



TiptreeInc.

Company Overview

November 2023

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This presentation has been prepared by Tiptree Inc. and its consolidated subsidiaries ("Tiptree", "the Company" or "we") solely for informational purposes, and not for the purpose of updating any information or forecast with respect to Tiptree, its subsidiaries or any of its affiliates or any other purpose. Tiptree reports a non-controlling interest in certain operating subsidiaries that are not wholly owned. Unless otherwise noted, all information is of Tiptree on a consolidated basis before non-controlling interest. Neither Tiptree nor any of its affiliates makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein and no such party shall have any liability for such information. These materials and any related oral statements are not all-inclusive and shall not be construed as legal, tax, investment or any other advice. You should consult your own counsel, accountant or business advisors. Performance information is historical and is not indicative of, nor does it guarantee future results. There can be no assurance that similar performance may be experienced in the future. All information is as of September 30, 2023 unless otherwise noted.

SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS AND PROJECTIONS

This document contains "forward-looking statements" which involve risks, uncertainties and contingencies, many of which are beyond Tiptree's control, which may cause actual results, performance, or achievements to differ materially from anticipated results, performance, or achievements. All statements contained herein that are not clearly historical in nature are forward-looking, and the words "anticipate," "believe," "estimate," "expect," "intend," "may," "might," "plan," "project," "should," "target," "will," "view," "confident," or similar expressions are intended to identify forward-looking statements. Such forward-looking statements include, but are not limited to, statements about Tiptree's plans, objectives, expectations and intentions. The forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties and other factors, many of which are beyond the company's control, are difficult to predict and could cause actual results to differ materially from those expressed or forecast in the forward-looking statements. Actual results could differ materially from those anticipated in these forward-looking statements as a result of various factors, including, but not limited to those described in the section entitled "Risk Factors" in Tiptree's Annual Report on Form 10-K, and as described in the Tiptree's other filings with the SEC. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as to the date of this release. The factors described therein are not necessarily all of the important factors that could cause actual results or developments to differ materially from those expressed in any of the forward-looking statements. Other unknown or unpredictable factors also could affect the forward-looking statements provided. Consequently, actual performance could be materially different from the results described or anticipated by the forward-looking statements. Given these uncertainties, one should not place undue reliance on these forward-looking statements. Except as required by the federal securities laws, Tiptree Inc. undertakes no obligation to update any forward-looking statements.

In light of the risks and uncertainties inherent in all projections, the inclusion of forward-looking statements and projections in this presentation should not be considered as a representation by us or any other person that our objectives or plans will be achieved. Numerous factors, including those described in Tiptree's Annual Report on Form 10-K or in Tiptree's other filings with the SEC, could cause our actual results to differ materially from those expressed or implied in forward-looking statements.

MARKET AND INDUSTRY DATA

Certain market data and industry data used in this presentation were obtained from reports of governmental agencies and industry publications and surveys. Tiptree Inc. believes the data from third-party sources to be reliable based upon management's knowledge of the industry, but have not independently verified such data and as such, make no guarantees as to its accuracy, completeness or timeliness.

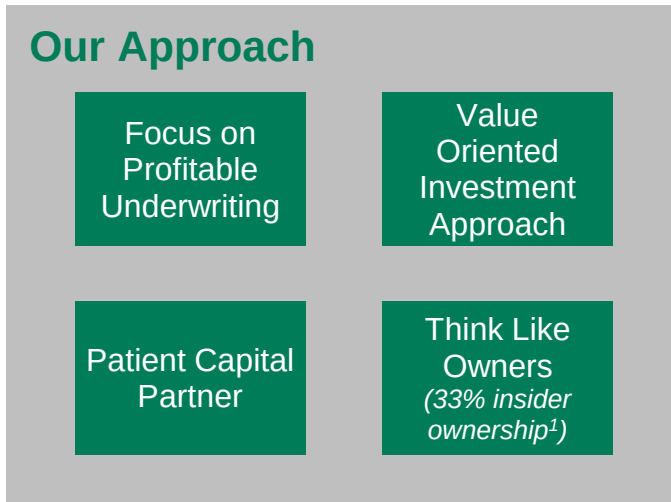
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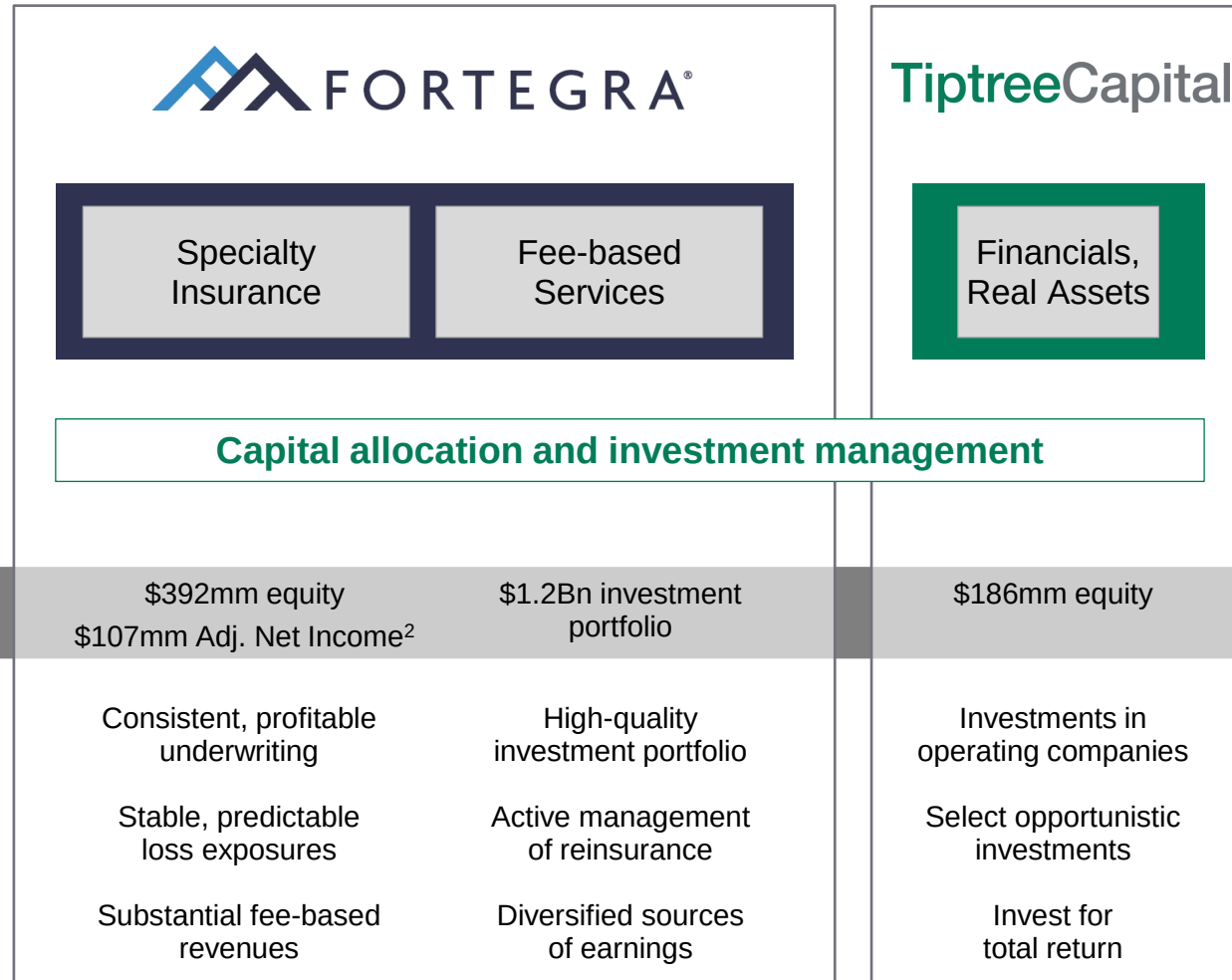
NON-GAAP MEASURES

In this document, financial measures derived from consolidated financial data are sometimes used but not presented in the financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP). Certain of these data are considered "non-GAAP financial measures" under the SEC rules. These non-GAAP financial measures supplement GAAP disclosures and should not be considered an alternative to the GAAP measure. Management's reasons for using these non-GAAP financial measures and the reconciliations to their most directly comparable GAAP financial measures are posted in the Appendix.

