# Hunt Companies Finance Trust

Q1 2020 Earnings Supplemental

May 2020

www.huntcompaniesfinancetrust.com

## Disclaimer

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This presentation includes non-GAAP financial measures within the meaning of Item 10(e) of Regulation S-K, as promulgated by the SEC. While we believe the non-GAAP information included in this presentation provides supplemental information to assist investors in analyzing our financials and to assist investors in comparing our results with other peer issuers, these measures are not in accordance with GAAP, and they should not be considered a substitute for, or superior to, our financial information calculated in accordance with GAAP. Our GAAP financial results and the reconciliations from these results contained herein should be carefully evaluated.

Real estate investment trust focused on transitional multifamily and other commercial real estate loans or securitizations

Strong focus on middle-market multifamily sector

# HUNT COMPANIES FINANCE TRUST

Externally managed by OREC Investment Management, a subsidiary of ORIX Corporation USA

Emphasis on floating-rate investments

#### **KEY INVESTMENT HIGHLIGHTS**

Access to Extensive Loan Origination Platform	Experienced Management Team	Strength of Ownership / Sponsorship	Strategy Well Positioned for Current Market Environment	Strong Credit and Asset Management Capabilities
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## Business Update

PORTFOLIO	<ul> <li>No hospitality assets and limited retail exposure</li> </ul>
	<ul> <li>LIBOR Floors on 100% of our loans that are "in the money"</li> </ul>
	<ul> <li>100% of the loans in our CRE investment portfolio made their April payments</li> <li>With regards to May payment activity, as of May 11th we have received payments on 95% of the portfolio, or 49 out of 51 loans</li> <li>Borrowers on the remaining two loans for which we have not yet received payment were granted a seven-day grace period to May 13, 2020</li> <li>We currently expect to receive payment from these borrowers on May 13, 2020</li> </ul>
CLO FINANCING	<ul> <li>We currently do not finance any of our assets with repurchase facilities and, as such, we are <b>not subject to margin calls</b></li> </ul>
	<ul> <li>Existing CLOs provide non mark-to-market financing</li> </ul>
LIQUIDITY	<ul> <li>To date, we have not experienced any material adverse liquidity impacts due to COVID-19</li> </ul>
LIQUIDITY	
LIQUIDITY LENDING ENVIRONMENT	COVID-19
LENDING	<ul> <li>COVID-19</li> <li>Cash of \$9.0 million as of May 11<sup>th</sup>, 2020 vs. \$10.9 million as of December 31, 2019</li> <li>Due to volatility, economic uncertainty, and challenges with obtaining third party</li> </ul>

## Q1 2020 Key Updates

FINANCIAL RESULTS	<ul> <li>Q1 2020 GAAP Net Income of \$1.55 million, or \$0.06 per share.</li> <li>Q1 2020 Core Earnings of \$2.21 million, or \$0.09 per share.</li> <li>Q1 2020 Book Value Per Share of \$4.57</li> </ul>
HIGHLIGHTS	<ul> <li>During Q1 2020, the Company acquired \$38.6 mm of new loans and participations at a weighted average spread of LIBOR + 3.05%</li> <li>The weighted-average LIBOR floor of the Q1 acquisitions was 1.77%</li> <li>99.9% of the new acquisitions were multifamily assets</li> <li>The Company experienced \$34.5 mm of loan payoffs during the quarter</li> </ul>
INVESTMENT PORTFOLIO OVERVIEW	<ul> <li>As of 3/31/2020, 99.7% of HCFT's investment portfolio consisted of floating-rate CRE loans</li> <li>The \$639.4 million CRE loan portfolio had a weighted average remaining term of 19 months<sup>(1)</sup> and a weighted average coupon of L + 3.55%</li> <li>The portfolio had a weighted-average LIBOR floor of 1.60%</li> <li>Over 90% of the portfolio was multifamily</li> <li>The Company's only remaining legacy investment consists of \$1.8 million of mortgage servicing rights</li> </ul>
CAPITALIZATION	<ul> <li>The floating-rate CRE loan portfolio is financed with \$510.2 million of investment grade notes issued through two CRE CLOs</li> <li>As of 3/31/2020, the Company had \$11.3 million of unrestricted cash and \$6.9 million of CLO reinvestment capacity</li> </ul>

