

## EUROCASTLE INVESTMENT LIMITED

Q2 2018 Supplement



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The opinions and statements presented herein are based on general information gathered at the time of writing and are subject to change without notice.



#### Eurocastle (ECT:NA) is a publicly traded European company and a leading investor in Italian distressed debt and real estate

- Active in largest NPL market in Europe with significant investments in:
  - 1. doBank Group largest third party Italian NPL servicer, listed on Milan stock exchange under ticker DOB:IM
  - 2. Italian NPLs including two of the three largest NPL transactions in Italy since the financial crisis
  - 3. Italian RE Funds
- Dividend paying company with 100%+ payout ratio(1)

€264B GBV Addressable Market in Italy<sup>(2)</sup>

€507M

Equity Invested in Italian Investments<sup>(4)</sup>

€495M

(€9.38ps) Q2 2018 NAV<sup>(7)</sup> 13%

Annualised Total Return on NAV Since 2013<sup>(8)</sup>

~€25B

Italian NPL Portfolio Interests<sup>(3)</sup> €429M

Distributions to Shareholders since 2013<sup>(5)</sup> €345M

Current Market Cap. (6) €0.15ps

(€7.2 M) Q2 2018 Dividend<sup>(9)</sup>

- Distribution policy seeks to distribute 100% of NFFO realised in cash plus 50% of available capital that has not been committed or designated for specific investments six months after each half year end (subject to the applicable legal requirements and reserves for working capital, distributions and expenses).
- 2) Represents the outstanding balance of NPLs, Unlikely to pay loans ("UtPs") and past due Loans (as at the end of 2017). Source: PWC: The Italian NPL Market What's next? (June 2018).
- GBV at acquisition of all portfolios in which Eurocastle has an interest.
- 4) From May 2013. Includes (i) €64.7 million of deferred purchase price on FINO payable over the next few years, (ii) a remaining unfunded estimated investment at €0.4 million in RE Fund Investment V.
- 5) Represents total distributions to shareholders since the May 2013 Offering when the Company announced its new strategy including (i) €220.1 million of dividends, or €4.175 per share (includes Q2 dividend declared and to be paid in August 2018), (ii) €199 million of capital distributions executed through the Q2 2016, Q4 2017 and Q3 2018 share tenders and (iii) the Q1 2018 capital distribution of €9.5 million, €0.18 per share paid in May 2018.
- (6) Market Capitalisation as of 9 August 2018 based on a closing share price of €7.24 per share on 47.7 million voting shares outstanding.
- 7) NAV for Q2 2018 is before deducting (i) €40 million share tender settlement proceeds paid on 6 August 2018, and (ii) the second quarter 2018 dividend of €0.15 per share declared and to be paid in August 2018. Q2 NAV per share throughout this presentation is based on 52.7 million voting shares outstanding (i.e. excluding shares held in treasury) at 30 June 2018.
- 8) Represents annualised total return on NAV: an increase of (i) Q2 2018 NAV of €9.38 per share and total distributions paid of €4.205 per share from 2013 to Q2 2018 over (ii) May 2013 cap raise price of €7.25 per share.
- (9) Q2 2018 dividend declared and to be paid in August 2018. Estimated dividend of €7.2 million based on 47.7 million outstanding voting shares post August 2018 share tender. Actual nominal amount of dividend will be determined based on the total voting shares outstanding on 17 August 2018 (Q2 2018 dividend record date) which will be dependent on the amount of shares that will be bought back under the open market buy-back programme that commenced on 6 August 2018.



## **Great Long Term Performance**

Eurocastle has outperformed the market since the adoption of its new strategy in 2013, and subsequent 2015 offering

**Since 2013** *Since* 2015 capital raise €421 million €312 million **Capital Raised**  $(at \in 7.70ps)^{(1)}$ (at €7.85ps) **Equity Deployed / Committed** €507 million €436 million Vs Main EU Indices<sup>(8)</sup> €429 million<sup>(2)</sup> €400 million<sup>(3)</sup> **Distributions to Shareholders** *Since* 2013 **Since 2015**  $9.4\%^{(4)}$  $9.8\%^{(6)}$ 8.5% 2.3% Annualised Total Return on Share Price 1.9% 7.6%  $13.1\%^{(5)}$  $16.4\%^{(7)}$ **Annualised Total Return on NAV** 