(\$ in millions)



- 1 Long-term focus on total shareholder return while generating consistent earnings
- 2 Strong track record of returning capital to shareholders
- 3 Diversified capital allocation strategy with Fortegra as our largest operating business



Combines specialty insurance with investment management to drive attractive risk-adjusted returns

¹ As of October 6, 2023.
² Operating metrics represent Q3'23 last twelve months (LTM). See appendix for reconciliation of non-GAAP measures.

LTM Operating Performance

(\$ in millions)

Q3'23 Capital Allocation & Annual Performance Comparison

Business Lines	Stockholders' Equity ¹	Adjusted Net Income ²	
	Q3'23	Q3'22 LTM	Q3'23 LTM
Fortegra³	\$392.0	\$80.3	\$107.0
- Underwriting & fees		\$70.6	\$82.5
- Investments		\$9.7	\$24.5
Tiptree Capital	\$185.9	\$14.3	\$(0.5)
Corporate	\$(34.3)	\$(28.9)	\$(26.8)
Total Tiptree	\$543.6	\$65.7	\$79.7

Shareholder Total Return (as of September 30, 2023)

	Tiptree	Russell 2000	S&P 500
1 Year	57.5%	9.0%	21.6%
3 Year	52.4%	7.2%	10.2%
5 Year	22.3%	2.4%	9.9%
From Jun'07 ⁴	10.0%	6.3%	8.8%

Q3'23 LTM Highlights

Fortegra: 30.3% Adj. ROAE

- Growth in insurance underwriting and fee revenues
- Combined ratio stabilized
- Expect continued growth in specialty and warranty lines

Tiptree Capital:

- Positive contributions from the investments in the money markets offset by the headwinds in our mortgage business

¹ Represents total stockholders' equity. Total stockholders' equity net of non-controlling interests was \$396.1 million as of September 30, 2023.

² See the appendix for a reconciliation of Non-GAAP metrics including Adjusted net income and Adjusted return on average equity (annualized).

³ Tiptree's ownership and as converted ownership were 79.5% and 70.9%, respectively, as of September 30, 2023 (as converted includes the impact of Fortegra preferred stock, warrants, and employee stock awards).

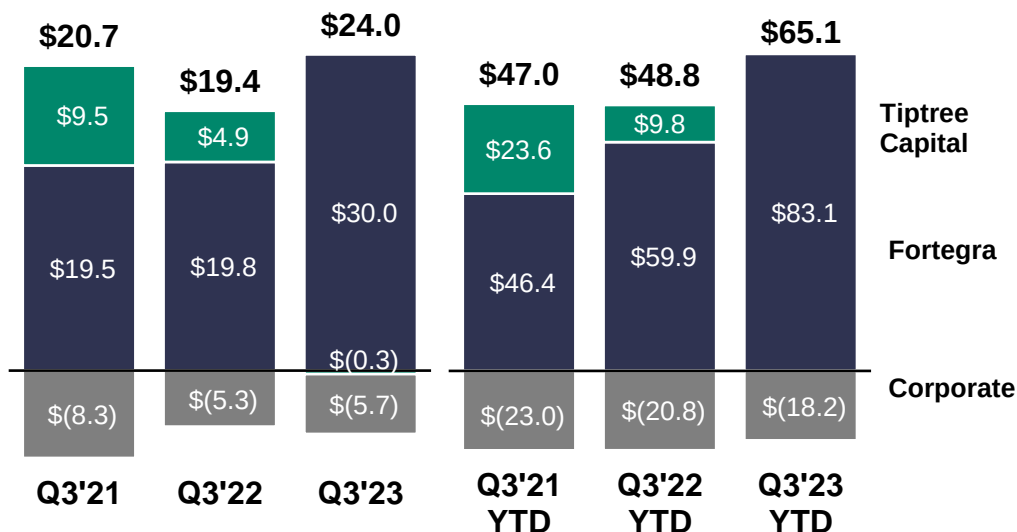
⁴ At Tiptree's founding in 2007, book value per share was \$5.36. Cumulative dividends paid from 2007 to September 30, 2023 represented \$2.99 per share.

2023 Financial Results

(\$ in millions, except per share information)

	Q3'22	Q3'23	Q3'22 YTD	Q3'23 YTD
Total Revenues	\$363.5	\$416.5	\$1,028.2	\$1,202.7
Net income (loss)	\$14.2	\$2.2	\$(9.1)	\$7.1
Diluted EPS	\$0.38	\$0.04	\$(0.26)	\$0.18
Adjusted net income ¹	\$19.4	\$24.0	\$48.8	\$65.1
Adjusted ROAE ¹	14.8%	17.6%	14.2%	16.1%
Total shares outstanding			36.2	36.8
Book Value per share ¹			\$10.68	\$10.78

Adjusted Net Income by business



Key Highlights – Q3'23

Revenues up 19%, excluding the impact of investment gains/losses

- Growth in earned premiums, service fees and investment income
- Improvement in investment portfolio book yield to 3.2%, from 2.0% prior year

Net income of \$2.2mm

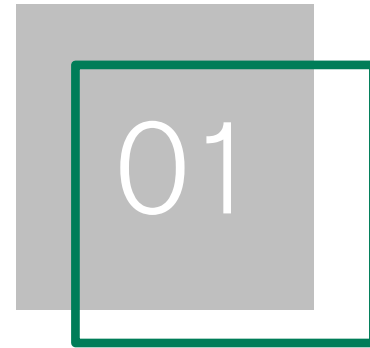
- Growth in insurance operations while maintaining consistent combined ratio
- Positive contributions from mortgage business
- Decrease driven by unrealized investment losses and sale of vessels in 2022

Adj. net income of \$24.0mm, increased by 23.9% versus prior year

- Continued revenue growth and consistent combined ratio at Fortegra

Adj. ROAE of 17.6%, improvement of 14.8% versus prior year

¹ For a reconciliation of Non-GAAP metrics Adjusted net income (before non-controlling interests), Adjusted return on average equity (annualized) and book value per share to GAAP financials, see the Appendix.