## Q1 2020 Earnings Summary

Summary Income Statement (thousands)	Three Months Ended March 31, 2020
Net interest income	\$4,176
Total other income (loss)	(684)
Operating expenses	(2,167)
Preferred dividends	(4)
(Provision for) benefit from income taxes	227
Net income attributable to common stockholders	\$1,548
Reclassification adjustment for net gain (loss) included in net income	0
Comprehensive income attributable to common stockholders	\$1,548
Weighted average shares outstanding during the period	24,911,483
Net income per share	\$0.06
Comprehensive income per share	\$0.06

GAAP Comprehensive Income to Core Earnings Reconciliation (thousands)	Three Months Ended March 31, 2020
Comprehensive income attributable to common stockholders	\$1,548
Adjustments:	
Unrealized losses (gains) on mortgage servicing rights	878
Recognized compensation expense related to restricted stock	8
Provision for (benefit from) income taxes	(227)
Core earnings <sup>(2)</sup>	\$2,207
Weighted average shares outstanding during the period	24,911,483
Core earnings per share	\$0.09
Dividends per share	\$0.075

## Q1 2020 Balance Sheet Summary

Balance Sheet (thousands)	Q1 2020
Commercial mortgage loans held-for-investment	\$639,366
Mortgage servicing rights, at fair value	1,822
Cash and cash equivalents	11,334
Restricted cash <sup>(1)</sup>	6,914
Other assets	4,580
Total assets	\$664,017
Collateralized loan obligations <sup>(2)</sup>	\$506,417
Credit facility	39,427
Other liabilities	4,110
Total liabilities	\$549,953
Total equity	\$114,064
Total liabilities / Total equity	4.82x
Book Value Per Share	\$4.57

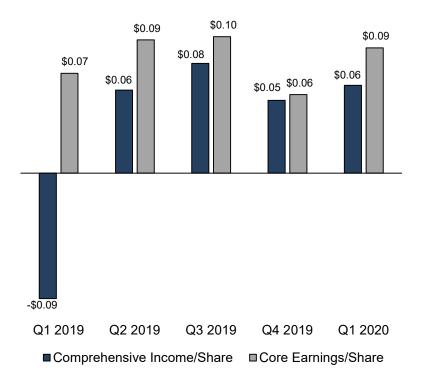
Note:

(1) Restricted cash held by CRE CLO securitization trusts and available for investment in eligible mortgage assets (2) Outstanding notional amount of bonds issued from both CLOs is \$510 million. For GAAP purposes, these liabilities are carried at their outstanding unpaid principal balance, net of any unamortized discounts and debt issuance costs

## **Operating Performance Trending**

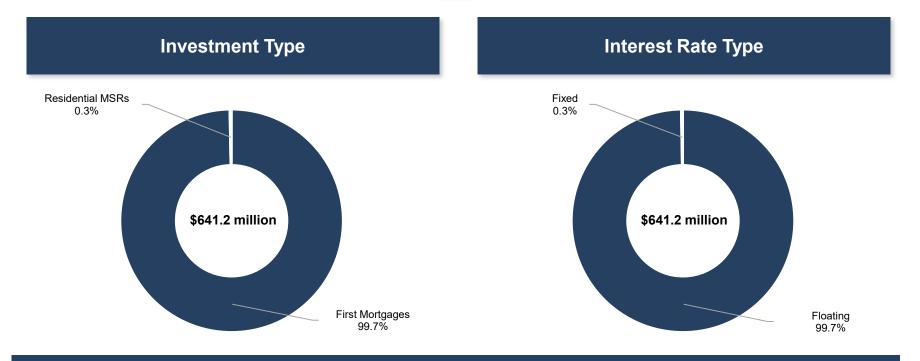
Comprehensive Income & Core Earnings Per Share of Common Stock