- Represents annualised total return on NAV: a decrease of (i) Q2 2018 NAV of €9.38 per share and total dividends paid of €4.205 per share from 2013 to 2017 over (ii) May 2013 cap raise price of €7.25 per share.
- Represents annualised total return on share price based on an increase of (i) June 30, 2018 share price of €7.24 per share and total dividends paid of €3.33 per share from April 2015 to Q2 2018 over (ii) April 2015 cap raise price of €7.85 per share.
- Represents annualised total return on NAV: an increase of (i) Q2 2018 NAV of €9.38 per share and total dividends paid of €3.33 per share from April 2015 to Q2 2018 over (ii) April 2015 cap raise price of €7.85 per share.
- Annualised Total Return (excluding reinvestment of dividends) for FTSE Italia All Share (Italy) and EuroSTOXX 600 (Europe). Source: Bloomberg. "Since 2013" covers May 2013 30 June 2018 whilst "Since 2015" covers 3 April 2015 - 30 June 2018.

Represents the average of €109 million raised at €7.25 in May 2013 and €312 million raised at €7.85 in April 2015.

Represents total distributions to shareholders since the May 2013 Offering when the Company announced its new strategy including (i) €220.1 million of dividends, or €4.175 per share (includes Q2 dividend of €0.15 per share declared and to be paid in August 2018), (ii) €199 million of capital distributions executed through the Q2 2016, Q4 2017 and Q3 2018 share tenders, (iii) the Q1 2018 capital distribution of €9.5 million, or €0.18 per share, declared and paid in May 2018.

Represents total distributions to shareholders since the April 2015 Offering including (i) €191.6 million of dividends, or €3.30 per share (includes Q2 dividend of €0.15 per share declared and to be paid in August 2018), (ii) €199 million of capital distributions executed through the Q2 2016, Q4 2017 and Q3 2018 share tenders, (iii) the Q1 2018 capital distribution of €9.5 million, or €0.18 per share, declared and paid in May 2018.

Represents annualised total return on share price based on an increase of (i) June 30, 2018 share price of €7.24 per share and total dividends paid of €4.205 per share from 2013 to Q2 2018 over (ii) May 2013 cap raise price of €7.25 per share.



# Q2 2018 – Highlights & Subsequent Events

## Corporate Activities

- On 6 August, completed €40 million share tender, repurchasing ~9.5% of shares at 15% discount to Q2 '18 NAV and 11% premium to share price<sup>(1)</sup>
- Implemented ECT's first open market buyback program for initial €3 million up to November 2018

## doBank Update

- Announced new 3 year business plan and corporate restructuring project<sup>(2)</sup> to support the group's growth
  - New guidance targets EBITDA CAGR to 2020 of over 15%
- International expansion started with new landmark contract on €1.8bn GBV portfolio of Greek NPEs (3)
- Reported strong financial performance with H1 EBITDA of €34 million, up 13% vs. H1 2017

## Investment Activity

- In May, acquired for ~€8 million an interest in a pool of distressed loans to a single borrower with GBV of ~€81 million
- Currently shortlisted on 3 portfolios with combined GBV of up to €10.3 billion

<sup>(1)</sup> Calculated on a share price of €7.22 per share at the time of Tender Offer announcement (2 July 2018)

Subject to regulatory approvals.

<sup>(3)</sup> Non-Performing Exposures ("NPEs") comprise non performing loans ("NPLs") and unlikely to pay loans ("UtPs").

- Eurocastle's business is made up of three key segments
- Q2 NAV of €495 million or €9.38 per share

doBank Group <sup>(2)</sup>	2 Italian NPLs	Italian RE Funds	Net Corporate  Cash / Other		
Largest third party NPL servicer in Italy with €87 bn AUM (DOB:IM)	23 loan pools; Interest in €25 bn GBV of NPLs <sup>(3)</sup>	Three Italian Real Estate Funds	After reserving for all outstanding commitments <sup>(6)</sup>		
20 mm DOB shares @ €11.30 ps (as at 30 June 2018) H1 2018 EBITDA: €34.1 mm	Target IRR ~15–20%	Target IRR 20%+		Total	Pro forma for €40 mm Share Tender (€0.15 ps accretion)
NAV €227 mm	NAV €163 mm <sup>(4)</sup>	NAV €28 mm <sup>(5)</sup>	NAV €77 mm <sup>(6)</sup>	€495 mm	€455 mm
€4.30 ps	€3.09 ps	€0.53 ps	€1.46 ps	€9.38 ps	€9.53 ps <sup>(8)</sup>
46% of NAV	33% of NAV	6% of NAV	15% of NAV		
		•	to €50 mm to be returned to areholders mainly in Q3 <sup>(7)</sup>		

<sup>(1)</sup> As of 30 June 2018.

