#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): January 17, 2018

## COLONY NORTHSTAR CREDIT REAL ESTATE, INC.

(Exact name of registrant as specified in its charter)

Maryland	333-221685	38-4046290
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employe Identification N

c/o Colony NorthStar, Inc. 515 S. Flower Street, 44th Floor Los Angeles, CA (Address of principal executive offices)

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

90071 (Zip Code)

Registrant's telephone number, including area code: (310) 282-8820

 $\begin{tabular}{ll} Not Applicable \\ (Former name or former address, if changed since last report.) \end{tabular}$ 

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following	provisions (see
General Instruction A.2. below):	

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ⊠

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  $\Box$ 

#### Item 7.01. Regulation FD Disclosure.

On January 17, 2018, representatives of Colony NorthStar Credit Real Estate, Inc. (the "Company") will host a conference in connection with the proposed combination transaction (the "Conference"). The presentation to be used in connection with the Conference is attached hereto as Exhibit 99.1 and is incorporated by reference into this Item 7.01.

The information in this Current Report on Form 8-K, including Exhibit 99.1 hereto, is being furnished and shall not be deemed "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section. The information in this Current Report on Form 8-K, including Exhibit 99.1 hereto, shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

#### Item 8.01. Other Events.

The information set forth in the above Item 7.01 of this Current Report on Form 8-K is incorporated herein by reference.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit

No. Description

99.1 Presentation, dated as of January 17, 2018.

#### EXHIBIT INDEX

Exhibit No.

Description

99.1 <u>Presentation, dated as of January 17, 2018.</u>

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: January 17, 2018

#### COLONY NORTHSTAR CREDIT REAL ESTATE, INC.

By: /s/ Ronald M. Sanders

Ronald M. Sanders Vice President and Secretary



## Colony NorthStar Credit Real Estate, Inc.

January 2018

Creating a Leading Commercial Real Estate Credit REIT



## Forward-Looking Statements



#### Cautionary Statement Regarding Forward-Looking Statements

Cautionary Statement Regarding Forward-Looking Statements
This presentation may contain forward-looking statements within the meaning of the federal securities laws. Forward-looking statements relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. In some cases, you can identify forward-looking statements by the use of forward-looking terminology, such as "may," will, "should," expects," intends," plans," anticipates," "believes," "estimates," "predicts" or "potential" or the negative of these words and phrases or similar words or phrases which are predictions of or indicate future events or trends and which do not relate matters. Forward-looking statements involve known and unknown risks, uncertainties, assumptions and contingencies, many of which are beyond our control, and may cause actual results to differ significantly from those expressed in any forward-looking statements. He following uncertainties and other factors could cause actual results to differ from those expectations. In the forward-looking statements: the failure to receive, on a timely basis or otherwise, the required approvals by each of the NorthStar Real Estate income Trust, inc. and NorthStar Real Estate Income T

None of Colony NorthStar, Inc., NorthStar Real Estate Income Trust, Inc., NorthStar Real Estate Income II, Inc. or any other person assumes responsibility for the accuracy or completeness of any of these forward-looking statements. should not rely upon forward-looking statements as predictions of future events. The forward-looking statements speak only as of the date of this presentation. None of Colony NorthStar, Inc., NorthStar Real Estate Income Trust, Inc. NorthStar Real Estate Income Trust, Inc. NorthStar Real Estate Income II, Inc., are under any duty to update any of these forward-looking statements after the date of this presentation, nor to conform prior statements to actual results or revised expectation, and none of Colony NorthStar, Inc., NorthStar Real Estate Income II, Inc. intends to do so.

