan was originated.

# 4Q'20 Loan Originations – Select Case Studies

| Investment         | Denver Industrial                          | Austin Multifamily           | Washington D.C. Multifamily  |  |
|--------------------|--|------------------------------|------------------------------|--|
| Loan Type          | Floating-Rate Senior Loan                  | Floating-Rate Senior Loan    | Floating-Rate Senior Loan    |  |
| Loan Size          | \$95.8 million                             | \$80.0 million               | \$69.0 million               |  |
| Location           | Denver, CO                                 | Austin, TX                   | Washington, D.C.             |  |
| Collateral         | Three Class-A Buildings totaling 1.5mm RSF | 390-unit Class-A Multifamily | 250-unit Class-A Multifamily |  |
| Loan Purpose       | Construction                               | Refinance                    | Refinance                    |  |
| LTV <sup>(1)</sup> | 76%  | 77%                          | 63%                          |  |
| Investment Date    | December 2020                              | December 2020                | December 2020                |  |

#### **Asset Photos**









<sup>(1)</sup> LTV based on initial loan amount divided by the as-is appraised value as of the date the loan was originated.

### Multifamily and Office Loan Overview

### **Multifamily: 50% of Loan Portfolio**

\$122 mm

**Average Loan Size** 

54%

W.A. Occupancy at Closing

**70%** 

W.A. LTV

73%

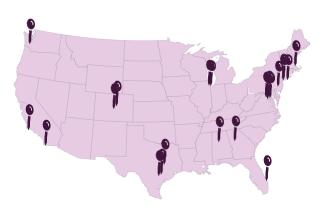
W.A. Occupancy Current

<1%

Construction

2005

W.A. Year Built



#### **Property Locations**









### Office: 31% of Loan Portfolio

\$141 mm

**Average Loan Size** 

71%

W.A. Occupancy at Closing

62%

W.A. LTV

**72%** 

W.A. Occupancy Current

<1%

**Co-Working Exposure** 

6.7 years

W.A. Remaining **Lease Term** 



#### **Property Locations**











# Case Studies: Largest Three Multifamily Loans

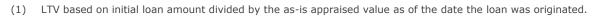
| Investment                | Chicago Multifamily                 | Arlington Multifamily          | Sunbelt Multifamily Portfolio               |  |  |
|---------------------------|-------------------------------------|--------------------------------|---|--|--|
| Loan Type                 | Floating-Rate Senior Loan           | Floating-Rate Senior Loan      | Floating-Rate Senior Loan                   |  |  |
| Investment Date           | June 2019                           | June 2019                      | May 2019                                    |  |  |
| Collateral                | 800-Unit Class-A Luxury Multifamily | 1,100-Unit Class-A Multifamily | 3-Property, 1,070-Unit, Class-A Multifamily |  |  |
| Location                  | Chicago, IL                         | Arlington, VA                  | Various                                     |  |  |
| Committed Amount          | \$340 million                       | \$279 million                  | \$217 million                               |  |  |
| Current Principal Amount  | \$335 million                       | \$271 million                  | \$211 million                               |  |  |
| Basis                     | \$418k / unit                       | \$244k / unit                  | \$197k / unit                               |  |  |
| Coupon                    | L + 2.8%                            | L + 2.6%                       | L + 3.5%                                    |  |  |
| LTV <sup>(1)</sup>        | 75%                                 | 70%                            | 74%   |  |  |
| Max Remaining Term (Yrs.) | 5.5                                 | 3.5                            | 3.4   |  |  |

#### **Asset Photos**











# Case Studies: Largest Three Office Loans

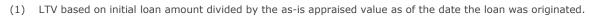
| Investment                | Boston Office                       | Minneapolis Office                                | Irvine Office                                    |  |  |
|---------------------------|-------------------------------------|---|--|--|--|
| Loan Type                 | Floating-Rate Senior Loan           | Floating-Rate Senior Loan                         | Floating-Rate Senior Loan                        |  |  |
| Investment Date           | May 2018                            | November 2017                                     | November 2019                                    |  |  |
| Collateral                | Class-B+ Office<br>Totaling 474k SF | Two Class-A Office Buildings<br>Totaling 1.1mm SF | Two Class-A Office Buildings<br>Totaling 596k SF |  |  |
| Location                  | Boston, MA                          | Minneapolis, MN                                   | Irvine, CA                                       |  |  |
| Committed Amount          | \$227 million                       | \$194 million                                     | \$183 million                                    |  |  |
| Current Principal Amount  | \$209 million                       | \$194 million                                     | \$162 million                                    |  |  |
| Basis                     | \$444 / SF                          | \$178 / SF  | \$255 / SF                                       |  |  |
| Coupon                    | L + 2.4%                            | L + 3.8%  | L + 2.9%   |  |  |
| LTV <sup>(1)</sup>        | 53%                                 | 63%   | 66%  |  |  |
| Max Remaining Term (Yrs.) | 2.4                                 | 1.9   | 3.9  |  |  |

#### **Asset Photos**





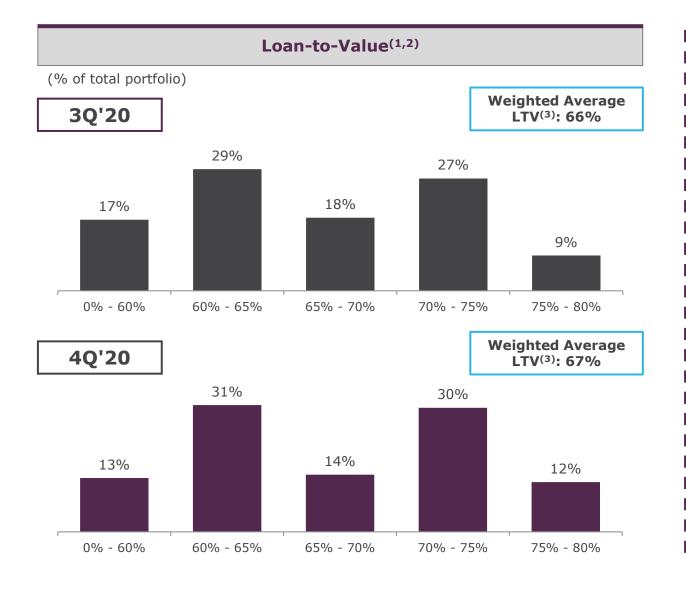


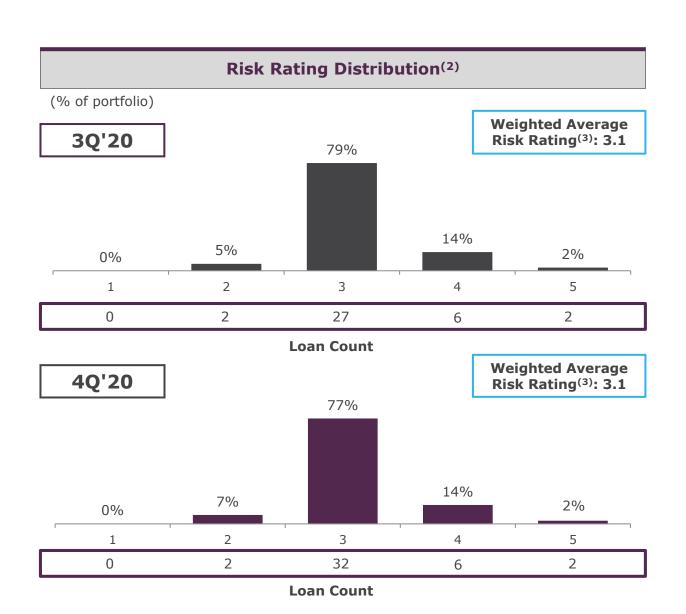




### Portfolio Credit Quality Remains Strong

Loan portfolio is 97.7% performing





<sup>(1)</sup> LTV is generally based on the initial loan amount divided by the as-is appraised value as of the date the loan was originated or by the current principal amount as of the date of the most recent as-is appraised value.
(2) Includes non-consolidated senior interests and excludes vertical loan syndications and real estate corporate loan.



<sup>(3)</sup> Weighted average is weighted by current principal amount.