<sup>2)</sup> Eurocastle owns 25.5% of the Group (51.1% together with other Fortress Affiliates).

<sup>(3)</sup> GBV at acquisition of all portfolios in which Eurocastle has an interest including one performing and sub-performing loan pool and one distressed loan transaction.

<sup>4)</sup> NAV includes €64.7 million of an unfunded committed investment relating to the deferred purchase price on FINO which is payable over the next few years.

NAV Includes a remaining unfunded estimated investment of €0.4 million in Real Estate Fund Investment V reallocated from net corporate cash.

<sup>(6)</sup> Net Corporate Cash deducts amounts listed in footnotes 4 and 5.

<sup>7)</sup> Includes €40 million returned through the Q3 2018 share tender, approximately €7.2 million to be distributed through the Q2 2018 dividend payable in August 2018 and up to €3 million to be returned through the open market buy-back programme which expires in November 2018.

<sup>8)</sup> Calculated on 47.7 million voting shares outstanding post €40 million share tender which closed on 6 August 2018.



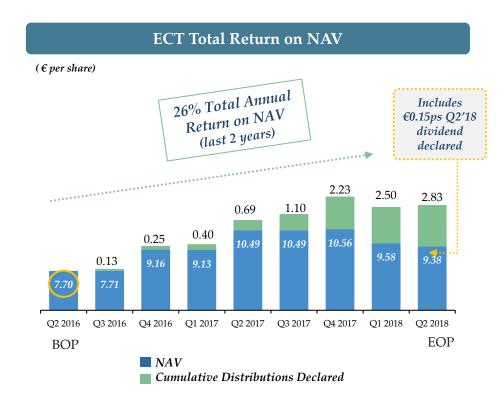
- NAV<sup>(1)</sup> €494.7 million, or €9.38 per share, after having paid the Q1 2018 distribution of €0.33 per share
- Normalised FFO €7.3 million, or €0.14 per share (€0.15 per share pro forma for recent share tender)
- <u>Dividend</u> of €0.15 per share, or approximately €7.2 million<sup>(2)</sup>, declared and to be paid in August

€7.2<sup>(2)</sup>

Share Tender increases Pro Forma Q2 NAV per share by ~1.5% and Q2 NFFO per share by ~10.5%

#### Proforma O1 2018 Q2 2018 for Share Actual (€ *ps*) (€mm) (€ *ps*) (€mm) (€ ps) $NAV^{(1)}$ €9.53 €505.1 €9.58 €494.7 €9.38 **Normalised FFO** €7.3 €0.14 €7.3 €0.14 €0.15

**ECT Financial Performance** 



 $<sup>(1) \</sup>quad NAV \ is \ before \ deducting \ \ \, \\ 60.15 \ per \ share \ of \ second \ quarter \ dividend \ declared \ and \ to \ be \ paid \ in \ August \ 2018.$ 

€0.33

€17.4

**Distributions** 

<sup>2)</sup> Calculated on 47.7 million voting shares outstanding post August 2018 million share tender. Actual nominal amount of dividend will be determined based on the total voting shares outstanding on 17 August 2018 (Q2 2018 dividend record date) which will be dependent on the amount of shares that will be bought back under the open market buy-back programme that commenced on 6 August 2018.