#### Additional Information and Where to Find It

Additional Information and Where to Find It
In connection with the proposed transaction, Colory NorthStar Credit Real Estate, Inc., has filed with the SEC a registration statement on Form S-4 (File No. 333-221685) and Colory NorthStar Credit Real Estate, Inc., NorthStar Real
Estate Income Trust, Inc. and NorthStar Real Estate Income II, Inc., have filed with the SEC a definitive joint proxy statement / prospectus that was first mailed to security holders of Northstar Real Estate Income Trust, Inc. and NorthStar Real Estate Income II, Inc., nor about December 6, 2017, Each of Colory NorthStar Credit Real Estate, Inc., NorthStar Real Estate Income II, Inc. may also file other documents with the SEC regarding the proposed transaction. This document is not a substitute for the joint proxy statement/prospectus or registration statement or any other document that Colory NorthStar Real Estate, Inc., NorthStar Real Estate, Inc., NorthStar Real Estate Income II, Inc. may file with the SEC. INVESTORS AND SECURITY HOLDERS OF COLONY NORTHSTAR CREDIT REAL ESTATE, INC., NORTHSTAR REAL ESTATE INCOME IT INC. AND NORTHSTAR REAL ESTATE INCOME II, Inc., As EURGED TO READ THE REGISTRATION STATEMENT, THE JOINT PROXY STATEMENT/PROSPECTUS, THE CURRENT REPORTS ON FORM 8-K FILED BY EACH OF COLONY NORTHSTAR REAL ESTATE INCOME IT INC. AND NORTHSTAR REAL

#### Contacts:

Colony NorthStar, Inc.
Darren J. Tangen
Executive Vice President and Chief Financial Officer 310-552-7230

NorthStar Real Estate Income Trust, Inc. 877-940-8777

Kevin P. Traenkle ve Vice President and Chief Investment Officer 310-552-7212

NorthStar Real Estate Income II, Inc. 877-940-8777

Lasse Glassen Addo Investor Relations 310-829-5400

Participants in the Solicitation
Each of NorthStar Real Estate Income Trust, Inc. and NorthStar Real Estate Income II, Inc. and NorthStar Real Estate Income Trust, Inc. and NorthStar Real Estate Income Trust, Inc. and NorthStar Real Estate Income Trust, Inc. and NorthStar Real Estate Income II, Inc. and Inc. an

This communication is not intended to and shall not constitute an offer to sell or the solicitation of an offer to sell or the solicitation of an offer to buy any securities or a solicitation of any vote of approval, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offer of securities shall be made except by means of a prospectus meeting the requirements of Securities Act of 1933, as amended.

Rounded figures may not foot.

Colony NorthStar Credit Real Estate, Inc.

## **CLNC Listing Details**



Listing Details	
Company Name	Colony Northstar Credit Real Estate, Inc.
Exchange / Ticker	NYSE / CLNC
Anticipated Listing Timing	Early February
Sponsor Ownership / Lock-Up	CLNS and affiliates will own ~37% of CLNC via Class B-3 shares (which will convert to Class A shares after one year) and OP units
Book Value Per Share / Unit <sup>1</sup>	~\$25
Shares Outstanding <sup>2</sup>	130mm Shares (44.4mm Class B-3 Shares / 82.5mm Class A Shares / 3.1mm OP units)
Key Management Terms	Base Fee: 1.50% of stockholders' equity per annum (0.375% per quarter) Incentive Fee: 20% of Core Earnings in excess of 7% hurdle rate

See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.



## Introducing Colony NorthStar Credit Real Estate

Combination creates a leading commercial real estate credit REIT with scale and diversification



**Contributed Portfolio** 

Total assets<sup>1</sup>: \$1.6bn Equity value<sup>1</sup>: \$1.2bn



Non-traded debt-focused REIT externally managed by Colony NorthStar

Total assets<sup>1</sup>: \$1.5bn Equity value<sup>1</sup>: \$1.1bn



Non-traded debt-focused REIT externally managed by Colony NorthStar

Total assets<sup>1</sup>: \$2.0bn Equity value<sup>1</sup>: \$1.1bn

## Strategic Combination & Public Listing



Publicly traded REIT externally managed by Colony NorthStar

Total assets<sup>2</sup>: \$5.1bn Equity value<sup>2</sup>: \$3.3bn

See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.





Veteran management team with significant lending experience

Colony NorthStar sponsorship – world class expertise and ~37% ownership

Flexible and differentiated investment strategy - yield with upside potential

Compelling market opportunity across targeted investment classes

Well-diversified \$5.1bn initial portfolio (total assets)

Conservative balance sheet with embedded new investment capacity

Colony NorthStar Credit Real Estate, Inc.