# Case Studies: Watch List Loans<sup>(1)</sup> (Risk Rating 4 & 5)

| Investment                      | Portland Retail <sup>(2)</sup>    | New York Condo                              | Ft. Lauderdale Hotel          | San Diego Multifamily           | New York Condo                        | Brooklyn Hotel            | Queens Industrial                          |
|---------------------------------|-----------------------------------|---|-------------------------------|---------------------------------|---------------------------------------|---------------------------|--|
| Loan Type                       | Floating-Rate Senior Loan         | Floating-Rate Senior Loan                   | Floating-Rate Senior Loan     | Floating-Rate Senior Loan       | Floating-Rate Senior Loan             | Floating-Rate Senior Loan | Floating-Rate Senior Loan                  |
| Investment<br>Date              | October 2015                      | December 2018                               | November 2018                 | February 2020                   | August 2017                           | January 2019              | July 2017                                  |
| Collateral                      | 1.1M Square Foot Retail<br>Center | 126-Unit Class-A<br>Residential Condominium | 346-Key<br>Full-Service Hotel | 231-Unit Class-A<br>Multifamily | 14 Luxury Residential<br>Condominiums | 196-Key Hotel             | Two Class-B Buildings<br>Totaling 595k RSF |
| Loan<br>Purpose                 | Refinance                         | Acquisition                                 | Refinance                     | Acquisition                     | Refinance                             | Refinance                 | Acquisition                                |
| Location                        | Portland, OR                      | New York, NY                                | Ft. Lauderdale, FL            | San Diego, CA                   | New York, NY                          | Brooklyn, NY              | Queens, NY                                 |
| Committed<br>Amount             | \$110 million                     | \$235 million                               | \$152 million                 | \$102 million                   | \$99 million                          | \$77 million              | \$70 million                               |
| Current<br>Principal<br>Amount  | \$110 million                     | \$200 million                               | \$142 million                 | \$102 million                   | \$99 million                          | \$77 million              | \$67 million                               |
| Loan Basis                      | \$101 / SF                        | \$1,250 / SF                                | \$409k / key                  | \$443k / unit                   | \$1,712 / SF                          | \$392k / key              | \$111 / SF                                 |
| Spread                          | L + 5.5%                          | L + 3.6%                                    | L + 2.9%                      | L + 3.3%                        | L + 4.7%                              | L + 4.7% L + 2.9%         |  |
| LTV <sup>(3)</sup>              | 61%                               | 71%   | 62%                           | 71%                             | 73%                                   | 69%                       | 77%  |
| Max<br>Remaining<br>Term (Yrs.) | 0.3                               | 0.3 3.0                                     |                               | 4.1                             | 0.8                                   | 3.1                       | 1.6  |
| Loan Risk<br>Rating             | 5                                 | 4   | 4                             | 4                               | 4                                     | 4                         | 4  |



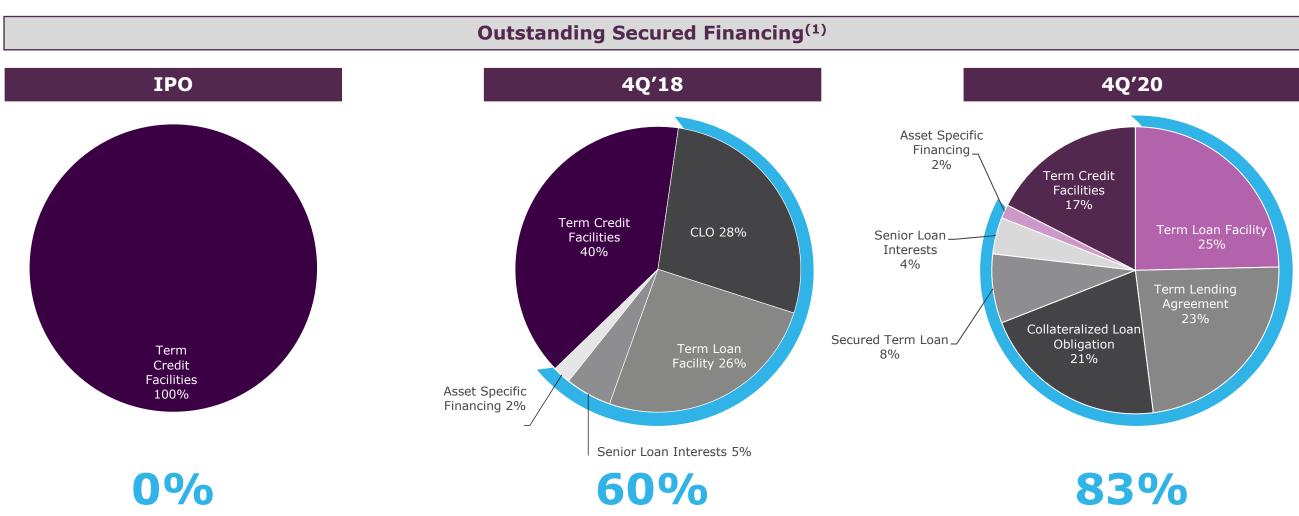
<sup>(1)</sup> Excludes \$5.5 million mezzanine loan risk-rated 5.

 <sup>(2)</sup> Loan was placed on non-accrual status in October 2020.
 (3) LTV is based on the initial loan amount divided by the as-is appraised value as of the date the loan was originated or by the current principal amount as of the date of the most recent as-is appraised value.

# Conservative Liability Management



# Conservative liability management focused on growing diversified non-mark-to-market financing capacity



Non-MTM



Non-MTM

Non-MTM

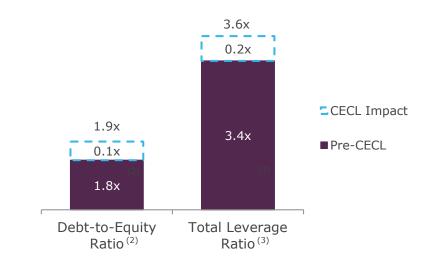
<sup>(1)</sup> Based on outstanding face amount of asset level secured financing, including non-consolidated senior interests, and excludes convertible notes and the corporate revolving credit facility.

(2) Term credit facilities are marked to credit only and not subject to capital markets mark-to-market provisions.

## Diversified Financing Sources Totaling \$6.1 Billion

|  | Summary             | of Outstanding             | Financing               |                 |              |
|--|---------------------|----------------------------|-------------------------|-----------------|--------------|
| (\$ in Millions)                       | Maximum<br>Capacity | Outstanding<br>Face Amount | Weighted Avg.<br>Coupon | Advance<br>Rate | Non-<br>MTM  |
| Term Credit Facilities                 | \$1,840             | \$673                      | L+1.6%                  | 63.3%           | _ (1)        |
| Term Lending<br>Agreement              | \$900               | \$900                      | L+1.9%                  | 80.3%           | $\checkmark$ |
| Warehouse Facility                     | \$500               | \$0                        | n/a                     | n/a             | $\checkmark$ |
| Asset Specific<br>Financing            | \$300               | \$60                       | L+1.7%                  | 78.9%           | $\checkmark$ |
| Secured Term Loan                      | \$300               | \$300                      | L+4.8%                  | -               | $\checkmark$ |
| Convertible<br>Notes                   | \$144               | \$144                      | 6.1%                    | -               | $\checkmark$ |
| Corporate Revolving<br>Credit Facility | \$335               | \$0                        | L+2.0%                  | -               | ✓            |
| Total Corporate<br>Obligations         | \$4,319             | \$2,077                    |                         |                 |              |
| Term Loan Facility                     | \$1,000             | \$948                      | L+1.6%                  | 82.1%           | $\checkmark$ |
| Collateralized Loan<br>Obligation      | \$810               | \$810                      | L+1.4%                  | 81.0%           | <b>√</b>     |
| Total Leverage                         | \$6,129             | \$3,835                    |                         |                 |              |

### **Leverage Ratios**





<sup>(1)</sup> Term credit facilities are marked to credit only and not subject to capital markets mark-to-market provisions.

<sup>(2)</sup> Represents (i) total outstanding debt agreements (excluding non-recourse term loan facility), secured term loan and convertible notes, less cash to (ii) total permanent equity, in each case, at period end.

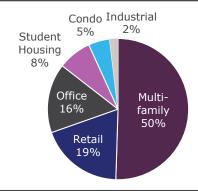
<sup>(3)</sup> Represents (i) total outstanding debt agreements, secured term loan, convertible notes, and collateralized loan obligation, less cash to (ii) total permanent equity, in each case, at period end.