- 1.8x multiple to date<sup>(1)</sup>, expect to generate 15 20% IRR over the life of investments<sup>(2)</sup>
- Strong realisations to date totaling 96% of invested amount

	Performance by Investment Type – as of 30 June 2018					
	(€ mm)	Equity Allocated	LTD Cash Flow to ECT <sup>(3)</sup>	Net Basis	Q2 2018 NAV	Investment Multiple to date
1	doBank Servicing Group	158.4	199.2	(40.8)	226.9	
2	NPLs	277.0	184.5	92.5	162.9 <sup>(4)</sup>	
3	Real Estate Funds	67.4	86.1	(18.7)	28.0 <sup>(5)</sup>	
	Other (Fully Realised)	4.0	14.7	(10.7)	-	
	Total Italian Investments	€506.8	€484.5	€22.3	€417.8 €7.92 <i>ps</i>	1.8x <sup>(1)</sup>
			Net Corpora	nte Cash	76.9 <sup>(6)</sup>	
			ECT Q2 NA	V	€494.7 €9.38ps	

<sup>(1)</sup> Represents gross investment multiple achieved by the Company on the Italian investments before corporate costs based on cash flows received of €484.5 million and current NAV of €417.8 million over equity of €506.8 million.

<sup>(2)</sup> Gross projected return figures are based on a variety of estimates and assumptions, actual results may vary materially, and estimated future gains and current appreciation may not be actually realised. Please see the Disclaimers at the front of the presentation for additional information concerning the above projections.

Life to date cash flow to ECT excludes a further €9.6 million that has been generated and is currently held at the investment level (and therefore included in their respective NAVs) comprising (i) €0.5 million from the doBank Group retained in the investment structure as working capital and (ii) €9.1 million from NPLs.

NAV of NPLs includes the unfunded committed investment of €64.7 million of deferred purchase price on FINO payable over the next few years

NAV of Real Estate Funds includes a remaining unfunded estimated investment of €0.4 million in Real Estate Fund Investment V.

<sup>6)</sup> NAV of Net Corporate Cash deducts amounts listed in footnotes 4 and 5.



### 26% interest in largest third party NPL servicer in Italy with €87 bn AUM (DOB:IM)

- In June announced new restructuring project and 3 year business plan
  - Re-organising doBank group, separating banking licence to optimize capital structure (subject to regulatory approvals)
  - Targeting EBITDA CAGR to 2020 of over 15%
- International expansion started with new landmark contract on €1.8 billion GBV portfolio of NPEs<sup>(1)</sup> with four of the main Greek banks its first contract in a market of more than €90 billion GBV of NPEs
- Continues to deliver strong operational results:
  - H1 EBITDA of €34 million, up 13% vs. H1 2017 with EBITDA margin improving by 3% driven mainly by cost efficiencies

doBank AUM Key Metrics		
(€mm) H1 2018		
Claims under management	679k	
Loan Size €129k		
% Large Loans (>500k GBV) 54%		
% Corporate 73%		
% of secured	34%	
% of soft secured 48%		
% Northern/Central Italy 68%		

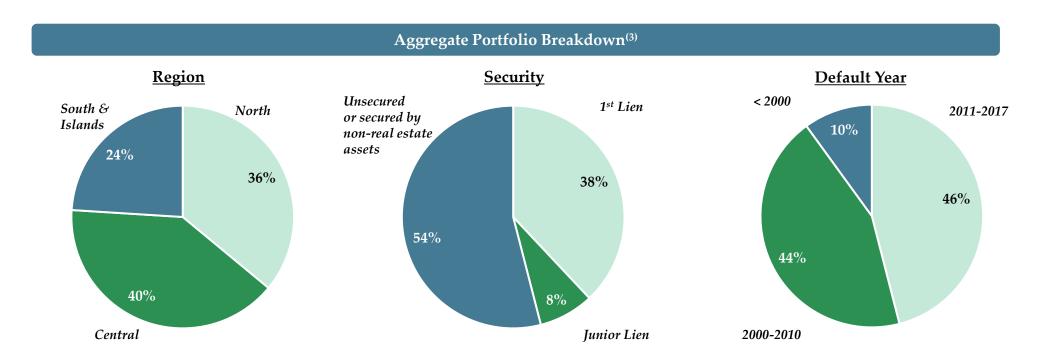
doBank Group Financial Results				
(€mm)	H1 2018	H1 2017	Δ H1′18 H1′17	
NPLs Under Management	86.8 bn	79.5 bn	+7.3 bn	
Gross Collections	0.88 bn	0.89 bn	(0.01)bn	
Gross Revenues	105.3	105.1	+0.2	
Expenses <sup>(2)</sup>	(71.2)	(74.8)	+3.6	
EBITDA	€34.1	€30.3	+€3.8	
EBITDA Margin	32%	29%	+3%	
Net Income	€21.0	€19.7	+€1.3	

<sup>(1)</sup> Non-Performing Exposures ("NPEs") comprise non performing loans ("NPLs") and unlikely to pay loans ("UtPs").



