

## MARKET PROFILE

as of September 5, 2018

**NYSE:** [ABR](#)

**Price:** \$12.09

**Shares Outstanding\*:** 96.3M

**Market Cap:** \$1.16B

**Float:** 63.24M

**3 Mth Avg. Daily Volume:** 1.68M

**52-Week High:** \$12.35

**52-Week Low:** \$7.88

**Annual Dividend:** \$1.00

\*Includes 20.65M OP units.



## RECENT NEWS

### AUGUST 3, 2018

[Arbor Realty Trust Reports Second Quarter 2018 Results and Declares Common Stock Dividend](#)

### JULY 20, 2018

[Arbor Realty Trust Schedules Second Quarter 2018 Earnings Conference Call](#)

### JUNE 14, 2018

[Arbor Realty Trust Closes Tenth Collateralized Securitization Vehicle](#)

## ANALYST COVERAGE

**JMP Securities**  
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**Deutsche Bank Securities Inc.**  
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Stephen Laws  
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**J.P. Morgan**  
Richard Shane  
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## PROFILE

Arbor Realty Trust, Inc. (NYSE:ABR) is a nationwide real estate investment trust and direct lender, providing loan origination and servicing for multifamily, seniors housing, healthcare and other diverse commercial real estate assets. Headquartered in Uniondale, New York, Arbor manages a multibillion-dollar servicing portfolio, specializing in Fannie Mae, Freddie Mac and other government-sponsored enterprises, as well as CMBS, bridge, mezzanine and preferred equity lending. Rated by Standard and Poor's and Fitch Ratings, Arbor is committed to building on its reputation for service, quality and flexibility and dedicated to providing our clients excellence over the entire life of a loan.

## CORPORATE STRATEGY

Arbor Realty Trust is one of the nation's premier real estate finance companies, offering the most comprehensive, customized and creative financing platforms in the commercial real estate industry. Arbor's diversified lending solutions are bolstered by its economic foundation as a real estate investment trust; however, it prides itself on conducting business as not just another mortgage REIT, but as a firm that builds long-term client partnerships with a results-oriented approach that produces innovative and efficient financial solutions. The company has proven it can achieve all of its objectives through the following business strategies:

- Provide customized financing
- Execute transactions rapidly
- Capitalize on Arbor's CLO technology
- Manage and maintain credit quality

**CHIEF FINANCIAL OFFICER**

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**INVESTOR RELATIONS CONTACT**

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**COMPETITIVE STRENGTHS**

- Diverse and comprehensive loan product lineup
- Small balance financing
- Uniquely personalized and customized service
- In-house loan servicing
- Proven and experienced management team
- One-stop shop leveraging off a national origination platform
- Ability to provide creative solutions and rapid execution
- Real estate and product expertise to execute complex transactions

**SECOND QUARTER 2018 HIGHLIGHTS**

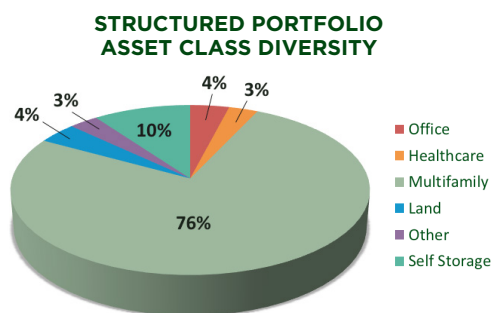
**Agency Business**

- Segment income of \$13.5 million
- Loan originations of \$1.04 billion
- Servicing portfolio of \$17.11 billion, up 3% from 1Q18

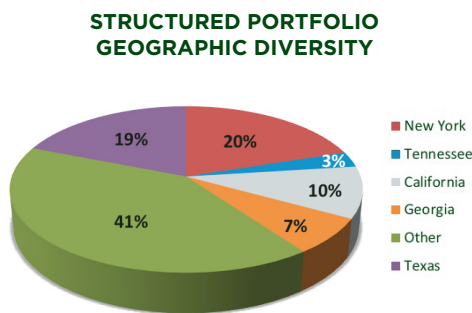
**Structured Business**

- Segment income of \$9.2 million
- Portfolio growth of 13% on \$606.9 million of loan originations
- Closed a tenth collateralized securitization vehicle totaling \$560.0 million with a four-year replenishment period

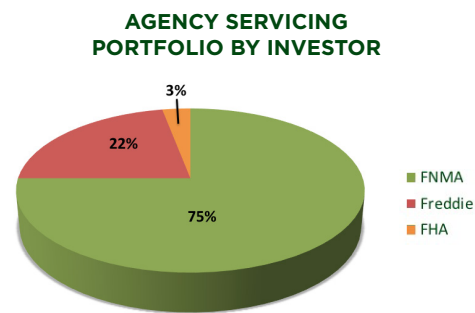
**DIVERSE PRODUCT LINE:** FANNIE MAE FREDDIE MAC FHA BRIDGE CMBS MEZZANINE



As of June 30, 2018



As of June 30, 2018



As of June 30, 2018

**EXECUTIVE MANAGEMENT**

**Ivan Kaufman**  
Chief Executive Officer  
and President

**Paul Elenio**  
Chief Financial Officer  
and Treasurer

**Fred Weber**  
Executive Vice President,  
Managing Director of  
Structured Finance and  
Principal Transactions

**Gene Kilgore**  
Executive Vice President,  
Structured Securitization

**John J. Bishar, Jr., Esq.**  
General Counsel and  
Corporate Secretary

**Andrew Guzewicz**  
Chief Credit Officer

**John Caulfield**  
Chief Operating Officer,  
Agency Lending

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