# Financing Overview: Term Credit Facilities

(\$ in Millions)

| Counterparty                             | WELLS<br>FARGO  | Morgan Stanley  | Goldman<br>Sachs | Total / Weighted Average |
|--|-----------------|-----------------|------------------|--------------------------|
| Drawn                                    | \$446           | \$150           | \$77             | \$673                    |
| Capacity                                 | \$1,000         | \$600           | \$240            | \$1,840                  |
| Collateral: Loans / Principal<br>Balance | 5 Loans / \$684 | 3 Loans / \$221 | 2 Loans / \$158  | 10 Loans / \$1,063       |
| Final Stated Maturity <sup>(1)</sup>     | November 2023   | December 2022   | October 2023     | -                        |
| Weighted Average Pricing                 | L + 1.4%        | L + 1.8%        | L + 1.9%         | L + 1.6%                 |
| Weighted Average Advance                 | 65.3%           | 67.8%           | 48.7%            | 63.3%                    |
| Mark-to-market                           | Credit Only     | Credit Only     | Credit Only      | -                        |



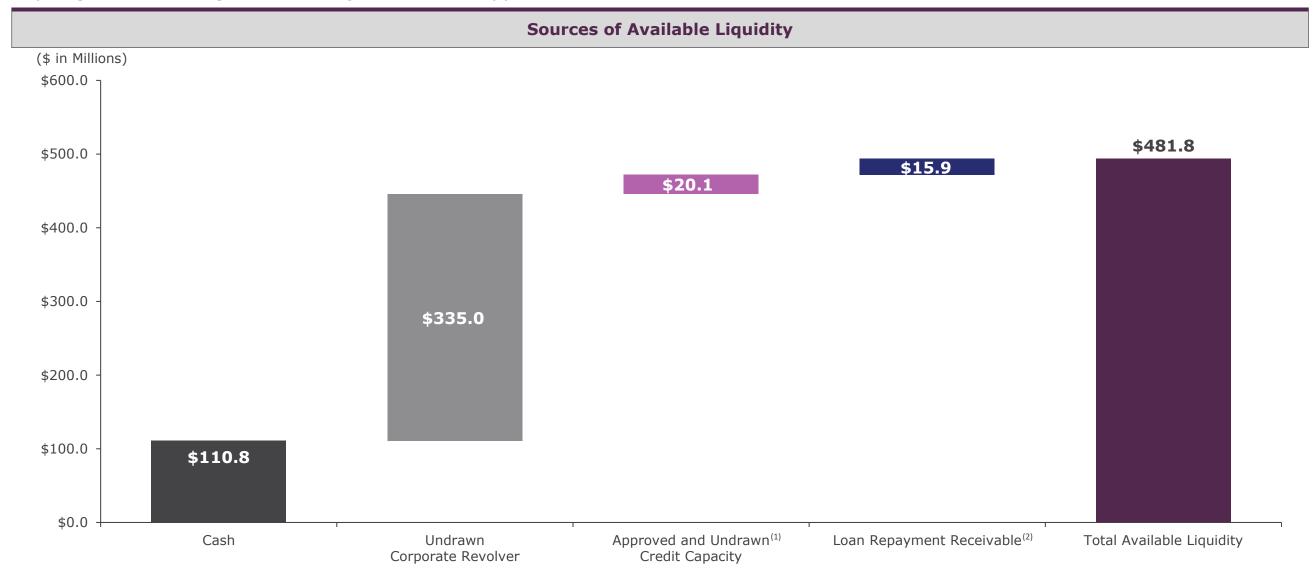


<sup>(1)</sup> Based on extended maturity date.

<sup>(2)</sup> Based on principal balance of financing.

### Liquidity Overview

• In addition to the available sources of liquidity noted below, KREF had \$274.7 million of unencumbered senior loans that can be pledged to financing facilities subject to lender approval, as of December 31, 2020.



<sup>(1)</sup> Represents under-levered amounts under financing facilities. While these amounts were previously contractually approved and/or drawn, in certain cases, the lender's consent is required for us to (re)borrow these amounts.
(2) Represents proceeds from loan repayment held by the servicer as of December 31, 2020.

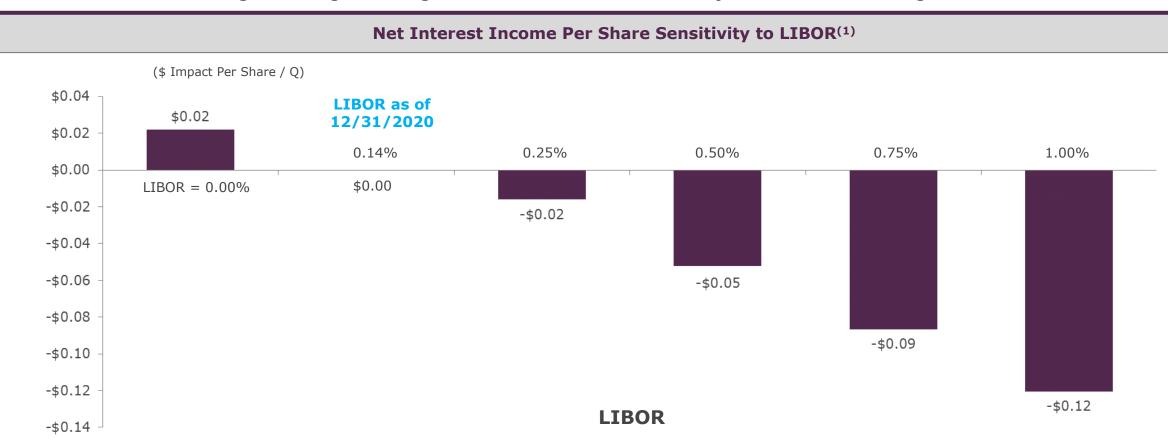


# Earnings Power from LIBOR Floors



### Portfolio Benefits from Attractive in the Money LIBOR Floors

- 99.9% of the loan portfolio is indexed to one-month USD LIBOR
- Portfolio benefits from current low rate environment given in-place LIBOR floors
  - √ 85% of the portfolio is subject to a LIBOR floor of at least 1.0%
  - ✓ Portfolio weighted average LIBOR floor of 1.64%
  - ✓ 10% of total outstanding financing including the Secured Term Loan is subject to a LIBOR floor greater than 0.0%





## Recent Operating Performance

### **Net Income**<sup>(1)</sup> and **Distributable Earnings**<sup>(2)</sup>

| 1Q'20                | 2Q'20  | 3Q'20  | 4Q'20 (\$ in Millions) | ) |
|----------------------|--------|--------|------------------------|---|
| Net income:          |        |        |                        |   |
| (\$35.2)             | \$28.6 | \$31.4 | \$28.8                 |   |
| Distributable earnin | igs:   |        |                        |   |
| \$25.3               | \$25.0 | \$32.5 | \$26.5                 |   |
|                      |        |        |                        |   |