#### Interests in ~€25 billion<sup>(1)</sup> GBV portfolio across 23 pools of Italian loans, including Romeo and FINO

- Life to date invested or committed €277 million
- Since YE 2017 deployed ~€16 million across two new investments:
  - €8.4 million investment in the mezzanine & junior notes of the FINO securitisations<sup>(2)</sup>
  - €7.7 million in an ~€81 million GBV NPL pool of distressed loans to a single borrower<sup>(2)</sup>



<sup>(1)</sup> GBV at acquisition of all portfolios in which Eurocastle has an interest.

<sup>(2)</sup> Eurocastle acquired a interest alongside other Fortress affiliates.

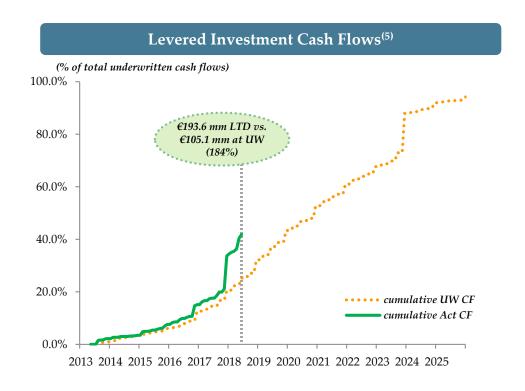
<sup>(3)</sup> Stratifications weighted by the NAV and ownership of each portfolio as at 30 June 2018.



## Italian NPLs Performance Update

- To date generated €193.6 million, or €88.5 million above underwriting, including ~€72 million of net leverage<sup>(1)</sup>
- On an unlevered basis, loans continue to outperform original underwriting based on two criteria:
  - *Pace* actual pace of cash collections at 116% of underwriting<sup>(2)</sup>
  - *Profitability* fully realised loans resolved at 161% of underwriting<sup>(3)</sup>

Aggregate Investment Performance		
(€ mm)	To Date	
Cash flows Generated	€ 193.6 <sup>(4)</sup>	
Original Underwriting	€ 105.1	
Variance	€ 88.5	
Levered Pace vs. Underwriting	184%	
Unlevered Pace vs. Underwriting <sup>(3)</sup>	116%	
Unlevered Profitability vs. Underwriting <sup>(4)</sup>	161%	



<sup>(1)</sup> Net leverage represents financing proceeds raised net of cash flows generated and used to service the debt.

<sup>(2)</sup> Represents total collections received to date versus underwriting projections for the same period.

B) Represents collections received on fully resolved claims only versus underwriting. It does not reflect profitability as recorded under IFRS.

<sup>(4)</sup> Includes €9.1 million generated and currently held at the level of the investment.

<sup>(5)</sup> Projected cash flows are based on a variety of estimates and assumptions, actual results may vary materially. Please see the Disclaimers at the front of the presentation for additional information concerning the above projections.





# Italian Real Estate Funds – Investment Overview

#### Interests in three Italian Real Estate Funds

- To date invested €67 million across five funds with two funds already fully monetized.
- In total received ~€86 million of proceeds, returning basis and ~€19 million of additional cash
  - Pace cash from distributions at 103% of underwriting<sup>(1)</sup>
  - Profitability sales proceeds at 120% of underwriting<sup>(2)</sup>

