



September 15, 2025

Franklin BSP Realty Trust

NewPoint Acquisition Overview

Important Information

The information herein relates to the Company's business and financial information as of June 30, 2025 and does not reflect subsequent developments.

Risk Factors

Investing in and owning our common stock involves a high degree of risk. For a discussion of these risks, see the section entitled "Risk Factors" in our Annual Report on Form 10-K filed with the SEC on February 26, 2025, and the risk disclosures in our subsequent periodic reports filed with the SEC, including its Quarterly Report on Form 10-Q for the quarter ended June 30, 2025.

Forward-Looking Statements

Certain statements included in this presentation are forward-looking statements. Those statements include statements regarding the intent, belief or current expectations of Franklin BSP Realty Trust, Inc. ("FBRT" or the "Company") and may include the assumptions on which such statements are based, and generally are identified by the use of words such as "may," "will," "seeks," "anticipates," "believes," "estimates," "expects," "plans," "intends," "should" or similar expressions. Actual results may differ materially from those contemplated by such forward-looking statements. Factors that could cause actual outcomes to differ materially from our forward-looking statements include macroeconomic factors in the United States including inflation, changing interest rates and economic contraction, impairments in the value of real estate property securing our loans or that we own, the extent of any recoveries on delinquent loans, and the financial stability of our borrowers, and the other factors set forth in the risk factors section of our most recent Form 10-K and Form 10-Q. The extent to which these factors impact us and our borrowers will depend on future developments, which are highly uncertain and cannot be predicted with confidence. Further, forward-looking statements speak only as of the date they are made, and we undertake no obligation to update or revise forward-looking statements to reflect changed assumptions, the occurrence of unanticipated events or changes to future operating results over time, except as required by law.

Additional Important Information

The summary information provided in this presentation does not purport to be complete and no obligation to update or otherwise revise such information is being assumed. Nothing shall be relied upon as a promise or representation as to the future performance of the Company. This summary is not an offer to sell securities and is not soliciting an offer to buy securities in any jurisdiction where the offer or sale is not permitted. This summary is not advice, a recommendation or an offer to enter into any transaction with us or any of our affiliated funds. There is no guarantee that any of the goals, targets or objectives described in this summary will be achieved.

The information contained herein is not intended to provide, and should not be relied upon for, accounting, legal, ERISA or tax advice or investment recommendations. Investors should also seek advice from their own independent tax, accounting, financial, ERISA, investment and legal advisors to properly assess the merits and risks associated with their investment in light of their own financial condition and other circumstances. The information contained herein is qualified in its entirety by reference to our most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q. You may obtain a copy of the most recent Annual Report or Quarterly Report by calling (844) 785-4393 and/or visiting www.fbrtreit.com.

This presentation contains information regarding FBRT's financial results that is calculated and presented on the basis of methodologies other than in accordance with accounting principles generally accepted in the United States ("GAAP"), including Distributable Earnings. Please refer to the appendix for the reconciliation of the applicable GAAP financial measures to non-GAAP financial measures.

PAST PERFORMANCE IS NOT A GUARANTEE OR INDICATIVE OF FUTURE RESULTS. INVESTMENTS INVOLVE SIGNIFICANT RISKS, INCLUDING LOSS OF THE ENTIRE INVESTMENT. There is no guarantee that any of the estimates, targets or projections illustrated in this summary will be achieved. Any references herein to any of the Company's past or present investments, portfolio characteristics, or performance, have been provided for illustrative purposes only. It should not be assumed that these investments were or will be profitable or that any future investments will be profitable or will equal the performance of these investments. There can be no guarantee that the investment objective of the Company will be achieved. Any investment entails a risk of loss. An investor could lose all or substantially all of his or her investment. Please refer to our most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q for a more complete list of risk factors. The following slides contain summaries of certain financial information about the Company. The information contained in this presentation is summary information that is intended to be considered in the context of our filings with the Securities and Exchange Commission and other public announcements that we may make, by press release or otherwise, from time to time.