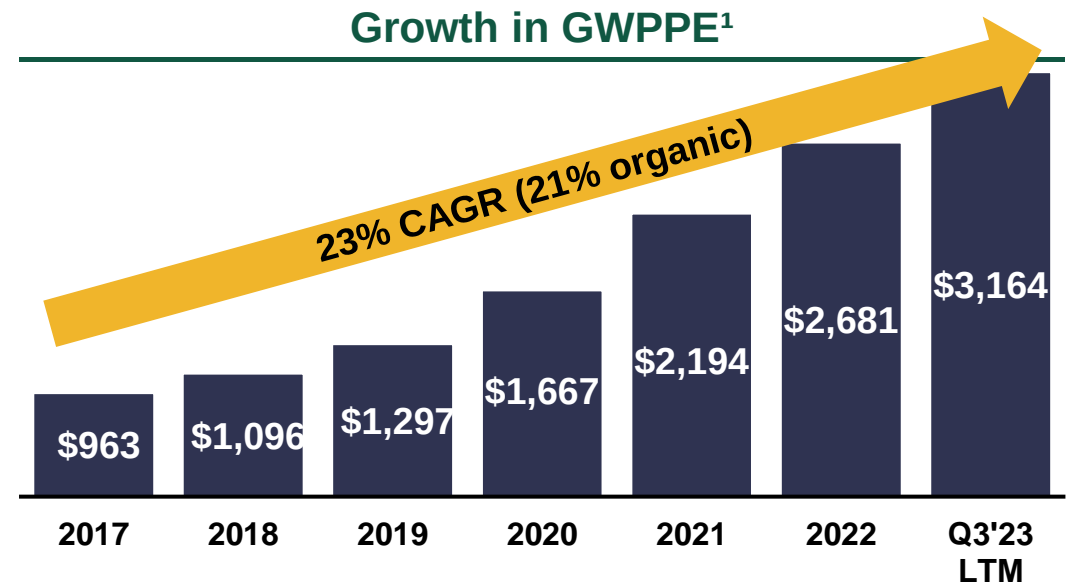
Specialty Insurance Overview

Fortegra Overview

(\$ in millions)

- ✓ Established, growing, specialty insurer that focuses on niche insurance & capital-light fee business.
- ✓ Long standing track record of disciplined and stable underwriting results, generating highly consistent and attractive returns.
- ✓ Underwrite and administer niche or midmarket specialty risks utilizing agent distribution model.
- ✓ Opportunistic allocation of capital through combining insurance underwriting and fee-based revenues.
- ✓ Scalable technology & deep industry expertise provide the foundation to be a global market leader in specialty insurance.

91% 5-year Average Combined Ratio	30% Q3'23 LTM Adjusted ROAE	\$392mm Q3'23 GAAP Equity
A- A.M. Best & KBRA Ratings	95%+ 5-year Agent Persistency Rate	25 years Average Mgmt. Experience



Differentiated approach has led to robust growth, consistent profitability & high cash flows

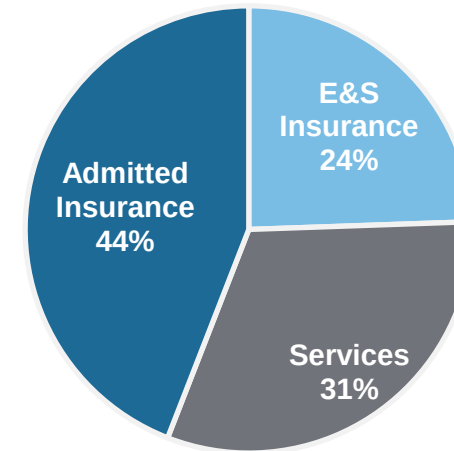
¹ Gross written premium & premium equivalents.

Key Highlights

- ✓ Diversified and complementary business mix focused on underserved specialty insurance markets
- ✓ Agent-centric distribution model leveraging independent & retail agent networks while maintaining economic alignment
- ✓ Complementary mix of underwriting & fee revenue leads to more stable earnings

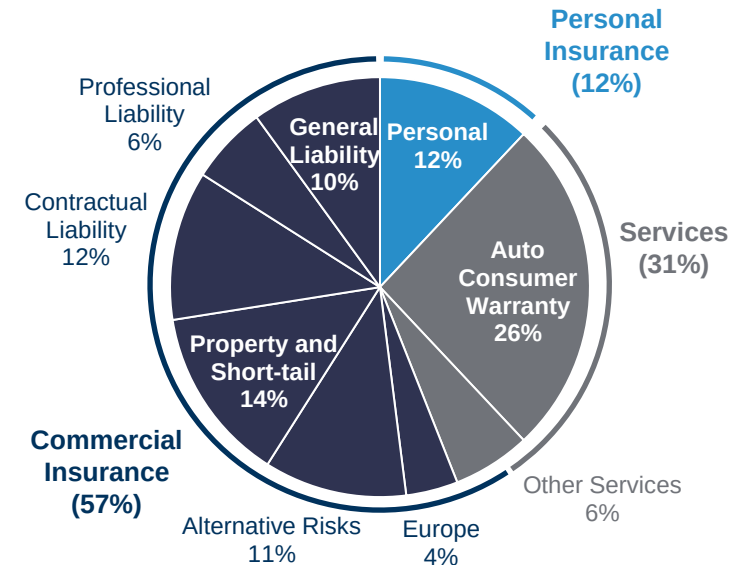
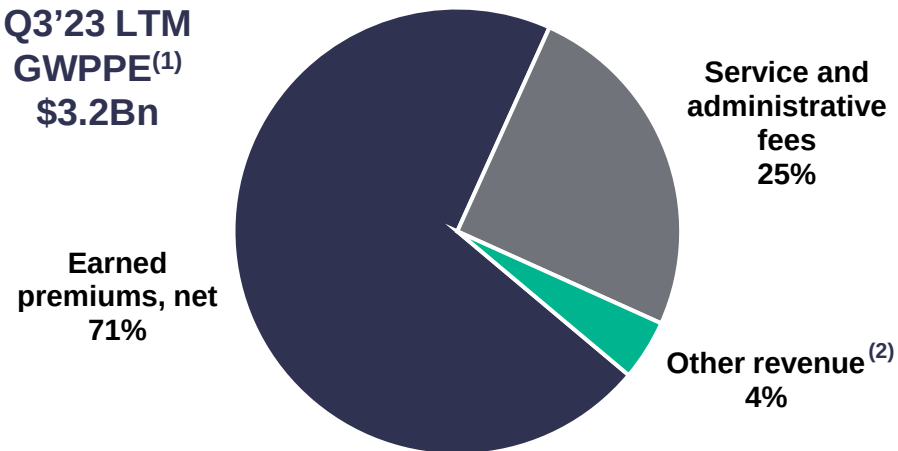
Lines of Business

Q3'23 LTM
GWPPE⁽¹⁾
\$3.2Bn



Diversified Revenue Sources

Q3'23 LTM
GWPPE⁽¹⁾
\$3.2Bn



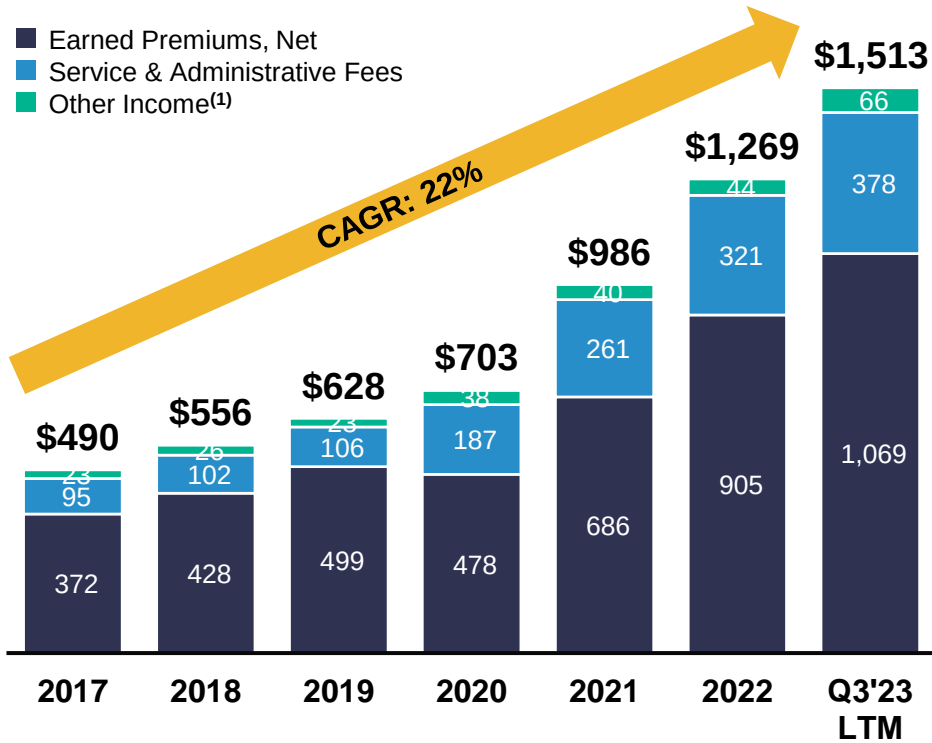
1 Gross written premiums & premium equivalents.