#### **Dividends and Book Value Per Share**

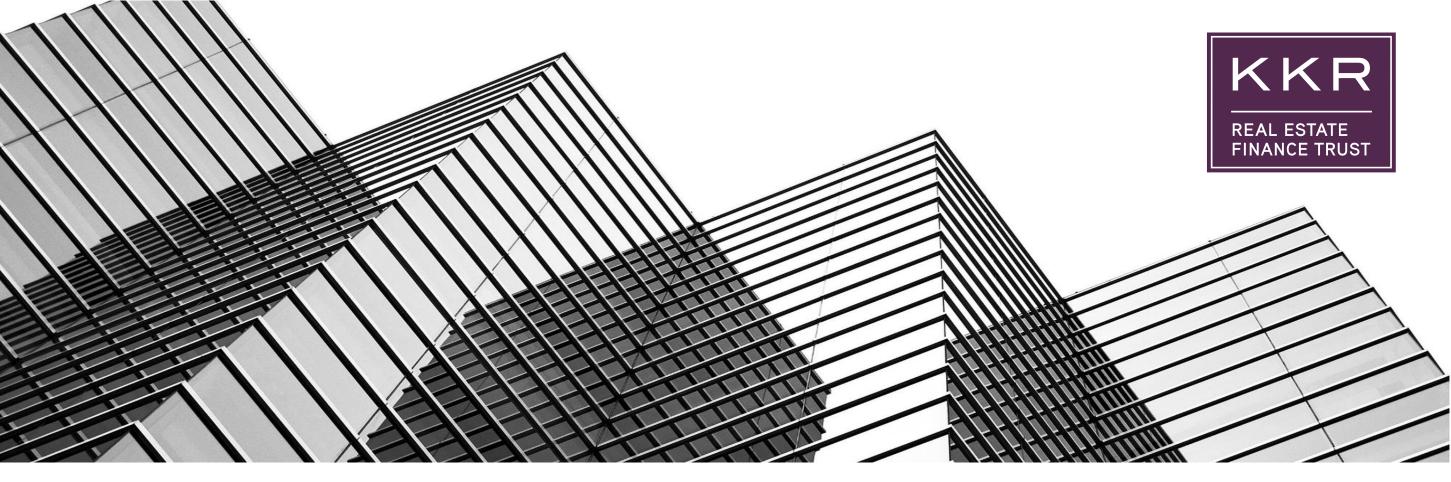
| 1Q'20                                   | 2Q'20  | 3Q'20  | 4Q'20  |  |  |  |  |  |  |
|---|--------|--------|--------|--|--|--|--|--|--|
| Dividend per share                      | :      |        |        |  |  |  |  |  |  |
| \$0.43                                  | \$0.43 | \$0.43 | \$0.43 |  |  |  |  |  |  |
| Dividend yield on book value per share: |        |        |        |  |  |  |  |  |  |
| 9.3%                                    | 9.3%   | 9.2%   | 9.2%   |  |  |  |  |  |  |
|   |        |        |        |  |  |  |  |  |  |





<sup>(1)</sup> Represents Net Income attributable to common stockholders.

<sup>(2)</sup> See Appendix for definition and reconciliation to financial results prepared in accordance with GAAP.



### Key Highlights

**Best in class investment portfolio** - 81% multifamily and office; only 9% hospitality and retail

**Conservative liability management** – 83% diversified non-mark-to-market secured financing

**Strong liquidity position** - Over \$480 million of liquidity as of 12/31/20

Fully integrated with KKR; aligned with shareholders – 36% ownership; ~\$16bn of real estate AUM

**Experienced leadership & asset management team –** 75+ years of experience; portfolio of >40 loans

**Record 2020 Distributable Earnings** – 1.13x dividend coverage over last four quarters



# Appendix



## 4Q'20 Financial Summary

| Income Statement                               |            |
|--|------------|
| (\$ in Millions)                               | 4Q20       |
| Net Interest Income                            | \$34.4     |
| Other Income                                   | 1.3        |
| Operating Expenses and Other                   | (10.3)     |
| Benefit From Credit Loss Provision             | 3.4        |
| Net Income Attributable to Common Stockholders | \$28.8     |
| Weighted Average Shares Outstanding, Diluted   | 55,669,230 |
| Net Income per Share, Diluted                  | \$0.52     |
| Distributable Earnings <sup>(1)</sup>          | \$26.5     |
| Distributable Earnings per Share, Diluted(1)   | \$0.48     |
| Dividend per Share                             | \$0.43     |

#### **Balance Sheet**

| (\$ in Millions)                    | 4Q20       |
|-------------------------------------|------------|
| Total Portfolio                     | \$4,905.4  |
| Term Credit Facilities              | 673.1      |
| Term Lending Agreement              | 900.0      |
| Asset Specific Financing            | 60.0       |
| Secured Term Loan                   | 300.0      |
| Convertible Notes                   | 143.8      |
| Total Debt                          | \$2,076.9  |
| Term Loan Facility                  | 948.2      |
| Collateralized Loan Obligation      | 810.0      |
| Total Leverage                      | \$3,835.1  |
| Cash                                | 110.8      |
| Total Permanent Equity              | 1,043.6    |
| Debt-to-Equity Ratio <sup>(2)</sup> | 1.9x       |
| Total Leverage Ratio <sup>(3)</sup> | 3.6x       |
| Shares Outstanding                  | 55,619,428 |
| Book Value per Share <sup>(4)</sup> | \$18.76    |



<sup>(1)</sup> See Appendix for definition and reconciliation to financial results prepared in accordance with GAAP.

<sup>(2)</sup> Represents (i) total debt less cash to (ii) total permanent equity. The debt-to-equity ratio, adjusted for the impact of CECL allowance for credit losses, is 1.8x at 4Q'20.

<sup>(3)</sup> Represents (i) total leverage less cash to (ii) total permanent equity. The total leverage ratio, adjusted for the impact of CECL allowance for credit losses, is 3.4x at 4Q'20.

<sup>(4)</sup> Book value per share includes (i) CECL credit loss allowance of (\$60.7) million or (\$1.09) per common share, (ii) write-off of (\$4.7) million or (\$0.08) per common share on the Company's \$5.5 million mezzanine loan, and (iii) the YTD impact of (\$0.2) million, or \$0.00 per common share, non-cash redemption value adjustment to our redeemable SNVPS, resulting in a cumulative (since issuance of the SNVPS) decrease of \$1.9 million to our book value as of December 31, 2020.