Transaction Overview:
NewPoint Real Estate
Capital

01

NewPoint Strategic Rationale

This Transaction Adds Capital-Light Businesses and Long-Term Assets to FBRT

1

Agency Licenses

Provides highly sought-after Agency licenses allowing FBRT to directly originate Agency loans

2

CRE Servicing

Enhances income stability, predictability and duration through a scaled servicer.
Enables FBRT to service Agency loans, third party CRE loans and FBRT originated loans

3

Strategic Growth

Creates a natural expansion of FBRT's core competency in multifamily lending.
Strategically positions FBRT to grow and diversify product lines within this high conviction sector

4

Book Value per Share Growth

Adds mortgage servicing rights ("MSR") as a long-term asset on FBRT's balance sheet.
Provides a potential avenue for recurring BVPS growth, delivering long-term value to FBRT's stockholders

Expanding FBRT's Multifamily Lending Capabilities with NewPoint

FBRT is a One Stop Shop Supporting the Entire Multifamily Lending Lifecycle

Loan Type	FBRT Capabilities			
	Pre-Acquisition		Post-Acquisition	
	Originations	Servicing	Originations	Servicing
Construction Loans (2-3 years)	✓	✗	✓	✓
Transitional Loans (2-3 years)				
Lease Up	✓	✗	✓	✓
Value Add	✓	✗	✓	✓
Stabilized Bridge	✓	✗	✓	✓
CMBS Loans (5-10 years)	✓	✗	✓	✓
Agency Loans (5-10 years)				
Fannie Mae	✗	✗	✓	✓
Freddie Mac	✗	✗	✓	✓
Ginnie Mae (HUD)	✗	✗	✓	✓

NewPoint Disclosure

NewPoint Guidelines			
	1H 2025	FY 2025	FY 2026
Agency/FHA Volume	\$1.9B	\$4.0B - \$4.5B	\$5.0B - \$6.0B
GAAP Net Income	\$15M	\$23M - \$27M	\$35M - \$45M
Distributable Earnings	\$10M	\$13M - \$17M	\$22M - \$28M

Additional Guidelines

- NewPoint's **earnings contribution** to FBRT **should grow meaningfully over time** as its income is directly correlated to the cumulative Agency/FHA origination volume and MSR portfolio
- **NewPoint's MSR Portfolio details as of June 30, 2025:**
 - Value is approximately \$217M
 - Implied life of 6.8 years
 - Weighted average origination year of the Agency/FHA portfolio is 2021
 - NewPoint Agency/FHA originations should outpace NewPoint Agency/FHA payoffs for the next 8-12 quarters which increases FBRT's MSR portfolio
 - Received \$0.5B, \$0.3B and \$0.5B of payoffs in 2023, 2024 and 1H2025, respectively
- We expect NewPoint to be **accretive from a GAAP earnings and book value** per share standpoint in the first half of 2026 and in the second half of 2026 for Distributable Earnings

Note: Our guidelines are based on the current projections of the federal funds rate. NewPoint historical numbers are unaudited.

Accounting for Agency Loan Origination

Origination

- NewPoint originates Agency loan

At Rate Lock

Balance Sheet

- Record derivative asset for est. originated MSR, any orig. fee and premium
- Record CECL Reserve for Fannie Mae loss sharing

Income Statement

- Record revenue on est. originated MSR, origination fee and premium
- Record CECL reserve provision

At Funding

Balance Sheet

- Record cash received for any origination fee
- Record funded loan and reclassified MSR and premium to *Commercial Mortgage Loan, Held-for Sale*
- Record short-term warehouse financing

Income Statement

- Record relevant interest income and interest expense

At Sale

Balance Sheet

- Record cash received for any premium on sale
- Reclass MSR to *Mortgage Servicing Rights*
- Remove the sold loan and related warehouse financing

Distributable Earnings

From GAAP Net Income, remove:

- Originated MSR
- MSR amortization expense
- CECL reserve for Fannie Mae loss sharing provision