#### **Investment Summary**

		Fully Realized				
(€ mm)	Fund Investment I	Fund Investment II	Fund Investment III	Fund Investment IV	Fund Investment V	
Investment Date	Q1 2014	Q3 2014	Q3 2015	Q1 2016	Q2 2017	
Ownership% & Fund type	7% of Public Fund	49% of Private Fund	n/a	n/a	50% of Private Fund	
Collateral	5 mixed-use properties in northern & central Italy	2 luxury residential redevelopment projects in Rome	13 mixed-use office & light industrial assets leased to Telecom Italia across Italy	Retail portfolio in northern Italy	Luxury residential redevelopment project in Rome	Total
Initial Equity Invested / committed	(22.2)	(15.4)	(10.7)	(13.3)	(5.8)	(67.4)
Cash Received (up to end of Q2'18)	17.0	5.8	28.7	34.6	-	86.1
(Net Invested Capital) / Profit	(5.2)	(9.6)	18.0	21.3	(5.8)	18.7
ECT's Q2 Carrying Value (NAV)	9.2	11.9	-	(0.1)	7.0	28.0
Fund Level Leverage <sup>(3)</sup>	-	18%		5010	44%	
Legal Maturity	Q4 2020	Q4 2019	IN FEB.2017	IN NOV. 2017	Q4 2023	
			INFE	IN NOV.		

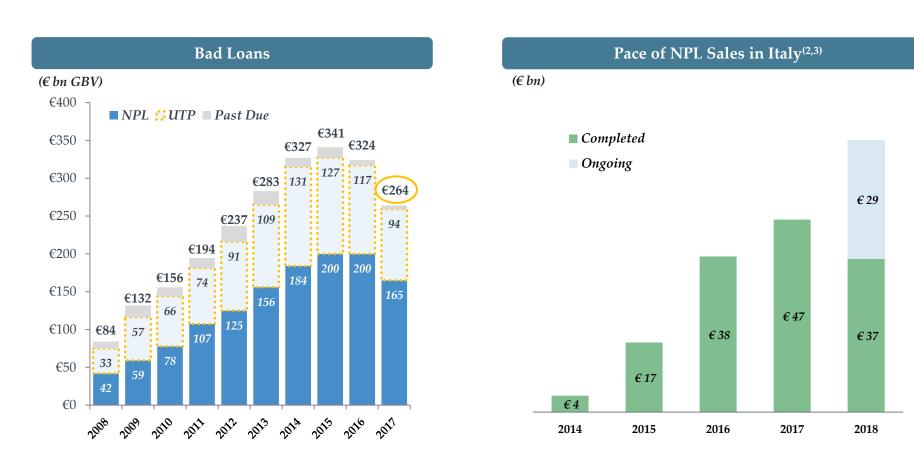
<sup>(1)</sup> Represents total cash generated to date versus underwriting projections for the same period.

Fund leverage as of Q2 2018.

<sup>(2)</sup> Represents total sales proceeds received versus total proceeds expected at underwriting only on those assets sold. It does not reflect profitability as recorded under IFRS.



- €264 billion of problematic loans remain on Banks' balance sheets, down from high of €341 billion in 2015
  - Despite all the activity, NPLs down just 18% from €200 billion to €165 billion
- Fueled by ECB pressure and GACS guarantee program, 2017 saw highest sales to date



<sup>1)</sup> Source: PWC: The Italian Unlikely to Pay Market – Is now the momentum? As of May 2018.

<sup>(2)</sup> Source: Deloitte Lift Off – Loan portfolio markets continue to soar: Focus On Europe 2017-2018.

<sup>3)</sup> Source: PWC: The Italian NPL market – What's next...? June 2018.

- In addition to growing opportunities in UtPs, we remain focused on large complex transactions and large single borrower deals
- Currently evaluating pipeline of ~€12.4 billion GBV, of which<sup>(1)</sup>:
  - Shortlisted and running due diligence on up to €10.1 billion GBV of NPLs and €243 million GBV of UtPs

#### Unlikely to Pay – Next Big Opportunity<sup>(2)</sup> Current Pipeline<sup>(1)</sup> 2 NPLs 1 UtP Defined as borrowers in temporary financial difficulty that banks believe can become re-performing Shortlisted € 10.1 bn € 0.2 bn **GBV GBV** \* 80% of UtPs are concentrated within top 10 banks **NPLs UtPs** ❖ ~50% do not successfully emerge from UtP status after 1 € 1.6 bn € 0.5 bn **Under Review** year **GBV GBV** ❖ 62% of restructuring agreements are still in place after 4 **Total** € 12.4 bn GBV