**Book Value Per Share** 





## Q1 2020 Summary of Investment Portfolio



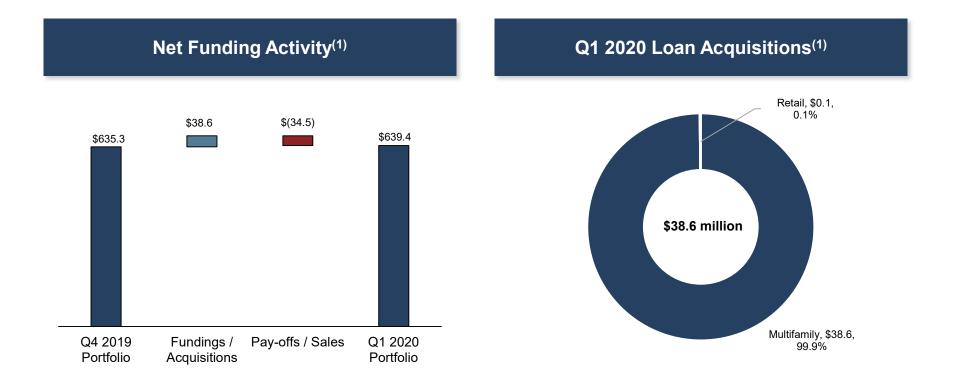
Investment Portfolio as of March 31, 2020 (thousands)	UPB / Notional	Net Carrying Value	Weighted Average Coupon	Weighted Average Remaining Term (months)	Weighted Average LTV at Loan Origination	Weighted Average Stabilized LTV at Loan Origination
First Mortgages	\$639,366	\$639,366	L + 3.55%	19(1)	73.95%	70.01%
Residential MSRs	\$315,173	\$1,822	0.25%	281 <sup>(2)</sup>		
Total	\$954,539	<b>\$641,188</b>	-			

Note: (1) If all extensions are exercised by the borrowers, the CRE loan portfolio will have a weighted average remaining term of 44 months

(2) The weighted average remaining term of the residential MSR portfolio is based on the maturity dates of the underlying residential loan pool and excludes the impact of potential borrower prepayments. We anticipate that the weighted average remaining life of the portfolio to be less than 281 months

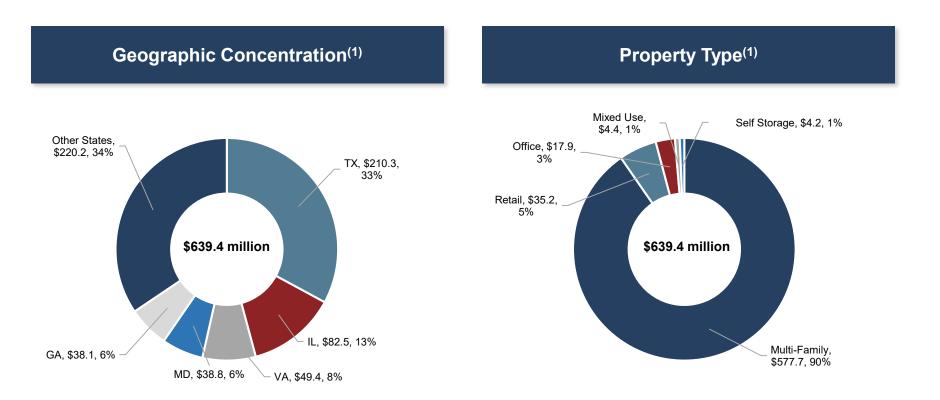
## Q1 2020 CRE Loan Portfolio Activity

- The CRE loan portfolio increased by \$4.1 million in Q1
  - The Company acquired \$31.9 million of loans at par from an affiliate of the Manager and funded an additional \$6.7 million of future funding participations
  - The Company experienced \$34.5 million of payoffs