# Portfolio Details

| #         | Investment                               | Location                    | Property Type              | Investment<br>Date     | Total Whole<br>Loan <sup>(2)</sup> | Committed<br>Principal<br>Amount <sup>(2)</sup> | Current<br>Principal Amount | Net<br>Equity <sup>(3)</sup> | Future<br>Funding <sup>(4)</sup> | Coupon <sup>(5)(6)</sup> | Max Remaining<br>Term (Yrs) <sup>(5)(7)</sup> | Loan Per<br>SF / Unit / Key           | LTV <sup>(5)(8)</sup> | Risk<br>Rating |
|-----------|--|-----------------------------|----------------------------|------------------------|------------------------------------|---|-----------------------------|------------------------------|----------------------------------|--------------------------|---|---------------------------------------|-----------------------|----------------|
| Senior Lo | pans <sup>(1)</sup>                      |                             |                            |                        |                                    | Amount  |                             |                              |                                  |                          |   |                                       |                       |                |
| 1 S       | enior Loan                               | Chicago, IL                 | Multifamily                | 6/28/2019              | 340.0                              | 340.0   |                             | 73.6                         | 5.4                              | L + 2.8%                 | 5.5   | \$ 418,289 / unit                     | 75%                   | 3              |
|           | enior Loan                               | Arlington, VA               | Multifamily                | 6/28/2019              | 345.0                              | 278.8   |                             | 71.6                         | 7.7                              | L + 2.6%                 | 3.5   | \$ 244,215 / unit                     | 70%                   | 3              |
|           | enior Loan                               | New York, NY                | Condo (Resi)               | 12/20/2018             | 234.5                              | 234.5   |                             | 43.2                         | 34.4                             | L + 3.6%                 | 3.0   | \$ 1,250 / SF                         | 71%                   | 4              |
|           | enior Loan                               | Boston, MA                  | Office                     | 5/23/2018              | 227.3                              | 227.3   |                             | 38.6                         | 18.7                             | L + 2.4%                 | 2.4   | \$ 444 / SF                           | 53%                   | 3              |
|           | enior Loan                               | Various                     | Multifamily                | 5/31/2019              | 216.5                              | 216.5   |                             | 37.6                         | 5.9                              | L + 3.5%                 | 3.4   | \$ 196,862 / unit                     | 74%                   | 3              |
|           | enior Loan                               | Minneapolis, MN             | Office                     | 11/13/2017             | 194.4                              | 194.4   |                             | 37.1                         | 0.3                              | L + 3.8%                 | 1.9   | \$ 178 / SF                           | 63%                   | 2              |
|           | enior Loan                               | Chicago, IL                 | Multifamily                | 6/6/2019               | 186.0                              | 186.0   |                             | 100.3                        | 3.6                              | L + 3.6%                 | 3.4   | \$ 364,837 / unit                     | 72%                   | 3              |
|           | enior Loan                               | Denver, CO                  | Multifamily                | 8/13/2019              | 185.0                              | 185.0   |                             | 50.4                         | 13.4                             | L + 2.8%                 | 3.7   | \$ 288,834 / unit                     | 64%                   | 3              |
|           | enior Loan                               | Irvine, CA                  | Office                     | 11/15/2019             | 183.3                              | 183.3   |                             | 46.0                         | 21.0                             | L + 2.9%                 | 3.9   | \$ 255 / SF                           | 66%                   | 3              |
|           | enior Loan                               | Philadelphia, PA            | Office                     | 4/11/2019              | 182.6                              | 182.6   |                             | 25.6                         | 27.6                             | L + 2.6%                 | 3.4   | \$ 220 / SF                           | 65%                   | 3              |
|           | enior Loan                               | Washington, D.C.            | Office                     | 12/20/2019             | 175.5                              | 175.5   |                             | 32.0                         | 102.6                            | L + 3.4%                 | 4.0   | \$ 357 / SF                           | 58%                   | 3              |
|           | enior Loan                               | Seattle, WA                 | Office                     | 9/13/2018              | 172.0                              | 172.0   |                             | 33.7                         | - 20.2                           | L + 3.9%                 | 2.8   | \$ 502 / SF                           | 62%                   | 3              |
|           | enior Loan                               | Chicago, IL                 | Office                     | 7/15/2019              | 170.0                              | 170.0   |                             | 22.7                         | 38.2                             | L + 3.3%<br>L + 2.5%     | 3.6<br>2.5                                    | \$ 127 / SF                           | 59%                   | 3              |
|           | enior Loan                               | Philadelphia, PA            | Office                     | 6/19/2018<br>12/5/2018 | 165.0<br>163.0                     | 165.0<br>163.0                                  |                             | 37.2<br>23.4                 | 0.1                              | L + 2.5%<br>L + 2.6%     | 2.9   | \$ 169 / SF<br>\$ 556,391 / unit      | 71%<br>67%            | 3              |
|           | enior Loan<br>enior Loan                 | New York, NY<br>Oakland, CA | Multifamily<br>Office      | 10/23/2020             | 509.9                              | 159.7   |                             | 15.0                         | 15.0<br>10.2                     | L + 4.3%                 | 4.9   | \$ 550,391 / UIIIL<br>\$ 291 / SF     | 65%                   | 3              |
|           |  | Plano, TX                   | Office                     | 2/6/2020               | 153.7                              | 153.7   |                             | 18.3                         | 40.9                             | L + 2.7%                 | 4.1   | \$ 291 / SF<br>\$ 157 / SF            | 64%                   | 3              |
|           | enior Loan<br>enior Loan                 | Fort Lauderdale, FL         |                            | 11/9/2018              | 151.6                              | 153.7   |                             | 29.0                         | 10.0                             | L + 2.7%<br>L + 2.9%     | 2.9   | \$ 409,275 / key                      | 62%                   | 3<br>4         |
|           | enior Loan                               | Boston, MA                  | Hospitality<br>Multifamily | 3/29/2019              | 131.0                              | 131.0   |                             | 22.3                         | 1.0                              | L + 2.7%                 | 3.3   | \$ 409,273 / Rey<br>\$ 351,282 / unit | 63%                   | 3              |
|           | enior Loan                               | West Palm Beach, FL         | Multifamily                | 11/7/2018              | 135.0                              | 135.0   |                             | 21.5                         | 2.9                              | L + 2.7%<br>L + 2.9%     | 2.9   | \$ 162,669 / unit                     | 73%                   | 3              |
|           | enior Loan                               | Various                     | Retail                     | 12/19/2019             | 128.9                              | 128.9   |                             | 19.9                         | 2.9                              | L + 2.6%                 | 4.6   | \$ 102,009 / unit                     | 55%                   | 2              |
|           | enior Loan <sup>(9)</sup>                | Portland, OR                | Retail                     | 10/26/2015             | 109.6                              | 109.6   |                             | 89.6                         | -                                | L + 5.5%                 | 0.3   | \$ 101 / SF                           | 61%                   | 5              |
| _         | enior Loan                               | San Diego, CA               | Multifamily                | 2/3/2020               | 102.3                              | 102.3   |                             | 20.9                         | -                                | L + 3.3%                 | 4.1   | \$ 442,965 / unit                     | 71%                   | 4              |
|           | enior Loan                               | New York, NY                | Condo (Resi)               | 8/4/2017               | 99.1                               | 99.1  |                             | 66.2                         | -                                | L + 4.7%                 | 0.8   | \$ 1,712 / SF (                       |                       | 4              |
|           | enior Loan                               | Denver, CO                  | Industrial                 | 12/11/2020             | 95.8                               | 95.8  |                             | 4.8                          | 77.4                             | L + 3.8%                 | 5.0   | \$ 12 / SF                            | 76%                   | 3              |
|           | enior Loan                               | State College, PA           | Student Housing            | 10/15/2019             | 93.4                               | 93.4  |                             | 18.8                         | 22.2                             | L + 2.7%                 | 3.9   | \$ 59,603 / bed                       | 64%                   | 3              |
|           | enior Loan                               | Seattle, WA                 | Multifamily                | 9/7/2018               | 92.3                               | 92.3  |                             | 16.8                         | -                                | L + 2.6%                 | 2.7   | \$ 515,571 / unit                     | 76%                   | 3              |
|           | enior Loan                               | Los Angeles, CA             | Multifamily                | 12/11/2019             | 91.0                               | 91.0  |                             | 19.1                         | -                                | L + 2.8%                 | 2.0   | \$ 421,296 / unit                     | 70%                   | 3              |
|           |  |                             | Multifamily                |                        | 86.0                               | 86.0  |                             | 14.5                         | -                                | L + 2.6%                 | 2.3   | \$ 462,366 / unit                     | 48%                   | 3              |
|           | enior Loan                               | New York, NY                | Office                     | 3/29/2018              | 80.7                               | 80.7  |                             | 14.7                         | -                                | L + 3.6%                 | 2.3   |                                       |                       |                |
|           | enior Loan                               | Seattle, WA                 |                            | 3/20/2018              | 80.7                               | 80.7  |                             | 47.4                         |                                  | L + 3.5%<br>L + 3.7%     | 3.9   | \$ 466 / SF                           | 61%                   | 3              |
|           | enior Loan                               | Austin, TX                  | Multifamily                | 12/4/2020              | 77.0                               | 77.0  |                             |                              | 2.0                              |                          | 2.9   | \$ 200,000 / unit                     | 77%                   |                |
|           | enior Loan                               | Philadelphia, PA            | Multifamily                | 10/30/2018             |                                    |   |                             | 13.0                         |                                  | L + 2.7%                 |   | \$ 150,391 / unit                     | 73%                   | 3              |
|           | enior Loan                               | Brooklyn, NY                | Hospitality                | 1/18/2019              | 76.9                               | 76.9  |                             | 16.7                         | -                                | L + 2.9%                 | 3.1   | \$ 392,450 / key                      | 69%                   | 4              |
|           | enior Loan                               | Herndon, VA                 | Multifamily                | 12/23/2019             | 73.9                               | 73.9  |                             | 12.1                         | 0.8                              | L + 2.5%                 | 4.0   | \$ 248,787 / unit                     | 72%                   | 3              |
|           | enior Loan                               | Arlington, VA               | Multifamily                | 10/23/2020             | 141.8                              | 70.9  |                             | 12.8                         | 2.4                              | L + 3.8%                 | 4.8   | \$ 380,726 / unit                     | 73%                   | 3              |
|           | enior Loan                               | Queens, NY                  | Industrial                 | 7/21/2017              | 70.1                               | 70.1  |                             | 66.8                         | 3.2                              | L + 3.0%                 | 1.6   | \$ 111 / SF                           | 77%                   | 4              |
|           | enior Loan                               | Washington, D.C.            | Multifamily                | 12/4/2020              | 69.0                               | 69.0  |                             | 64.4                         | 4.0                              | L + 3.5%                 | 4.9   | \$ 259,815 / unit                     | 63%                   | 3              |
|           | enior Loan                               | Austin, TX                  | Multifamily                | 9/12/2019              | 67.5                               | 67.5  |                             | 12.4                         | -                                | L + 2.5%                 | 3.7   | \$ 191,218 / unit                     | 75%                   | 3              |
|           | enior Loan                               | Denver, CO                  | Multifamily                | 10/14/2020             | 80.0                               | 40.0  |                             | 7.1                          | 1.3                              | L + 3.6%                 | 3.9   | \$ 460,566 / unit                     | 49%                   | 3              |
|           | Veighted Average                         |                             |                            |                        | \$5,943.6                          | \$5,416.3                                       | \$4,886.4                   | \$1,317.1                    | \$472.2                          | L + 3.1%                 | 3.3   |                                       | 67%                   | 3.1            |
|           | ior Loans                                |                             |                            |                        |                                    |   |                             |                              |                                  |                          |   |                                       |                       |                |
|           | loating Rate Mezzanine                   | Westbury, NY                | Multifamily                | 1/27/2020              | 20.0                               | 20.0  |                             | 19.9                         | -                                | L + 9.0%                 | 3.6   | \$ 464,135 / unit                     | 66%                   | 3              |
|           | ixed Rate Mezzanine <sup>(11)</sup>      | Various                     | Retail                     | 6/19/2015              | 5.5                                | 5.5   |                             | 0.9                          | -                                | 11.0%                    | 4.5   | \$ 45 / SF                            | 71%                   | 5              |
|           | eal Estate Corporate Loan <sup>(17</sup> | n/a                         | Multifamily                | 12/11/2020             | 125.0                              | 50.0  |                             | 49.1                         | -                                | L + 12.0%                | 5.0   | n/a                                   | n/a                   | 3              |
|           | Veighted Average                         |                             |                            |                        | \$150.5                            | \$75.5  | \$75.5                      | \$69.9                       | \$0.0                            | 12.3%                    | 4.6   |                                       | 67%                   | 3.1            |
| CMBS      |  |                             |                            |                        |                                    |   |                             |                              |                                  |                          |   |                                       |                       |                |
|           | Veighted Average                         |                             |                            |                        |                                    | \$40.0  | \$35.7                      | \$35.7                       | \$4.3                            | 4.7%                     | 8.5   |                                       | 58%                   |                |
| Portfolio | Total / Weighted Average                 |                             |                            |                        |                                    | \$5,531.8                                       | \$4,997.6                   | \$1,422.7                    | \$476.5                          | 4.8%                     | 3.4   |                                       | 67%                   | 3.1            |
|           | totandina Poutfalia (13)                 |                             |                            |                        |                                    |   |                             |                              |                                  |                          |   |                                       |                       | ¢4.007.6       |