# Access to CLNS' Global Real Estate Platform Creates a Meaningful Competitive Advantage



#### Senior Management With Extensive Real Estate Experience





Thomas J. Barrack, Jr. Executive Chairman



Richard B. Saltzman CEO, President



Darren J. Tangen CFO, EVP

## COLONY NORTHSTAR CREDIT REAL ESTATE



Kevin P. Traenkle CEO



Sujan S. Patel CFO

#### Colony NorthStar – Breadth of Platform

Balance Sheet Strategies \$15bn AUM<sup>1</sup>

**Balance** 

Sheet Light \$42bn

AUM<sup>1</sup>

Global Healthcare

U.S. Industrial

U.S. Hospitality

Global Other Equity & Debt

Other Invest.

Management

Institutional Retail Funds

Public REITs

Origination & Underwriting

Risk <u>Ma</u>nagement Asset Management

Compliance & Accounting

Markets

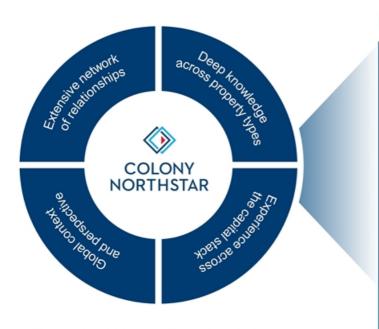
Legal

See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.

# Colony NorthStar Sponsorship – World Class Commercial Real Estate Expertise





500+ Employees | 18 Offices Globally

\$57bn of AUM<sup>1</sup> | \$15bn Balance Sheet AUM (at share)

#### **Key highlights**

- 26-year track record with over \$100 billion of investments by CLNS
- Over \$25 billion of CRE credit assets in over 600 investments since inception
- Successful history of external management including:
  - ✓ Colony Financial, Inc. (formerly NYSE: CLNY)
  - ✓ NorthStar Realty Finance Corp. (formerly NYSE: NRF)
  - ✓ NorthStar Realty Europe Corp. (NYSE: NRE)
  - ✓ Various non-traded REITs (including NorthStar I and NorthStar II)

See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.

e

## Colony NorthStar Sponsorship - Global Presence



With <u>18</u> worldwide locations, Colony NorthStar's infrastructure is global, while its ground teams are local experts of the markets in which they operate:

Heritage of first-mover advantage and innovation in real estate and reputation for credibility, creativity and responsiveness

Deep market intelligence and information across the US, Europe and Asia

Extensive network of relationships with lenders, borrowers/sponsors, sellers, partners and the brokerage community in local markets



Colony NorthStar Credit Real Estate, Inc.

## **Leading Deal Sourcing Capabilities**





Long-standing relationships with sponsors through CLNS global network



Multiple touchpoints across **CLNS** investment platform



Repeat borrowers and strategic relationships



Nimble and differentiated capabilities providing compelling value proposition



Valued real estate perspective with experience across multiple real estate cycles

#### **Select Sponsor Relationships**

#### Blackstone



























MARKETS



















**≅**KIMCO

Colony NorthStar Credit Real Estate, Inc.

## Successful and Relevant Track Record



#### **Colony Financial Overview**

- Completed IPO in September 2009 on New York Stock Exchange
- · Mortgage REIT with strategy focused on secondary loan acquisitions, high yielding originations and real estate equity
- Merged with Colony Capital in April 2015
- · Approximately \$9 billion of total invested capital in over 100 transactions
  - Estimated 12% realized & unrealized IRR across all transactions

✓ Annualized total return of 11.7% based on an investment of \$20/share at IPO of Colony Financial, Inc.