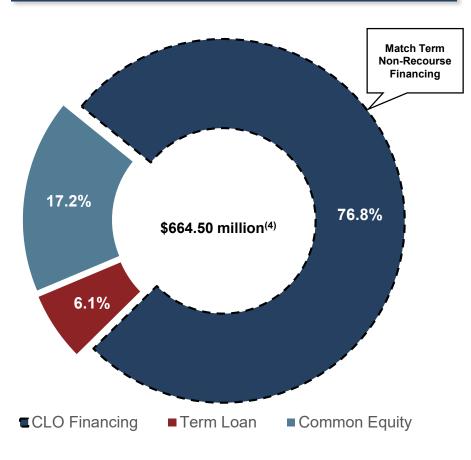
## Q1 2020 CRE Loan Portfolio Snapshot

- As of 3/31/2020, the Company owned a portfolio of floating-rate CRE loans with an aggregate UPB of \$639 million
- As of 3/31/2020, all loans were current



## **Capital Structure Overview**

#### **Capital Structure Composition**



#### **Capital Structure Detail**

_(\$ in mm)			Amount (\$)
Collateralized Loan Obligations	Rate_	Advance Rate	<u>Amount</u>
Hunt CRE 2017-FL1 <sup>(1)</sup>	L + 1.38%	83.3%	\$290.7
Hunt CRE 2018-FL2 <sup>(1)</sup>	L + 1.44%	77.0%	\$219.4
Total Collateralized Loan Obligations	L + 1.41%		\$510.2
<u>Credit Facilities</u> Term Loan <sup>(2)</sup>	7.25%		\$40.3
Total Debt	112070		\$550.4
Equity			
Book Value of Common Equity <sup>(3)</sup>			\$114.1
Total Capitalization <sup>(4)</sup>			\$664.5

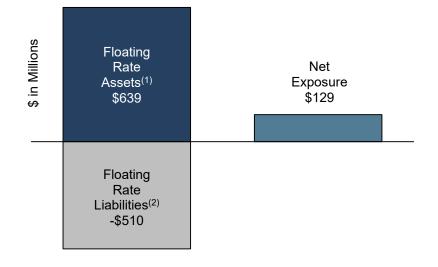
Note: (1) CLO financing shown at par value. GAAP carrying value of \$506.4 million includes \$1.1 million of unamortized discounts for Hunt CRE 2017-FL1 and \$2.7 million of unamortized debt issuance costs for Hunt CRE 2018-FL2 (2) Term loan shown at par value. GAAP carrying value of \$39.4 million includes \$0.8 million of unamortized debt issuance costs (3) Noncontrolling interest was \$99,500 as of 3/31/2020 and is included in common equity above

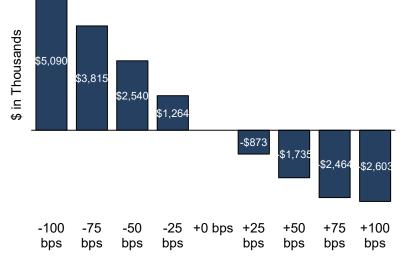
(4) HCFT total capitalization is a non-GAAP measure which excludes certain Balance Sheet items; Please see Appendix for reconciliation to GAAP

