

## MARKET PROFILE

as of August 10, 2023

**NYSE:** ABR

**Price:** \$16.59

**Shares Outstanding**<sup>(1)</sup>: 199.36M

**Float:** 180.07M

**3 Mth Avg. Daily Volume:** 4.7M

**52-Week High:** \$17.74

**52-Week Low:** \$10.10

**Annual Dividend:** \$1.72

<sup>(1)</sup>Includes 16.29M OP units



## RECENT NEWS

**JULY 31, 2023**

Arbor Realty Trust Expands Presence in Boston, Opening Office in Historically Significant Building

**JULY 28, 2023**

Arbor Realty Trust Reports Second Quarter 2023 Results and Increases Quarterly Dividend to \$0.43 per Share

**JUNE 20, 2023**

Arbor Realty Trust Set to Join S&P SmallCap 600

## ANALYST COVERAGE

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**J.P. Morgan**  
Richard Shane  
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**Keefe, Bruyette & Woods**  
Jade Rahmani  
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**Raymond James & Associates**  
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**Wedbush Securities**  
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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, single-family rental (SFR) portfolios and other diverse commercial real estate assets. Headquartered in Uniondale, NY, Arbor manages a multibillion-dollar servicing portfolio, specializing in government-sponsored enterprise products. Arbor is a leading Fannie Mae DUS® lender and Freddie Mac Optigo® Seller/Servicer. Arbor's product platform also includes CMBS, bridge, mezzanine and preferred equity loans. Rated by Standard and Poor's and Fitch Ratings, Arbor is committed to building on its reputation for service, quality and customized solutions with an unparalleled dedication 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, but it's not just another mortgage REIT. Arbor takes pride in conducting business 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

**COMPETITIVE STRENGTHS**

- Internally managed REIT with a versatile multifamily-centric operating platform and a unique business model, consisting of three primary business platforms:
  - Balance sheet loan origination
  - CSE/Agency loan origination
  - Servicing
- Complementary operating platforms with diversified and recurring income streams with a proven track record for growth
- Capital light GSE/Agency business generating significant earnings and cash flows
- Primary focus on small balance loans in the highly attractive and stable multifamily sector
- Prudent leverage and balance sheet strategy with stable liability structures that are long-dated, nonrecourse and non-mark-to-market
- Cycle tested senior management team with 30+ years of industry experience

**SECOND QUARTER 2023 HIGHLIGHTS**

**Company Highlights**

- Diversified, annuity-based operating platform with a multifamily focus that generates strong distributable earnings and dividends in all cycles
  - GAAP net income of \$0.41 per diluted common share
  - Distributable earnings of \$0.57 per diluted common share, well in excess of our current dividend, representing a 75% payout ratio
  - Declares cash dividend on common stock of \$0.43 per share

**Agency Business**

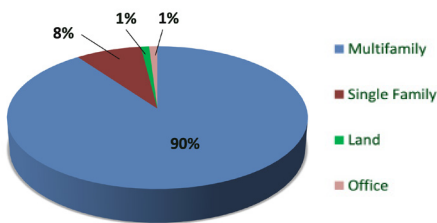
- Agency loan originations of \$1.42 billion and a servicing portfolio of ~\$29.45 billion

**Structured Business**

- Structured loan originations of \$209.1 million and a portfolio of ~\$13.50 billion

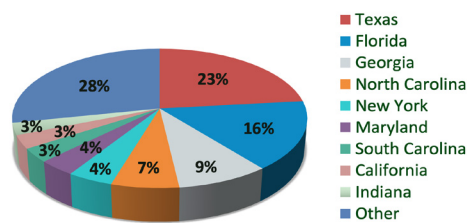
**DIVERSE PRODUCT LINES:** GOVERNMENT-SPONSORED ENTERPRISE PRODUCTS (FANNIE MAE, FREDDIE MAC, FHA)  
CMBS BRIDGE MEZZANINE PRIVATE LABEL SINGLE-FAMILY RENTAL

STRUCTURED PORTFOLIO ASSET CLASS



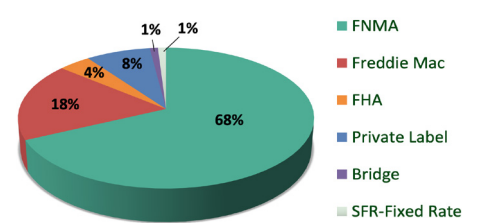
As of June 30, 2023

STRUCTURED PORTFOLIO GEOGRAPHIC LOCATION



As of June 30, 2023

AGENCY SERVICING PORTFOLIO BY INVESTOR



As of June 30, 2023

**EXECUTIVE MANAGEMENT**

**Ivan Kaufman**  
Chairman and Chief Executive Officer

**Paul Elenio**  
Chief Financial Officer

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

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

**Steve Katz**  
Executive Vice President, Chief Investment Officer Residential Financing

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

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