2 Includes ceding commissions, net investment income & other revenue, excluding net realized & unrealized gains (losses).

Fortegra Financial Snapshot

(\$ in millions)

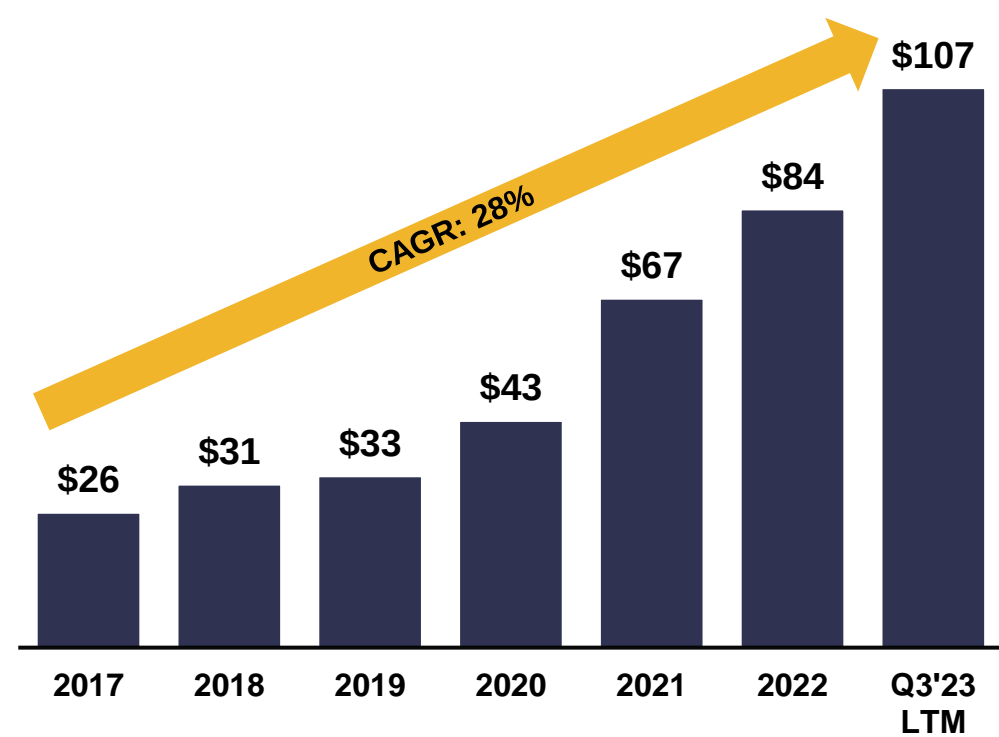
Total Revenues by Revenue Stream



Combined Ratio



Adjusted Net Income²



Adjusted ROAE



Robust top line growth while maintaining disciplined underwriting standards results in consistent, best-in-class profitability

¹ Includes ceding commissions, net investment income, & other revenues, excludes net realized & unrealized gains (losses).
² See appendix for a reconciliation of Adjusted Net Income.

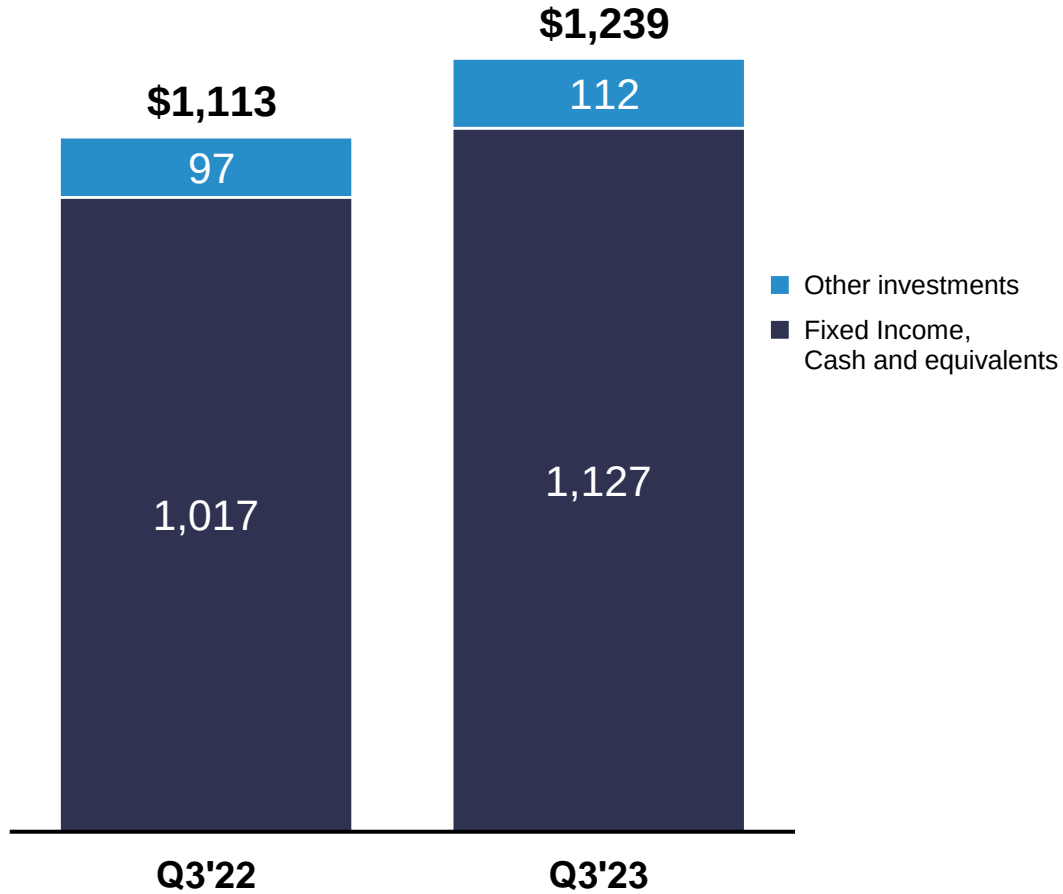
Investment Portfolio

(\$ in millions)