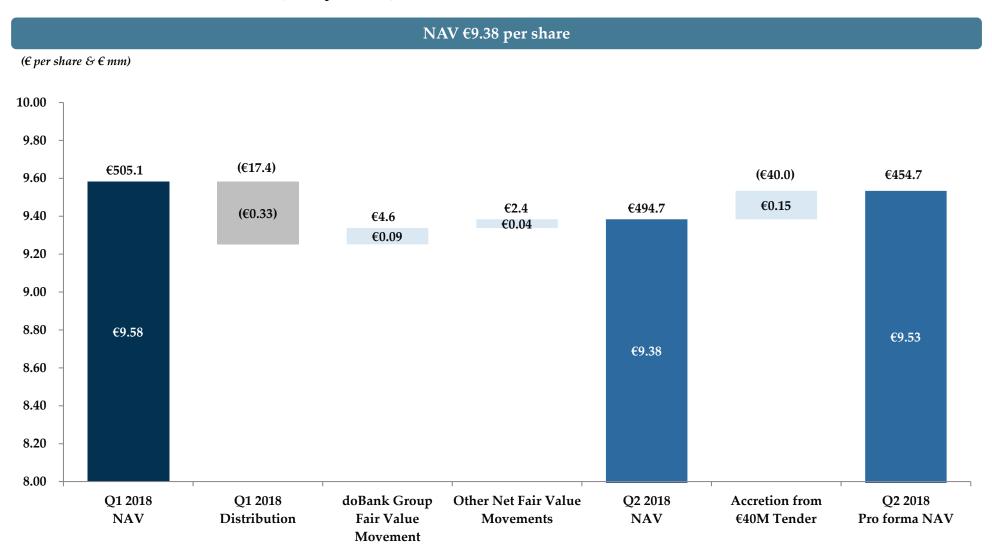
years and didn't result in positive or conclusive outcome



# APPENDIX Financial Statements



■ Q2 2018 NAV of €494.7 million (€9.38 per share)





## Summarised Q2 2018 Balance Sheet

Summarised Q2 2018 Balance Sheet	Italian Investments	Corporate	Total
(€ 000′s)			
Cash & cash equivalents	-	149,048	149,048
doBank Group	226,935	-	226,935
Romeo NPLs <sup>(1)</sup>	49,743	-	49,743
FINO NPLs <sup>(2)</sup>	5,249	-	5,249
Other NPLs <sup>(3)</sup>	43,193	-	43,193
Real Estate Funds	27,618	-	27,618
Other assets and investments	-	172	172
Total assets	352,738	149,220	501,958
Trade and other payables	-	4,568	4,568
Manager base and incentive fees	-	2,710	2,710
Total liabilities	-	7,278	7,278
NAV	352,738	141,942	494,680
Committed investments <sup>(4)</sup>	65,099	(65,099)	-
NAV (segments adjusted for outstanding commitments)	417,837	76,843	494,680
€ Per Share <sup>(5)</sup>	7.93	1.45	9.38

NOTE: All figures extracted from the Company's H1 2018 Interim Report.

<sup>(1)</sup> Amount is net of Eurocastle's share of portfolio-level financing (€30.2 million).

<sup>(2)</sup> Represents Eurocastle's remaining interest in the notes of the FINO 1 and 2 securitisations net of the outstanding commitment in the deferred purchase price (reallocated below).

<sup>(3)</sup> Amount is net of Eurocastle's share of portfolio level financing of €7.3 million on the €293 million GBV NPL portfolio acquired in November 2017.

<sup>(4)</sup> Adjusts to reflect the following unfunded investments (i) €64.7 million of deferred purchase price on FINO payable over the next few years and (ii) a remaining unfunded estimated investment of €0.4 million in Real Estate Fund Investment V.

<sup>(5)</sup> Amounts per share are calculated on 52.7 million voting shares in issue.

# Summarised H1 2018 Income Statement

Summarised H1 2018 Income Statement	Total
(€ 000′s)	
Valuation movements on doBank Group	(37,472)
Valuation movements on Romeo NPLs	3,467
Valuation movements on FINO NPLs	7,894
Valuation movements on Other NPLs	3,068
Valuation movements on Real Estate Funds	(527)
Other income (Incl. fair value movements on residual Legacy entities)	1,178
Total loss	(22,392)
Interest expense	266
Manager base & incentive fees	5,415
Other operating expenses	2,139
Total expenses	7,820
Loss for the Period	(30,212)
$\in$ Per Share <sup>(1)</sup>	(0.57)

NOTE: All figures extracted from the Company's H1 2018 Interim Report.