## Interest Rate Sensitivity as of March 31, 2020

#### **Floating-Rate Exposure**

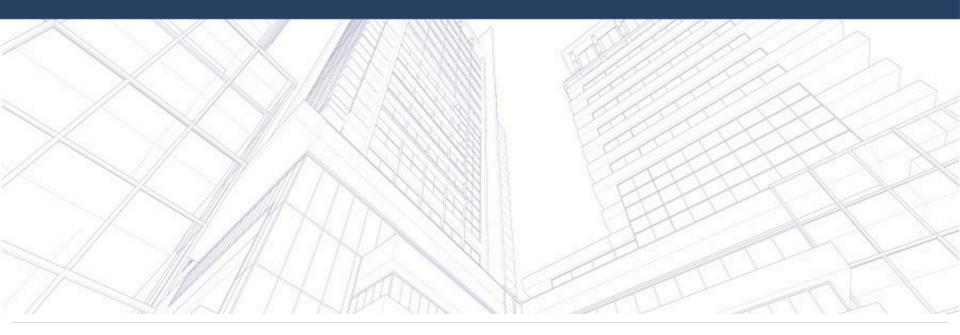
#### Annual Net Interest Income Sensitivity to Shifts in One-Month LIBOR<sup>(3)</sup>





Change in LIBOR

## Appendix



## 3/31/2020 CRE Loan Portfolio Details

#	Loan Name	Closing Date	Maturity Date	Property Type	City	State	Current Balance	Note Spread <sup>(1)</sup>	Initial Term (months)	As-Is LTV at Origination <sup>(2)</sup>
1	Loan 1	6/5/2018	6/4/2021	Multi-Family	Palatine	IL	35,625,000	4.30%	37	68.50%
2	Loan 2	11/30/2018	12/6/2020	Multi-Family	Various	Various	35,125,383	4.05%	25	70.39%
3	Loan 3	7/9/2018	8/6/2021	Multi-Family	Baltimore	MD	33,084,274	3.25%	37	77.59%
4	Loan 4	8/8/2018	8/6/2021	Multi-Family	Dallas	TX	32,526,660	3.65%	36	81.23%
5	Loan 5	11/22/2019	8/6/2022	Multi-Family	Virginia Beach	VA	26,500,000	2.75%	33	77.10%
6	Loan 6	5/18/2018	6/4/2021	Multi-Family	Woodridge	IL	25,355,116	3.75%	37	76.43%
7	Loan 7	1/15/2020	7/6/2022	Multi-Family	Chattanooga	TN	24,180,000	2.95%	30	80.60%
8	Loan 8	12/10/2019	7/6/2022	Multi-Family	San Antonio	TX	23,938,421	3.15%	31	71.90%
9	Loan 9	5/31/2018	6/6/2021	Multi-Family	Omaha	NE	20,853,067	3.70%	37	77.26%
10	Loan 10	11/26/2019	12/6/2021	Multi-Family	Doraville	GA	20,000,000	2.75%	25	76.10%
11	Loan 11	12/6/2018	12/6/2021	Multi-Family	Greensboro	NC	18,323,572	3.35%	37	79.78%
12	Loan 12	12/28/2018	1/6/2022	Retail	Austin	TX	18,000,000	3.90%	37	71.40%
13	Loan 13	7/10/2019	8/6/2022	Multi-Family	Amarillo	TX	17,693,931	2.90%	37	76.37%
14	Loan 14	12/28/2018	1/6/2022	Retail	Austin	TX	17,172,623	4.10%	37	60.50%
15	Loan 15	3/13/2019	4/6/2022	Multi-Family	Baytown	TX	16,707,856	3.10%	37	80.47%
16	Loan 16	6/28/2018	7/6/2021	Multi-Family	Greenville	SC	15,245,253	3.90%	37	76.29%
17	Loan 17	8/29/2019	8/6/2022	Multi-Family	Carrollton	TX	14,201,707	3.40%	36	72.50%
18	Loan 18	7/23/2018	8/6/2021	Office	Chicago	IL	12,828,794	3.75%	37	72.74%
19	Loan 19	5/24/2018	6/6/2021	Multi-Family	Austin	TX	12,257,454	3.55%	37	80.22%
20	Loan 20	8/8/2019	8/6/2022	Multi-Family	Fort Worth	TX	11,541,848	3.00%	36	75.83%
21	Loan 21	1/9/2018	2/6/2021	Multi-Family	North Highlands	CA	10,158,934	3.95%	37	79.03%
22	Loan 22	3/29/2019	4/6/2021	Multi-Family	Portsmouth	VA	10,000,000	3.25%	25	61.35%
23	Loan 23	5/25/2018	6/6/2021	Multi-Family	Phoenix	AZ	9,794,371	3.90%	37	69.41%
24	Loan 24	10/9/2018	11/6/2020	Multi-Family	Dallas	TX	9,247,423	3.65%	25	78.35%
25	Loan 25	9/11/2019	10/6/2022	Multi-Family	Orlando	FL	9,135,000	2.80%	37	69.20%