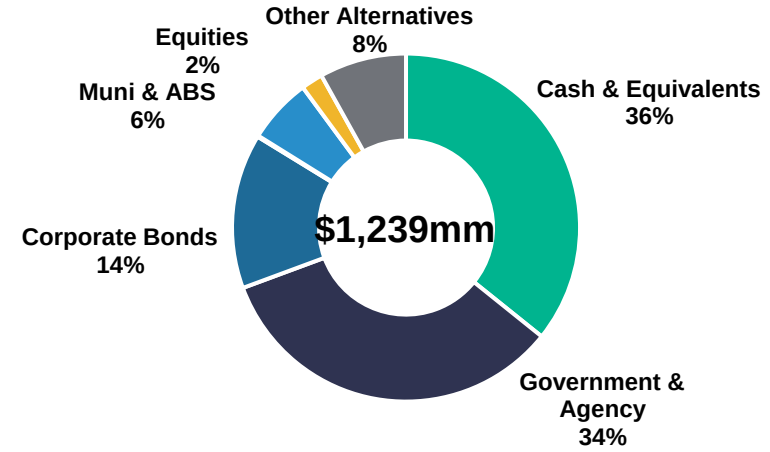
Book yield

2.0%

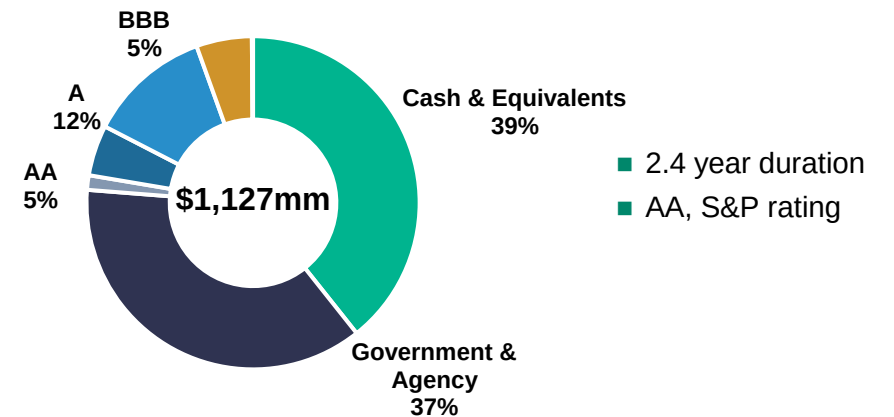
3.2%



Asset Allocation



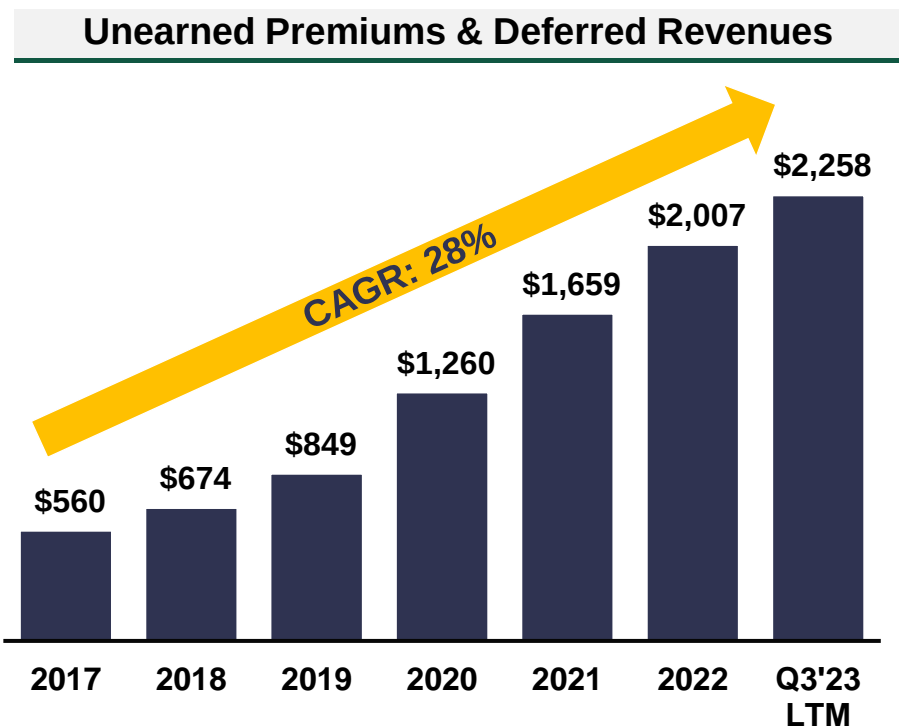
Liquid and Highly-Rated Fixed Income Portfolio



Compelling Growth Story

Maintain & expand existing business lines

- \$2.3Bn UEP & Deferred Revenue
- Target smaller lines with \$2-10mm annual volume



1 Comprehensive offering in growth markets

- Continued E&S market tailwinds – Total market estimated at \$98Bn¹
- Growth in MGA, delegated underwriting authority market share
- Ongoing European expansion

2 Proven track record of winning new business and keeping it

- Underwriters with long-standing relationships – 95%+ agent persistency
- Breadth of offering appeals to agents seeking tailored solutions

3 We make our partners better

- Value-added services enhance agent relationships & performance
- Underwriting expertise augmented by proprietary data science, analytics and technology helps agents grow profitably

Fortegra is well-positioned to capitalize on a substantial opportunity in the insurance industry.

1) Source: [A.M. Best].

TiptreeCapital

02

Tiptree Capital Overview

(\$ in millions)

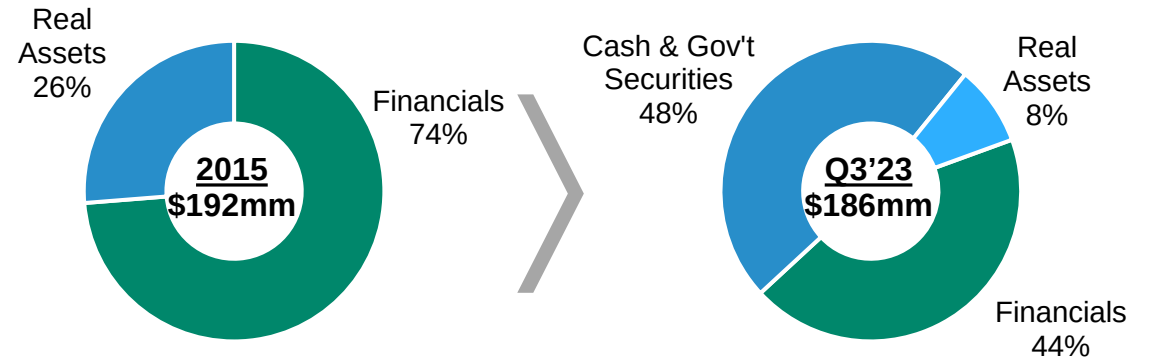
Overview

- Includes Tiptree’s non-insurance operations and investments
- Acquire or invest in diverse companies outside the insurance industry with our balance sheet capital
- Experienced management team with proven ability to source attractive investment opportunities

Strategy

- Managed on a total return basis balancing cash flowing investments and value appreciation
- Invest in businesses that meet the following criteria:
 - ✓ Strong and experienced management teams
 - ✓ Attractive and stable cash returns
 - ✓ Scalable business models with upside potential

Equity Allocation



① Financials

- Insurance ■ Specialty Finance ■ Credit ■ Alternatives
- \$604mm Realized Investments ■ 25.3% IRR ■ 5-9 yr hold periods
- \$162mm Q3'23 equity