4Q20 Outstanding Portfolio (13)

\$4,997.6





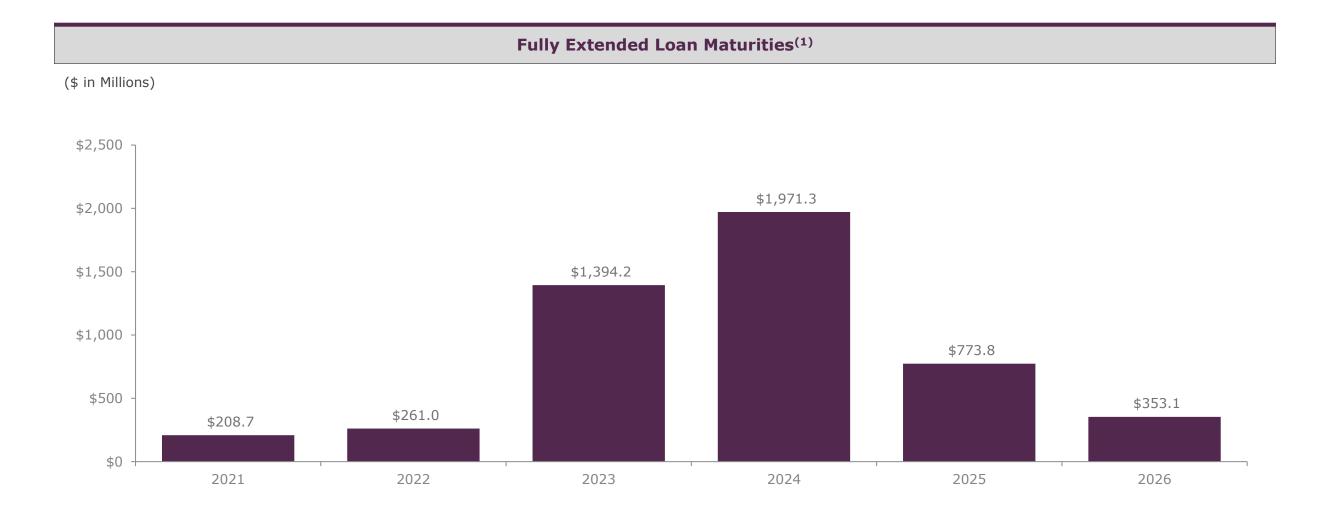
### Portfolio Details

- (1) Senior loans include senior mortgages and similar credit quality investments, including junior participations in our originated senior loans for which we have syndicated the senior participations and retained the junior participations for our portfolio and excludes vertical loan syndications.
  - For Senior Loan 7, the total whole loan is \$186.0 million, of which an \$81.6 million senior note was syndicated to a third party lender. Post syndication, KREF retained the mezzanine loan and a 45% interest in the senior loan which both totaled \$104.4 million commitment, of which \$100.7 million was funded as of December 31, 2020, at a blended interest rate of L + 4.7%.
  - For Senior Loan 16, the total whole loan is \$509.9 million, co-originated and co-funded by KREF and a KKR affiliate. KREF's interest was 31% of the loan or \$159.7 million, of which \$134.7 million in senior notes were syndicated to third party lenders. Post syndication, KREF retained a mezzanine loan with a total commitment of \$25.0 million, of which \$14.8 million was funded as of December 31, 2020, at an interest rate of L + 12.9%.
- (2) Total Whole Loan represents total commitment of the entire whole loan originated. Committed Principal Amount includes participations by KKR affiliated entities and third parties that are syndicated/sold.
- (3) Net equity reflects (i) the amortized cost basis of our loans, net of borrowings and (ii) the cost basis of our investment in RECOP I.
- (4) Represents Committed Principal Amount less Current Principal Amount on Senior Loans and \$4.3 million of unfunded commitment to RECOP I.
- (5) Weighted averages are weighted by current principal amount for senior loans and non-senior loans and by net equity for our RECOP I CMBS B-Piece investment. Non-Senior Loan 3 is excluded from the weighted average LTV.
- (6) L = one-month USD LIBOR rate; greater of (i) spot one-month USD LIBOR rate of 0.14% and (ii) LIBOR floor, where applicable, included in portfolio-wide averages represented as fixed rates.
- (7) Max remaining term (years) assumes all extension options are exercised, if applicable.
- (8) For senior loans, loan-to-value ratio ("LTV") LTV is based on the initial loan amount divided by the as-is appraised value as of the date the loan was originated or by the current principal amount as of the date of the most recent as-is appraised value; for Senior Loan 3, LTV is based on the initial loan amount divided by the appraised bulk sale value assuming a condo-conversion and no renovation; for Senior Loan 24, LTV is based on the current principal amount divided by the adjusted appraised gross sellout value net of sales cost; for mezzanine loans, LTV is based on the current balance of the whole loan dividend by the as-is appraised value as of the date the loan was originated; for RECOP I CMBS B-Pieces, LTV is based on the weighted average LTV of the underlying loan pool at issuance.
- (9) Senior Loan 22 was placed on non-accrual status in October 2020.
- (10) For Senior Loan 24, Loan per SF of \$1,712 is based on the allocated loan amount of the residential units. Excluding the value of the retail and parking components of the collateral, the Loan per SF is \$2,035 based on allocating the full amount of the loan to only the residential units.
- (11) For Non-Senior Loan 1, Current Principal Amount is gross of \$4.7 million written-off (of amortized cost).
- (12) Non-Senior Loan 3 is a real estate corporate loan to a multifamily operator.
- (13) Represents Current Principal Amount of Senior Loans and Non-Senior Loans and Net Equity for our RECOP I CMBS B-Piece investment.