Continued on the following page

Note: (1) All loan spreads are indexed to one-month LIBOR

## 3/31/2020 CRE Loan Portfolio Details

#	Loan Name	Closing Date	Maturity Date	Property Type	City	State	Current Balance	Note Spread <sup>(1)</sup>	Initial Term (months)	As-Is LTV at Origination <sup>(2)</sup>
26	Loan 26	3/12/2018	4/6/2021	Multi-Family	Waco	ТΧ	9,112,000	4.75%	37	72.90%
27	Loan 27	2/15/2018	3/6/2021	Multi-Family	Atlanta	GA	9,047,396	4.25%	37	80.21%
28	Loan 28	12/13/2019	1/6/2022	Multi-Family	Seattle	WA	9,000,000	2.85%	25	29.40%
29	Loan 29	8/30/2018	9/6/2021	Multi-Family	Blacksburg	VA	8,675,645	3.85%	37	66.55%
30	Loan 30	1/18/2019	2/6/2021	Multi-Family	Philadelphia	PA	8,238,438	3.95%	25	71.31%
31	Loan 31	8/7/2018	9/6/2021	Multi-Family	Birmingham	AL	8,235,825	3.50%	38	78.01%
32	Loan 32	2/23/2018	3/6/2021	Multi-Family	Little Rock	AR	8,070,000	4.25%	37	81.29%
33	Loan 33	11/13/2019	12/6/2021	Multi-Family	Holly Hill	FL	7,780,000	2.90%	25	77.80%
34	Loan 34	1/13/2020	2/6/2022	Multi-Family	Fort Lauderdale	FL	7,760,000	3.15%	25	78.40%
35	Loan 35	6/10/2019	7/6/2022	Multi-Family	San Antonio	TX	6,525,817	3.40%	37	77.70%
36	Loan 36	12/9/2019	1/6/2022	Multi-Family	Fort Worth	ТΧ	6,230,000	3.15%	25	77.70%
37	Loan 37	3/29/2019	4/6/2021	Multi-Family	Raleigh	NC	5,992,424	3.50%	25	79.03%
38	Loan 38	8/28/2019	8/6/2022	Multi-Family	Austin	TX	5,955,483	3.25%	36	69.90%
39	Loan 39	6/22/2018	7/6/2021	Multi-Family	Chicago	IL	5,900,550	4.10%	37	80.53%
40	Loan 40	11/15/2018	12/6/2020	Multi-Family	Glen Burnie	MD	5,682,442	3.75%	25	76.03%
41	Loan 41	5/22/2019	6/6/2022	Multi-Family	Tampa	FL	5,450,000	3.50%	37	65.70%
42	Loan 42	11/30/2018	11/6/2021	Office	Decatur	GA	5,036,066	4.10%	36	56.80%
43	Loan 43	6/10/2019	7/6/2022	Multi-Family	San Antonio	ΤX	4,952,000	2.90%	37	62.92%
44	Loan 44	6/12/2017	7/6/2020	Multi-Family	Winston-Salem	NC	4,675,000	5.95%	37	77.16%
45	Loan 45	12/13/2019	1/6/2022	Multi-Family	Jacksonville	FL	4,644,560	2.90%	25	74.90%
46	Loan 46	6/29/2018	7/6/2020	Mixed Use	Washington	DC	4,404,365	4.65%	25	73.31%
47	Loan 47	5/31/2019	6/6/2022	Multi-Family	Austin	ТΧ	4,275,035	3.50%	37	74.09%
48	Loan 48	11/12/2019	12/6/2021	Self-Storage	Chesapeake	VA	4,225,000	3.15%	25	64.50%
49	Loan 49	12/13/2019	1/6/2022	Multi-Family	Marietta	GA	4,010,000	3.00%	25	77.90%
50	Loan 50	10/10/2018	11/6/2020	Multi-Family	Philadelphia	PA	3,155,897	4.60%	25	79.64%
51	Loan 51	6/5/2018	6/4/2021	Multi-Family	Palatine	IL	2,835,667	4.30%	37	68.50%
	Total / Average						639,366,297	3.55%	34	73.95%