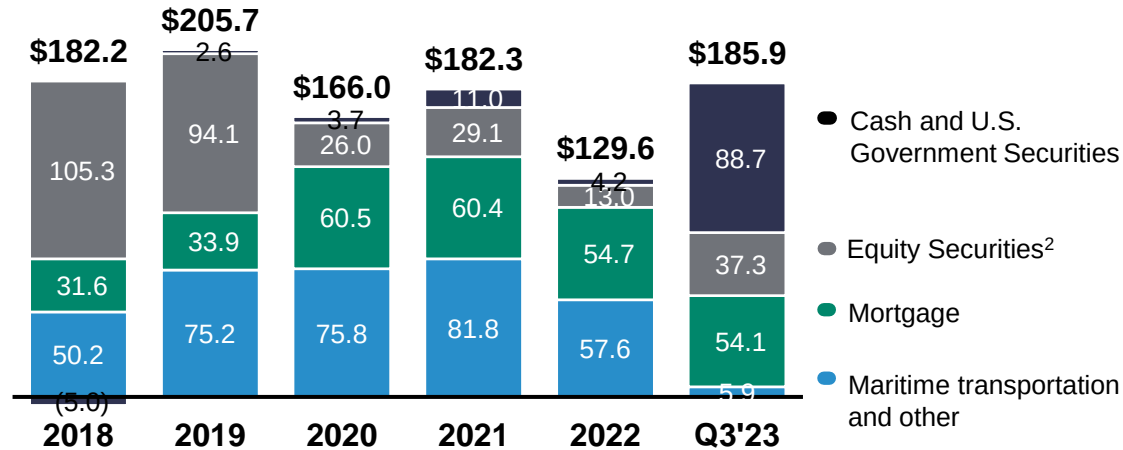
② Real Assets

- Real Estate ■ Infrastructure ■ Shipping
- \$288mm Realized Investments ■ 21.5% IRR ■ 6-8 yr hold periods
- \$24mm Q3'23 equity

Benefiting from a track record of diverse investments with realized gross IRRs in excess of 20%

(\$ in millions)

Equity Capital Allocation



Adjusted net income¹

	2018	2019	2020	2021	2022	Q3'23 LTM
Mortgage	\$(0.1)	\$3.9	\$28.6	\$17.4	\$(4.7)	\$(2.5)
Senior living (Invesque) ²	7.1	8.0	2.0	-	-	-
Maritime transportation	(1.5)	1.7	2.3	10.7	12.7	(1.8)
Other	6.5	4.4	0.2	-	1.0	3.8
Total	\$12.0	\$18.0	\$33.1	\$28.1	\$9.0	\$(0.5)

Key highlights

Mortgage

- Residential mortgage origination company licensed to sell and service with Fannie/Freddie/Ginnie
- Scalable, technology enabled platform generating ~\$1B annual volume
- Growing mortgage servicing portfolio ~\$43mm FMV on balance sheet

Cash & U.S Government Securities

- Invested in U.S Treasuries and money market funds

Equities²

- Long term investments in concentrated group of publicly traded businesses

Maritime transportation

- Invested in shipping sector from 2018-2022
- Exited dry bulk and product tanker investments in 2022 at 45% above carrying value

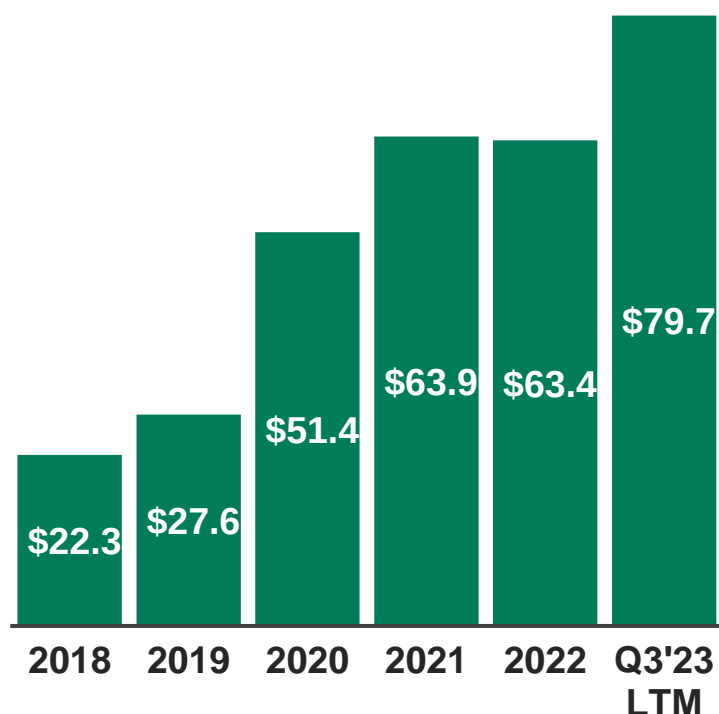
¹ See the appendix for a reconciliation of Adjusted net income to GAAP financials.

² Includes 14.0m of Invesque common shares representing \$5.6 million of balance sheet fair value as of September 30, 2023.

Well Positioned to Deliver on Long-Term Objectives

(\$ in millions, except per share information)

Adjusted Net Income¹



- ☑ Significant opportunities ahead to achieve value creation objectives at Fortegra

- ☑ Continue to focus on long-term shareholder value creation
 - ✓ Invest in existing subsidiaries
 - ✓ Seek new acquisition opportunities
 - ✓ Opportunistic share repurchases
 - ✓ Maintain consistent dividends

¹ See the appendix for a reconciliation of Adjusted net income and Book value per share to GAAP financials.

Appendix

03

Non-GAAP Reconciliations

- Insurance underwriting and fee revenue
- Insurance underwriting and fee margin
- Book value per share
- Adjusted net income

Adjusted Net Income

We define adjusted net income as income before taxes, less provision (benefit) for income taxes, and excluding the after-tax impact of various expenses that we consider to be unique and non-recurring in nature, including merger and acquisition related expenses, stock-based compensation, net realized and unrealized gains (losses) and intangibles amortization associated with purchase accounting. We use adjusted net income as an internal operating performance measure in the management of business as part of our capital allocation process. We believe adjusted net income provides useful supplemental information to investors as it is frequently used by the financial community to analyze financial performance between periods and for comparison among companies. Adjusted net income should not be viewed as a substitute for income before taxes calculated in accordance with GAAP, and other companies may define adjusted net income differently.

We present adjustments for amortization associated with acquired intangible assets. The intangible assets were recorded as part of purchase accounting in connection with Tiptree's acquisition of Fortegra Financial in 2014, Defend in 2019, and Smart AutoCare and Sky Auto in 2020, ITC in 2022 and Premia in 2023. The intangible assets acquired contribute to overall revenue generation, and the respective purchase accounting adjustments will continue to occur in future periods until such intangible assets are fully amortized in accordance with the respective amortization periods required by GAAP.

We define adjusted return on average equity as adjusted net income expressed on an annualized basis as a percentage of average beginning and ending stockholder's equity during the period. We use adjusted return on average equity as an internal performance measure in the management of our operations because we believe it gives our management and other users of our financial information useful insight into our results of operations and our underlying business performance. Adjusted return on average equity should not be viewed as a substitute for return on average equity calculated in accordance with GAAP, and other companies may define adjusted return on average equity differently.

Book value per share

Management believes the use of book value per share provides supplemental information useful to investors as it is frequently used by the financial community to analyze company growth on a relative per share basis.

Insurance – Underwriting and Fee Revenues

We generally manage our exposure to the underwriting risk we assume using both reinsurance (e.g., quota share and excess of loss) and retrospective commission agreements with our partners (e.g., commissions paid are adjusted based on the actual underlying losses incurred), which mitigate our risk. Period-over-period comparisons of revenues and expenses are often impacted by the PORCs and distribution partners' choice as to whether to retain risk, specifically service and administration fees and ceding commissions, both components of revenue, and policy and contract benefits and commissions paid to our partners and reinsurers. Generally, when losses are incurred, the risk which is retained by our partners and reinsurers is reflected in a reduction in commissions paid. In order to better explain to investors the underwriting performance of the Company's programs and the respective retentions between the Company and its agents and reinsurance partners, we use the non-GAAP metrics underwriting and fee revenues and underwriting and fee margin.

We define underwriting and fee revenues as total revenues excluding net investment income, net realized gains (losses) and net unrealized gains (losses), ceding fees, ceding commissions and cash and cash equivalent interest income as reported in other income. Underwriting and fee revenues represents revenues generated by our underwriting and fee-based operations and allows us to evaluate our underwriting performance without regard to investment income. We use this metric as we believe it gives our management and other users of our financial information useful insight into our underlying business performance. Underwriting and fee revenues should not be viewed as a substitute for total revenues calculated in accordance with GAAP, and other companies may define underwriting and fee revenues differently.