# Fully Extended Loan Maturities

• Fully extended weighted average loan maturity of 3.3 years(1)





### **Consolidated Balance Sheets**

| (in thousands - except share and per share data)  |              |           | Docom | December 31, 2019 |  |  |
|---|--------------|-----------|-------|-------------------|--|--|
| Assets  | December 31, | 2020      | Decen | 1Der 31, 2019     |  |  |
| Cash and cash equivalents   | \$           | 110,832   | \$    | 67,619            |  |  |
| Commercial mortgage loans, held-for-investment  |              | 4,844,534 | Ψ     | 4,931,042         |  |  |
| Less: Allowance for credit losses   |              | (59,801)  |       | 7,331,072         |  |  |
| Commercial mortgage loans, held-for-investment, net   |              | 4,784,733 |       | 4,931,042         |  |  |
| Equity method investments   |              | 33,651    |       | 37,469            |  |  |
| Accrued interest receivable   |              | 15,412    |       | 16,305            |  |  |
| Other assets <sup>(1)</sup>   |              | 20,984    |       | 4,583             |  |  |
| Total Assets  | \$ 4,        | 965,612   | \$    | 5,057,018         |  |  |
|   |              |           |       | 5/05//010         |  |  |
| Liabilities and Equity  |              |           |       |                   |  |  |
| Liabilities   |              |           |       |                   |  |  |
| Secured financing agreements, net   | \$           | 2,574,747 | \$    | 2,884,887         |  |  |
| Collateralized loan obligation, net   | · ·          | 810,000   |       | 803,376           |  |  |
| Secured term loan, net  |              | 288,028   |       | -                 |  |  |
| Convertible notes, net  |              | 140,465   |       | 139,075           |  |  |
| Loan participations sold, net   |              | 66,232    |       | 64,966            |  |  |
| Dividends payable   |              | 24,287    |       | 25,036            |  |  |
| Accrued interest payable  |              | 5,381     |       | 6,686             |  |  |
| Accounts payable, accrued expenses and other liabilities <sup>(2)</sup>   |              | 4,823     |       | 3,363             |  |  |
| Due to affiliates   |              | 6,243     |       | 5,917             |  |  |
| Total Liabilities   | 3,           | 920,206   |       | 3,933,306         |  |  |
| Commitments and Contingencies   |              |           |       |                   |  |  |
| Temporary Equity  |              |           |       |                   |  |  |
| Redeemable preferred stock  |              | 1,852     |       | 1,694             |  |  |
|   |              |           |       |                   |  |  |
| Permanent Equity  |              |           |       |                   |  |  |
| Preferred stock, 50,000,000 authorized (1 share with par value of \$0.01 issued and outstanding as of December 31, 2020 and December 31, 2019)                                      |              | -         |       | -                 |  |  |
| Common stock, 300,000,000 authorized (55,619,428 and 57,486,583 shares with par value of \$0.01 issued and outstanding as of December 31, 2020 and December 31, 2019, respectively) |              | 556       |       | 575               |  |  |
| Additional paid-in capital  |              | 1,169,695 |       | 1,165,995         |  |  |
| Accumulated deficit   |              | (65,698)  |       | (8,594)           |  |  |
| Repurchased stock, 3,900,326 and 1,862,689 shares repurchased as of December 31, 2020 and December 31, 2019, respectively   |              | (60,999)  |       | (35,958)          |  |  |
| Total KKR Real Estate Finance Trust Inc. stockholders' equity   |              | 043,554   |       | 1,122,018         |  |  |
| Total Permanent Equity  |              | 043,554   |       | 1,122,018         |  |  |
| Total Liabilities and Equity  | \$ 4,        | 965,612   | \$    | 5,057,018         |  |  |

- (1) Includes \$15.9 million and \$0.0 million of loan repayment proceeds held by the servicer and receivable by KREF as of December 31, 2020 and December 31, 2019, respectively.
   (2) Includes \$0.9 million and \$0.0 million of reserve for unfunded loan commitments as of December 31, 2020 and December 31, 2019, respectively.



# Consolidated Statements of Income

| (in thousands - except share and per share data)                                       | Three Months Ended |                      |    |                       |    |                      |    | Year Ended           |    |                      |    |                      |  |
|--|--------------------|----------------------|----|-----------------------|----|----------------------|----|----------------------|----|----------------------|----|----------------------|--|
| Net Interest Income  |                    | December 31,<br>2020 |    | September 30,<br>2020 |    | December 31,<br>2019 |    | December 31,<br>2020 |    | December 31,<br>2019 |    | December 31,<br>2018 |  |
|  |                    |                      |    |                       |    |                      |    |                      |    |                      |    |                      |  |
| Interest income  | \$                 | 63,201               | \$ | 67,689                | \$ | 72,417               | \$ | 269,188              | \$ | 274,335              | \$ | 183,575              |  |
| Interest expense   |                    | 28,835               |    | 28,832                |    | 41,333               |    | 127,312              |    | 158,860              |    | 85,017               |  |
| Total net interest income  |                    | 34,366               |    | 38,857                |    | 31,084               |    | 141,876              |    | 115,475              |    | 98,558               |  |
| Other Income   |                    |                      |    |                       |    |                      |    |                      |    |                      |    |                      |  |
| Gain (loss) on sale of investments   |                    | -                    |    | -                     |    | 71                   |    | -                    |    | (2,688)              |    | 13,000               |  |
| Income (loss) from equity method investments   |                    | 1,168                |    | 973                   |    | 1,254                |    | 537                  |    | 4,568                |    | 3,065                |  |
| Change in net assets related to CMBS consolidated variable interest entities           |                    | -                    |    | -                     |    | -                    |    | -                    |    | 1,665                |    | 2,588                |  |
| Other income   |                    | 86                   |    | 102                   |    | 447                  |    | 744                  |    | 2,453                |    | 1,440                |  |
| Total other income (loss)  |                    | 1,254                |    | 1,075                 |    | 1,772                |    | 1,281                |    | 5,998                |    | 20,093               |  |
| Operating Expenses   |                    |                      |    |                       |    |                      |    |                      |    |                      |    |                      |  |
| General and administrative   |                    | 2,862                |    | 3,563                 |    | 2,676                |    | 14,238               |    | 10,522               |    | 7,812                |  |
| Provision for (Reversal of) credit losses, net   |                    | (3,438)              |    | (126)                 |    | -                    |    | 50,344               |    | -                    |    | -                    |  |
| Management fees to affiliate   |                    | 4,252                |    | 4,223                 |    | 4,280                |    | 16,992               |    | 17,135               |    | 16,346               |  |
| Incentive compensation to affiliate  |                    | 2,929                |    | 990                   |    | 1,174                |    | 6,774                |    | 3,272                |    | 4,756                |  |
| Total operating expenses   |                    | 6,605                |    | 8,650                 |    | 8,130                |    | 88,348               |    | 30,929               |    | 28,914               |  |
| Income (Loss) Before Income Taxes, Preferred Dividends and Redemption Value Adjustment |                    | 29,015               |    | 31,282                |    | 24,726               |    | 54,809               |    | 90,544               |    | 89,737               |  |
| Income tax expense (benefit)   |                    | 157                  |    | 96                    |    | 213                  |    | 412                  |    | 579                  |    | (70)                 |  |
| Net Income (Loss)  |                    | 28,858               |    | 31,186                |    | 24,513               |    | 54,397               |    | 89,965               |    | 89,807               |  |
| Redeemable Noncontrolling Interests in Income (Loss) of Consolidated Joint<br>Venture  |                    | -                    |    | -                     |    | -                    |    | -                    |    | -                    |    | 63                   |  |
| Net Income (Loss) Attributable to KKR Real Estate Finance Trust Inc. and Subsidiaries  |                    | 28,858               |    | 31,186                |    | 24,513               |    | 54,397               |    | 89,965               |    | 89,744               |  |
| Preferred Stock Dividends and Redemption Value Adjustment                              |                    | 82                   |    | (165)                 |    | (276)                |    | 844                  |    | (527)                |    | 2,451                |  |
| Net Income (Loss) Attributable to Common Stockholders                                  | \$                 | 28,776               | \$ | 31,351                | \$ | 24,789               | \$ | 53,553               | \$ | 90,492               | \$ | 87,293               |  |
| Net Income (Loss) Per Share of Common Stock, Basic                                     | \$                 | 0.52                 | \$ | 0.56                  | \$ | 0.43                 | \$ | 0.96                 | \$ | 1.58                 | \$ | 1.58                 |  |
| Net Income (Loss) Per Share of Common Stock, Diluted                                   | \$                 | 0.52                 | \$ | 0.56                  | \$ | 0.43                 | \$ | 0.96                 | \$ | 1.57                 | \$ | 1.58                 |  |
| Weighted Average Number of Shares of Common Stock Outstanding, Basic                   |                    | 55,619,428           |    | 55,491,405            |    | 57,486,583           |    | 55,985,014           |    | 57,426,912           |    | 55,136,548           |  |
| Weighted Average Number of Shares of Common Stock Outstanding, Diluted                 |                    | 55,669,230           |    | 55,632,170            |    | 57,595,424           |    | 56,057,237           |    | 57,532,490           |    | 55,171,061           |  |
| Dividends Declared per Share of Common Stock   | \$                 | 0.43                 | \$ | 0.43                  | \$ | 0.43                 | \$ | 1.72                 | \$ | 1.72                 | \$ | 1.69                 |  |