Note: (1) All loan spreads are indexed to one-month LIBOR

### **Consolidated Balance Sheets**

	Ma	rch 31, 2020 <sup>(1)</sup>	December 31, 2019 <sup>(1)</sup>		
		(unaudited)			
ASSETS					
Cash and cash equivalents	\$	11,334,317	\$	10,942,115	
Restricted cash		6,914,097		5,069,715	
Commercial mortgage loans held-for-investment, at amortized cost		639,366,297		635,260,420	
Mortgage servicing rights, at fair value		1,822,458		2,700,207	
Deferred offering costs		26,667		40,000	
Accrued interest receivable		2,423,758		2,342,354	
Other assets		2,129,619		1,547,187	
Total assets	\$	664,017,213	\$	657,901,998	
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LIABILITIES AND EQUITY LIABILITIES:					
		506 416 510		505 020 065	
Collateralized loan obligations, net		506,416,518		505,930,065	
Secured Term Loan, net		39,426,846		39,384,041	
Accrued interest payable		564,106		805,126	
Dividends payable		1,874,166		1,776,912	
Fees and expenses payable to Manager		1,013,000		991,981	
Other accounts payable and accrued expenses		658,436		369,161	
Total liabilities		549,953,072		549,257,286	
COMMITMENTS AND CONTINGENCIES (NOTES 11 & 12)					
EQUITY:					
Common Stock: par value \$0.01 per share; 450,000,000 shares authorized, 24,938,883 and 23,692,164 shares issued and outstanding, at March 31, 2020 and December 31, 2019, respectively		249,344		236,877	
Additional paid-in capital		233,864,573		228,135,116	
Cumulative distributions to stockholders		(124,111,147)		(122,236,981	
Accumulated earnings (deficit)		3,961,871		2,410,200	
Total stockholders' equity		113,964,641		108,545,212	
Noncontrolling interests	\$	99,500	\$	99,500	
Total equity	\$	114,064,141	\$	108,644,712	
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Total liabilities and equity	2	664,017,213	2	657,901,998	

(1) Our consolidated balance sheets include assets and liabilities of consolidated variable interest entities ("VIEs") as the Company was the primary beneficiary of these VIEs. As of March 31, 2020 and December 31, 2019, assets of consolidated VIEs related to Hunt CRE 2017-F1, Ltd. and Hunt CRE 2018-FL2, Ltd. totaled 636,607,029 and \$636,541,489, respectively and the liabilities of consolidated VIEs related to Hunt CRE 2017-FL1, Ltd. and Hunt CRE 2018-FL2, Ltd totaled 506,907,671 and \$506,662,238 respectively. See Note 5 for further discussion.