Insurance - Underwriting and Fee Margin

We define underwriting and fee margin as income before taxes, excluding net investment income, net realized gains (losses), net unrealized gains (losses), cash and cash equivalent interest income, employee compensation and benefits, other expenses, interest expense and depreciation and amortization. Underwriting and fee margin represents the underwriting performance of our underwriting and fee-based programs. As such, underwriting and fee margin excludes general administrative expenses, interest expense, depreciation and amortization and other corporate expenses as those expenses support the vertically integrated business model and not any individual component of our business mix. We use this metric as we believe it gives our management and other users of our financial information useful insight into the specific performance of our underlying underwriting and fee programs. Underwriting and fee income should not be viewed as a substitute for income before taxes calculated in accordance with GAAP, and other companies may define underwriting and fee margin differently.

Non-GAAP Reconciliations – Underwriting & Fee Revenues & Margin TiptreeInc.

(\$ in thousands, except per share information)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
Total Revenues	\$ 406,779	\$ 327,028	\$ 1,159,900	\$ 903,388
Less: Net investment income	(5,416)	(3,632)	(19,613)	(10,164)
Less: Net realized and unrealized gains (losses)	1,616	6,382	10,602	23,151
Less: Ceding fees	(9,711)	(10,653)	(32,613)	(29,020)
Less: Ceding commissions	(2,440)	(4,023)	(10,761)	(9,886)
Less: Cash and cash equivalent interest income	(3,607)	(428)	(7,827)	(737)
Underwriting and fee revenues - Non GAAP	\$ 387,221	\$ 314,674	\$ 1,099,688	\$ 876,732

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
Income (loss) before income taxes	\$ 35,722	\$ 15,304	\$ 85,584	\$ 39,057
Less: Net investment income	(5,416)	(3,632)	(19,613)	(10,164)
Less: Net realized and unrealized gains (losses)	1,616	6,382	10,602	23,151
Less: Money market interest income	(3,607)	(428)	(7,827)	(737)
Plus: Depreciation and amortization	5,823	4,742	15,955	13,697
Plus: Interest expense	6,260	5,027	18,921	15,166
Plus: Employee compensation and benefits	30,969	22,071	83,292	64,159
Plus: Other expenses	20,295	21,083	69,880	58,521
Underwriting and fee margin	\$ 91,662	\$ 70,549	\$ 256,794	\$ 202,850

	As of September 30,	
	2023	2022
Total stockholders' equity	\$ 543,573	\$ 519,574
Less: Non-controlling interests	(147,482)	(132,295)
Total stockholders' equity, net of non-controlling interests	\$ 396,091	\$ 387,279
Total common shares outstanding	36,750	36,247
Book value per share	\$ 10.78	\$ 10.68

Non-GAAP Reconciliations – Adjusted Net Income

(\$ in thousands)

	Trailing Twelve Months ended September, 2023					Year Ended December 31, 2022					Year Ended December 31, 2021				
	Tiptree Capital				Total	Tiptree Capital				Total	Tiptree Capital				Total
	Insurance	Mortgage	Other	Corporate		Insurance	Mortgage	Other	Corporate		Insurance	Mortgage	Other	Corporate	
Income (loss) before taxes	\$114,677	\$ (3,370)	\$ 7,338	\$(40,626)	\$ 78,019	\$ 68,150	\$ 874	\$ 31,403	\$(46,416)	\$ 54,011	\$ 69,857	\$ 28,407	\$ 17,210	\$(50,132)	\$ 65,342
Less: Income tax (benefit) expense	(33,088)	742	(1,657)	(14,029)	(48,032)	(21,251)	(363)	(5,545)	(23,291)	(50,450)	(18,438)	(4,882)	(1,992)	4,021	(21,291)
Less: Net realized and unrealized gains (losses) ⁽¹⁾	7,798	40	(4,610)	-	3,228	20,347	(7,003)	(18,788)	-	(5,444)	(3,732)	(5,798)	(3,091)	-	(12,621)
Plus: Intangibles amortization ⁽²⁾	16,750	-	-	-	16,750	16,229	-	-	-	16,229	15,329	-	-	-	15,329
Plus: Stock-based compensation expense	1,285	-	(98)	6,688	7,875	2,423	-	-	7,093	9,516	2,006	331	213	8,581	11,131
Plus: Non-recurring expenses ⁽³⁾	4,289	-	140	-	4,429	3,374	-	(729)	2,108	4,753	2,158	-	938	2,171	5,267
Plus: Non-cash fair value adjustments ⁽⁴⁾	(3,550)	-	1	-	(3,549)	(939)	-	3,555	-	2,616	-	-	(3,170)	-	(3,170)
Plus: Impact of tax deconsolidation of Fortegra ⁽⁵⁾	-	-	-	19,239	19,239	1,560	-	-	31,573	33,133	-	-	-	-	-
Less: Tax on adjustments ⁽⁶⁾	(1,121)	57	878	1,916	1,730	(6,061)	1,834	3,731	(467)	(963)	(398)	(624)	655	4,249	3,882
Adjusted net income	\$107,040	\$ (2,531)	\$ 1,992	\$(26,812)	\$ 79,689	\$ 83,832	\$ (4,658)	\$ 13,627	\$(29,400)	\$ 63,401	\$ 66,782	\$ 17,434	\$ 10,763	\$(31,110)	\$ 63,869
Average stockholders' equity	\$353,097	\$ 55,394	\$ 99,129	\$ 23,955	\$531,575	\$321,320	\$ 57,575	\$ 98,373	\$(10,390)	\$466,878	\$300,820	\$ 60,432	\$113,718	\$(88,111)	\$386,859
Adjusted return on average equity	30.3%	(4.6)%	2.0%	NM%	15.0%	26.1%	(8.1)%	13.9%	NM%	13.6%	22.2%	28.8%	9.5%	NM%	16.5%

The footnotes below correspond to the tables above, under “—Adjusted Net Income - Non-GAAP and “—Adjusted Return on Average Equity - Non-GAAP” (annualized).

Adjusted net income is presented before the impacts of non-controlling interests. Tiptree's subsidiary ownership percentage as of September 30, 2023 was Fortegra 79.5%, Tiptree Marine 100%, Reliance (Mortgage) 100%.

(1) Net realized and unrealized gains (losses) added back in Adjusted net income excludes net realized and unrealized gains (losses) from the mortgage segment, those relating to our held-for-sale mortgage originator (Luxury), and unrealized gains (losses) on mortgage servicing rights. In Insurance, for the year ended December 31, 2021, excludes \$5,738 of net realized loss resulting from the impact of a special dividend on certain investment securities.

2) Specifically associated with acquisition purchase accounting. See Note (8) Goodwill and Intangible Assets, net.

(3) For the trailing twelve months, included in other expenses were expenses related to banker and legal fees associated with the acquisitions of Premia and ITC. For the years ended December 31, 2022, 2021, 2020 and 2019 included in other expenses were expenses related to banker and legal fees for the acquisitions of Premia, ITC, Sky Auto and Smart AutoCare, in addition to professional fees associated with preparation of the registration statement for the Fortegra initial public offering, which was withdrawn in 2021.

(4) For the trailing twelve months and the 2022 period, non-cash fair-value adjustments represent a decrease in fair value of the Fortegra Additional Warrant liability which are added-back to adjusted net income. For the 2022 period, maritime transportation depreciation and amortization was deducted as a reduction in the value of the vessel.