### Reconciliation of GAAP Net Income to Distributable Earnings

• Commencing for all periods ending on or after December 31, 2020, we have elected to present Distributable Earnings, a measure that is not prepared in accordance with GAAP, as a supplemental method of evaluating our operating performance. Such measure replaces our prior presentation of Core Earnings. See Appendix for definition.

| (in thousands - except share and per share data)           | Year Ended Three Months Ended |               |      |               |       |                |    |             |    |              |
|--|-------------------------------|---------------|------|---------------|-------|----------------|----|-------------|----|--------------|
|  | Dece                          | mber 31, 2020 | Dece | mber 31, 2020 | Septe | ember 30, 2020 | Ju | ne 30, 2020 | Ма | rch 31, 2020 |
| Net Income (Loss) Attributable to Common Stockholders      | \$                            | 53,553        | \$   | 28,776        | \$    | 31,351         | \$ | 28,590      | \$ | (35,164)     |
| Adjustments  |                               |               |      |               |       |                |    |             |    |              |
| Non-cash equity compensation expense                       |                               | 5,676         |      | 1,305         |       | 1,390          |    | 1,374       |    | 1,607        |
| Unrealized (gains) or losses <sup>(1)(2)</sup>             |                               | 4,036         |      | (203)         |       | (178)          |    | 973         |    | 3,444        |
| Provision for (Reversal of) credit losses, net             |                               | 50,344        |      | (3,438)       |       | (126)          |    | (1,366)     |    | 55,274       |
| Non-cash convertible notes discount amortization           |                               | 362           |      | 91            |       | 91             |    | 90          |    | 90           |
| Loan write-off   |                               | (4,650)       |      | -             |       | -              |    | (4,650)     |    | -            |
| Distributable Earnings                                     | \$                            | 109,321       | \$   | 26,531        | \$    | 32,528         | \$ | 25,011      | \$ | 25,251       |
| Weighted Average Shares Outstanding                        |                               |               |      |               |       |                |    |             |    |              |
| Basic  |                               | 55,985,014    |      | 55,619,428    |       | 55,491,405     |    | 55,491,937  |    | 57,346,726   |
| Diluted  |                               | 56,057,237    |      | 55,669,230    |       | 55,632,170     |    | 55,504,077  |    | 57,432,611   |
| Distributable Earnings per Weighted Average Share, Basic   | \$                            | 1.95          | \$   | 0.48          | \$    | 0.59           | \$ | 0.45        | \$ | 0.44         |
| Distributable Earnings per Weighted Average Share, Diluted | \$                            | 1.95          | \$   | 0.48          | \$    | 0.58           | \$ | 0.45        | \$ | 0.44         |



<sup>(1)</sup> Includes (\$0.1) million, (\$0.3) million, \$0.2 million, and \$0.4 million non-cash redemption value adjustment of our SNVPS during 4Q'20, 3Q'20, 2Q'20 and 1Q'20, respectively.

<sup>(2)</sup> Includes (\$0.1) million, \$0.1 million, \$0.8 million, and \$3.0 million of unrealized loss (gain) on RECOP I, an equity method investment, during 4Q'20, 3Q'20, 2Q'20 and 1Q'20, respectively.

# Reconciliation of GAAP Net Income to Distributable Earnings

| (in thousands - except share and per share data)                   | Year Ended |               |       |               |                   |            |  |  |  |  |
|--|------------|---------------|-------|---------------|-------------------|------------|--|--|--|--|
|  | Decer      | mber 31, 2020 | Decen | nber 31, 2019 | December 31, 2018 |            |  |  |  |  |
| Net Income (Loss) Attributable to Common Stockholders              | \$         | 53,553        | \$    | 90,492        | \$                | 87,293     |  |  |  |  |
| Adjustments  |            |               |       |               |                   |            |  |  |  |  |
| Non-cash equity compensation expense                               |            | 5,676         |       | 4,091         |                   | 1,973      |  |  |  |  |
| Unrealized (gains) or losses <sup>(1)(2)</sup>                     |            | 4,036         |       | 1,179         |                   | (1,370)    |  |  |  |  |
| Provision for credit losses, net                                   |            | 50,344        |       | -             |                   | -          |  |  |  |  |
| Non-cash convertible notes discount amortization                   |            | 362           |       | 360           |                   | 224        |  |  |  |  |
| Loan write-off   |            | (4,650)       |       | -             |                   | -          |  |  |  |  |
| Reversal of previously unrealized loss now realized <sup>(3)</sup> |            | -             |       | 191           |                   | 11,900     |  |  |  |  |
| Distributable Earnings   | \$         | 109,321       | \$    | 96,313        | \$                | 100,020    |  |  |  |  |
| Weighted Average Shares Outstanding                                |            |               |       |               |                   |            |  |  |  |  |
| Basic  |            | 55,985,014    |       | 57,426,912    |                   | 55,136,548 |  |  |  |  |
| Diluted  |            | 56,057,237    |       | 57,532,490    |                   | 55,171,061 |  |  |  |  |
| Distributable Earnings per Weighted Average Share, Basic           | \$         | 1.95          | \$    | 1.68          | \$                | 1.81       |  |  |  |  |
| Distributable Earnings per Weighted Average Share, Diluted         | \$         | 1.95          | \$    | 1.67          | \$                | 1.81       |  |  |  |  |



<sup>(1)</sup> Includes \$0.2 million, (\$1.2) million and \$1.6 million non-cash redemption value adjustment of our SNVPS during the years ended December 31, 2020, 2019 and 2018, respectively.

<sup>(2)</sup> Includes \$3.9 million of unrealized loss on RECOP I, an equity method investment, during year ended December 31, 2020.

<sup>(3)</sup> Includes \$5.5 million and \$6.4 million of unrealized gains related to the first quarter of 2018 and to prior periods, respectively, that were realized during the year ended December 31, 2018.

### **Key Definitions**

"Distributable Earnings": Commencing for all periods ending on or after December 31, 2020, the Company has elected to present Distributable Earnings, a measure that is not prepared in accordance with GAAP, as a supplemental basis to KREF's net income as determined in accordance with GAAP as the Company believes it would be useful to investors in evaluating the Company's operating performance and its ability to pay its dividends. Distributable Earnings replaces the Company's prior presentation of Core Earnings, and Core Earnings presentations from prior reporting periods have been recast as Distributable Earnings.

The Company defines Distributable Earnings as net income (loss) attributable to stockholders or, without duplication, owners of the Company's subsidiaries, computed in accordance with GAAP, including realized losses not otherwise included in GAAP net income (loss) and excluding (i) non-cash equity compensation expense, (ii) depreciation and amortization, (iii) any unrealized gains or losses or other similar non-cash items that are included in net income for the applicable reporting period, regardless of whether such items are included in other comprehensive income or loss, or in net income, and (iv) one-time events pursuant to changes in GAAP and certain material non-cash income or expense items agreed upon after discussions between the Company's Manager and board of directors and after approval by a majority of the independent directors. The exclusion of depreciation and amortization from the calculation of Distributable Earnings only applies to debt investments related to real estate to the extent the Company forecloses upon the property or properties underlying such debt investments.

While Distributable Earnings excludes the impact of the unrealized current provision for credit losses, any loan losses are charged off and realized through Distributable Earnings when deemed non-recoverable. Non-recoverability is determined (i) upon the resolution of a loan (i.e. when the loan is repaid, fully or partially, or in the case of foreclosure, when the underlying asset is sold), or (ii) with respect to any amounts due under any loan, when such amount is determined to be non-collectible.

Distributable Earnings should not be considered as a substitute for GAAP net income. The Company cautions readers that its methodology for calculating Distributable Earnings may differ from the methodologies employed by other REITs to calculate the same or similar supplemental performance measures, and as a result, the Company's reported Distributable Earnings may not be comparable to similar measures presented by other REITs.