## **Consolidated Statements of Income**

	Three Months Ended March 31, 2020	Three Months Ended March 31, 2019
Revenues:		
Interest income:		
Commercial mortgage loans held-for-investment	9,165,805	9,904,188
Multi-family loans held in securitization trusts	_	78,361
Cash and cash equivalents	28,167	
Interest expense:		
Collateralized loan obligations	(4,237,889	) (5,446,889
Secured term loan	(780,441	) (329,113
Net interest income	4,175,642	4,206,547
Other income:		
Realized gain (loss) on investments, net	-	(709,439
Change in unrealized gain (loss) on mortgage servicing rights	(877,749	) (379,998
Change in unrealized gain (loss) on multi-family loans held in securitization trusts	-	694,339
Servicing income, net	194,147	248,214
Other income	2	
Total other income (loss)	(683,600	) (146,884
Expenses:		
Management fee	584,821	553,459
General and administrative expenses	765,892	1,466,685
Operating expenses reimbursable to manager	461,121	540,037
Other operating expenses	300,926	37,757
Compensation expense	54,132	50,023
Total expenses	2,166,892	2,647,961
Net income (loss) before provision for income taxes	1,325,150	1,411,702
(Provision for) income taxes	226,521	63,065
Net income (loss)	1,551,671	1,474,767
Dividends to preferred stockholders	(3,750	) (480,472
Deemed dividend on preferred stock related to redemption		(3,093,028
Net income (loss) attributable to common stockholders	\$ 1,547,921	\$ (2,098,733
Earnings (loss) per share:		
Net income (loss) attributable to common stockholders (basic and diluted)	\$ 1,547,921	\$ (2,098,733
Weighted average number of shares of common stock outstanding	24,911,483	23,687,664
Basic and diluted income (loss) per share	\$ 0.06	\$ (0.09
Dividends declared per share of common stock	\$ 0.08	\$ 0.07

GAAP to Core Earnings Reconciliation	Three months Ended	
	March 31, 2020	
Reconciliation of GAAP to non-GAAP Information		
Net Income (loss) attributable to common shareholders	\$	1,547,921
Adjustments for non-core earnings		
Unrealized (Gain) Loss on mortgage servicing rights		877,749
Subtotal		877,749
Other Adjustments		
Recognized compensation expense related to restricted common stock		7,882
Adjustment for (provision for) income taxes		(226,521)
Subtotal		(218,639)
Core Earnings	\$	2,207,031
Weighted average shares outstanding - Basic and Diluted		24,911,483
Core Earnings per weighted share outstanding - Basic and Diluted	\$	0.09

(in 000's)	3/31/2020
Total GAAP liabilities and stockholders' equity	\$664,017
Adjustments for Capitalization	
( - ) Accrued interest payable	(564)
( - ) Dividends payable	(1,874)
( - ) Fees and expenses payable to Manager	(1,013)
( - ) Other accounts payable and accrued expenses	(658)
(+) Other capitalized financing & issuance costs	4,588
HCFT Capitalization	\$664,469

## **Key Definitions**

"<u>Core Earnings</u>" means the net income (loss) attributable to the holders of Common Shares 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) incentive compensation payable to the Manager, (iii) depreciation and amortization, (iv) 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 (v) one-time events pursuant to changes in GAAP and certain material non-cash income or expense items after discussions with the Company's board of directors and approval by a majority of the Company's independent directors.

"<u>Stockholder's Equity</u>" means: (a) the sum of the net proceeds from any issuances of the Company's equity securities (excluding preferred securities solely for purposes of Incentive Compensation but including preferred securities for all other purposes of this Agreement) since inception (allocated on a pro rata daily basis for such issuances during the fiscal quarter of any such issuance; plus (b) the Company's retained earnings at the end of such fiscal quarter (without taking into account any non-cash equity compensation expense or other non-cash items described below incurred in current or prior periods); less (c) any amount that the Company pays for repurchases of its Common Shares; and (d) excluding (i) any unrealized gains, losses or other non-cash items that have impacted the Company's Stockholders' Equity as reported in the Company's financial statements prepared in accordance with GAAP, regardless of whether such items are included in other comprehensive income or loss, or in net income, and (ii) adjustments relating to one-time events pursuant to changes in GAAP and certain other noncash charges after discussions with the Company's board of directors and approval by a majority of the Company's independent directors.