(5) For the trailing twelve months, included in the adjustment is an add-back of \$19.2 million related to deferred tax expense from the WP Transaction. For the 2022 period, included in the adjustment is an add-back of \$33.1 million related to deferred tax expense from the WP Transaction.

(6) Tax on adjustments represents the tax applied to the total non-GAAP adjustments and includes adjustments for non-recurring or discrete tax impacts.

Non-GAAP Reconciliations – Adjusted Net Income

	Year Ended December 31, 2020					Year Ended December 31, 2019				
	Tiptree Capital					Tiptree Capital				
	Insurance	Mortgage	Other	Corporate	Total	Insurance	Mortgage	Other	Corporate	Total
Income (loss) before taxes from continuing operations	\$ 26,948	\$ 31,102	\$(61,242)	\$(35,660)	\$(38,852)	\$ 37,030	\$ 2,959	\$ 23,391	\$(34,241)	\$ 29,139
Less: Income tax (benefit) expense	(3,725)	(7,066)	13,624	10,794	13,627	(8,455)	(640)	(4,457)	4,535	(9,017)
Less: Net realized and unrealized gains (losses) ⁽¹⁾	13,804	4,018	67,668	–	85,490	(6,896)	2,056	(6,148)	–	(10,988)
Plus: Intangibles amortization ⁽²⁾	9,213	–	–	–	9,213	7,510	–	–	–	7,510
Plus: Stock-based compensation	2,287	2,482	174	3,172	8,115	2,891	170	–	3,299	6,360
Plus: Non-recurring expenses ⁽⁴⁾	3,418	–	624	758	4,800	1,975	–	202	2,079	4,256
Plus: Non-cash fair value adjustments ⁽⁵⁾	–	–	(2,141)	–	(2,141)	–	–	(153)	–	(153)
Less: Tax on adjustments ⁽⁶⁾	(8,522)	(1,958)	(14,210)	(4,131)	(28,821)	(1,249)	(616)	1,248	1,108	491
Adjusted net income	\$ 43,423	\$ 28,578	\$ 4,497	\$(25,067)	\$ 51,431	\$ 32,806	\$ 3,929	\$ 14,083	\$(23,220)	\$ 27,598
Average stockholders' equity	\$285,760	\$ 47,202	\$138,606	\$(79,092)	\$392,476	\$266,397	\$ 32,785	\$161,133	\$(54,978)	\$405,337
Adjusted return on average equity	15.2%	60.5%	3.2%	NM%	13.1%	12.3%	12.0%	8.7%	NM%	6.8%

	Year Ended December 31, 2018					Year Ended December 31, 2017				
	Tiptree Capital					Tiptree Capital				
	Insurance	Mortgage	Other	Corporate	Total	Insurance	Mortgage	Other	Corporate	Total
Income (loss) before taxes from continuing operations	\$ 14,172	\$ 335	\$(4,059)	\$(30,244)	\$(19,796)	\$ 697	\$ 2,222	\$ 23,243	\$(29,492)	\$(3,331)
Income (loss) before taxes from discontinued operations ⁽³⁾	–	–	57,484	–	57,484	–	–	(6,222)	–	(6,222)
Less: Income tax (benefit) expense	(4,054)	118	(13,241)	9,372	(7,805)	17,817	(678)	(10,169)	7,815	14,786
Less: Net realized and unrealized gains (losses) ⁽¹⁾	11,664	(528)	18,771	–	29,907	16,503	220	(264)	–	16,460
Plus: Intangibles amortization ⁽²⁾	9,077	–	–	–	9,077	11,115	–	–	–	11,115
Plus: Stock-based compensation	3,458	152	–	3,049	6,659	3,513	453	–	2,593	6,560
Plus: Non-recurring expenses ⁽⁴⁾	2,559	–	1,179	(1,380)	2,358	1,657	–	1,837	(392)	3,102
Plus: Non-cash fair value adjustments ⁽⁵⁾	–	–	(56,293)	–	(56,293)	–	–	–	–	–
Less: Tax on adjustments ⁽⁶⁾	(5,605)	(130)	8,227	(1,800)	692	(25,452)	(23)	4,999	(583)	(21,058)
Adjusted net income	\$ 31,271	\$ (53)	\$ 12,068	\$(21,003)	\$ 22,283	\$ 25,851	\$ 2,195	\$ 13,425	\$(20,059)	\$ 21,411
Average stockholders' equity	\$253,244	\$ 31,483	\$114,529	\$(1,238)	\$398,018	\$240,119	\$ 28,353	\$121,650	\$ 3,336	\$393,459
Adjusted return on average equity	12.3%	(0.2)%	10.5%	NM%	5.6%	10.8%	7.7%	11.0%	NM%	5.4%

The footnotes below correspond to the tables above, under "—Adjusted Net Income - Non-GAAP and "—Adjusted Return on Average Equity - Non-GAAP"(annualized).

Adjusted net income is presented before the impacts of non-controlling interests. Tiptree's subsidiary ownership percentage as of September 30, 2023 was Fortegra 79.5%, Tiptree Marine 100%, Reliance (Mortgage) 100%.

(1) Net realized and unrealized gains (losses) added back in Adjusted net income excludes net realized and unrealized gains (losses) from the mortgage segment, those relating to our held-for-sale mortgage originator (Luxury), and unrealized gains (losses) on mortgage servicing rights. For the year ended December 31, 2020, includes \$1,860 of incentive fees paid with respect to specific unrealized and realized gains which are added-back to adjusted net income. For the year ended December 31, 2019, includes \$7,598 gain on sale of our CLO management business.

(2) See Note (8) Goodwill and Intangible Assets, net, in our Form 10-Q for the period ended September 30, 2023.

(3) Includes discontinued operations related to Care. For more information, see Note (4) Dispositions, Assets and Liabilities Held for Sale and Discontinued Operations of 2020 Form 10-K.

(4) In Insurance, included in other expenses were expenses related to banker and legal fees associated with the acquisitions.

(5) Non-cash fair value adjustments represent a decrease in fair value of the Fortegra Additional Warrant liability which are added-back to adjusted net income. Maritime transportation depreciation and amortization was deducted as a reduction in the value of the vessels. For Care the reduction in adjusted net income is related to accumulated depreciation and amortization, and certain operating expenses.

(6) Tax on adjustments represents the tax applied to the total non-GAAP adjustments and includes adjustments for non-recurring or discrete tax impacts.

Tiptree Capital – Realized Investment IRR%

(\$ in millions)

Category	Investments	Invested Capital ⁽¹⁾	Realized Investment	MOIC	IRR %
Financials	Realized: MFCA, Telos, PFG, Siena, CLO sub-notes, hedges, Luxury	\$ 310.1	\$ 604.3	1.9x	25.3%
	Unrealized: Reliance, credit investment	161.5	-	-	-
Real Assets	Realized: Star Asia, Care	179.9	288.2	1.6x	21.5%
	Unrealized: Invesque, Marine	24.4	-	-	-
Tiptree Capital	Realized	\$ 490.0	\$ 892.5	1.8x	24.5%
	Unrealized	\$ 185.9	-	-	-

All Figures above presented before corporate taxes and corporate expenses.

Invested Capital: Represents initial purchase consideration plus subsequent contributions (if applicable).

Realized Investment: Represents total realized proceeds including cash distributions and cash or marketable securities received upon realization event.

MOIC: Represents multiple on Invested Capital which is the ratio of Realized Investment to Invested Capital.

IRR %: Represents the internal rate of return on invested capital based on the realized proceeds of cash or marketable securities and including the timing of contributions and distributions. Our IRR calculation may differ from those used by others. Past performance is not indicative of future results.

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