# Summarised Q2 2018 Income Statement

Summarised Q2 2018 Income Statement	Total
(€ 000's)	
Valuation movements on doBank Group	4,556
Valuation movements on Romeo NPLs	1,239
Valuation movements on FINO NPLs	3,019
Valuation movements on Other NPLs	1,986
Valuation movements on Real Estate Funds	(1,247)
Other income (Incl. fair value movements on residual Legacy entities)	1,206
Total income	10,759
Interest expense	190
Manager base & incentive fees	2,531
Other operating expenses	1,073
Total expenses	3,794
Profit for the quarter	6,965
€ Per Share <sup>(1)</sup>	0.13

NOTE: All figures calculated as a variance between the Company's H1 2018 Interim Report and the Q1 2018 Interim Report.

		1	
H1 2018 Normalised FFO	Total	Average Invested Capital <sup>(2)</sup>	Annualised Yield
(€ 000′s)			
doBank Group	6,875	81,151	17%
Italian NPLs	13,682	95,515	29%
Real Estate Funds	662	31,971	4%
Italian Investments	21,219	208,637	20%
Legacy portfolios	1,177		
Manager base & incentive fees	(5,415)		
Other operating expenses	(2,405)		
Normalised FFO	14,576		
€ Per Share (3)	0.28		

<sup>(1)</sup> Normalised FFO ("NFFO") is a non-IFRS financial measure that, with respect to all of the Company's Italian Investments other than the doBank Group, recognises i) income on an expected yield basis updated periodically, allowing Eurocastle to report the run rate earnings from these investments in line with their expected annualised returns and ii) any additional gains or losses not previously recognised through NFFO at the point investments are realised. With respect to the doBank Group, following the IPO, the Company now recognises NFFO based on its share of doBank's reported annual net income after tax together with any gains or losses arising from the sale of its shares.

<sup>(2)</sup> Time weighted average of investments made (net of any capital returned) over the relevant period.

<sup>(3)</sup> Amounts per share are calculated on 52.7 million weighted average voting shares in issue.

Q2 2018 Normalised FFO	Total
(€ 000′s)	
doBank Group	3,247
Italian NPLs	6,270
Real Estate Funds	308
Italian Investments	9,825
Legacy portfolios	1,207
Manager base & incentive fees	(2,531)
Other operating expenses	(1,203)
Normalised FFO	7,298
€ Per Share <sup>(3)</sup>	0.14

Average Invested Capital <sup>(2)</sup>	Annualised Yield
81,151	16%
86,378	29%
31,500	4%
199,028	20%

Please refer to slide 19 for definition.

Time weighted average of investments made (net of any capital returned) over the relevant period. Amounts per share are calculated on 52.7 million weighted average voting shares in issue.



# Italian Investments: Net Invested Capital

Net Invested Capital and Normalised FFO(1) Yield										
(€ mm)	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	Q1 2018	Q2 2018	Total Invested	Total Committed	Grand Total
Opening Net Invested Capital	-	9.5	58.4	309.5	319.3	241.6	198.4	-	-	-
Italian Investments made	16.7	54.1	266.4	16.8	71.1	8.4	8.1	441.6	65.1	506.7
Invested Capital paid back	(7.2)	(5.2)	(15.3)	(7.0)	(148.8)	(51.6)	(4.1)	(239.2)	-	(239.2)
Closing Net Invested Capital	9.5	58.4	309.5	319.3	241.6	198.4	202.4	202.4	65.1	267.5
Average Net Invested Capital <sup>(3)</sup>	7.5	35.9	97.8	313.4	275.6	218.2	199.0	164.2		
Normalised FFO <sup>(1)</sup>	2.1	8.8	21.4	55.4	149.3	11.4	9.8	258.2		
Average Yield	28%	24%	22%	18%	54%	21%	20%	31%		

<sup>(1)</sup> Please refer to slide 19 for definition.

<sup>(</sup>ii) a remaining unfunded committed investments (i) €64.7 million of deferred purchase price on FINO payable over the next few years and (ii) a remaining unfunded estimated investment of €0.4 million in Real Estate Fund Investment V.

<sup>3)</sup> Time weighted average of investments made (net of any capital returned) over the relevant period.