See footnotes in the appendix

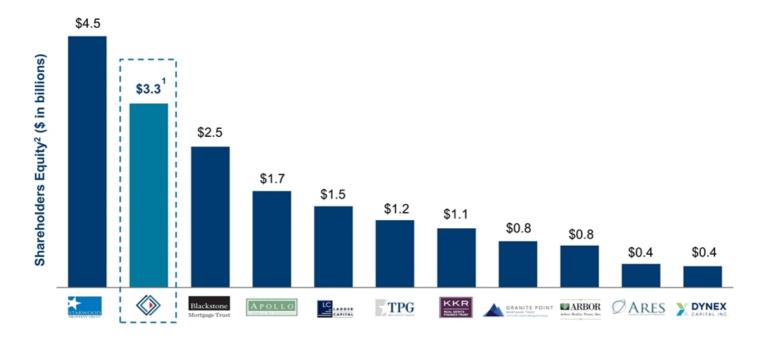
Colony NorthStar Credit Real Estate, Inc.

a





#### Second largest CRE mortgage REIT<sup>1</sup>, positioned to capitalize on compelling market opportunities



Source: Company filings

Note: Based on financials as of 9/30/17

See footnotes in the appendix

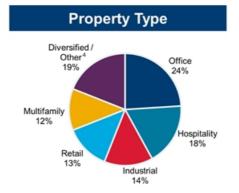
Colony NorthStar Credit Real Estate, Inc.

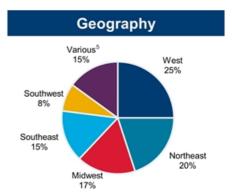
## **CLNC Portfolio Overview**



#### Initial portfolio largely aligned with target strategy









Northern California Luxury Hotel



Southern California Multifamily



Midwest / Southeast Industrial Portfolio

See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.





#### **Target Assets**

**Senior Mortgage Loans** 

**Mezzanine Loans** 

**Preferred Equity** 

**CRE Debt Securities** 

**Net Leased Real Estate** 

#### **CLNC Competitive Advantages**

- Large diversified initial portfolio
- Nimble and differentiated investment strategy
- Ability to maximize risk-adjusted returns through economic cycles
- Yield-focused with capital appreciation upside
- Proven asset management capabilities
- Experienced manager with long track record of real estate credit investing

Colony NorthStar Credit Real Estate, Inc.



## Illustrative Investment Economics

✓	Return of net equity
	capital of approximately
	\$350 - \$450mm annually
	from 2018 to 2020,
	~\$2.6bn of anticipated
	repo and credit facility
	capacity, and cash on
	balance sheet of
	\$257mm <sup>1</sup>
	•

✓	Anticipated 2018
	originations of
	approximately \$2.0 -
	\$2.5bn

	Target Unlevered Yield	Target Levered Yield
Senior Loans	~5.0% – 6.0%	~10.5% – 13.5%
Mezzanine + Preferred Equity	~11.0% – 14.0%	~11.0% – 14.0%
CMBS <sup>2</sup>	Varies	~12.0% – 15.0%
U.S. NNN Real Estate	~6.0% - 7.0%	~10.0% – 12.0%
CLNC Total Investment-level Yield		~11.0% – 13.0%

Note: The financial information contained in this slide is for illustrative purposes only and is not represented as being indicative nor should you rely on such information as being indicative, of Colony NorthStar's views on its future financial condition and / or performance

## **Robust Origination Platform**



#### Comprehensive Origination Capabilities



Over 70 dedicated investment professionals



Deep relationships with borrowers and intermediaries



Real-time real estate market intelligence

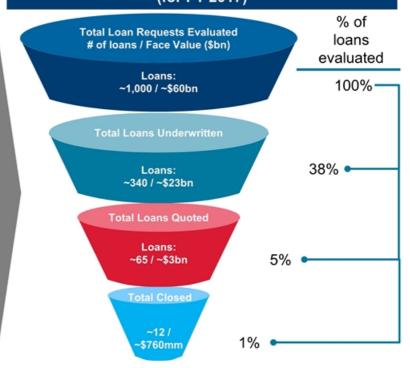


Expertise in identifying, evaluating and structuring investments



Ability to source investments across the capital stack

## CLNC Screening and Evaluation Process (1) (2) (3) (for FY 2017)



See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.

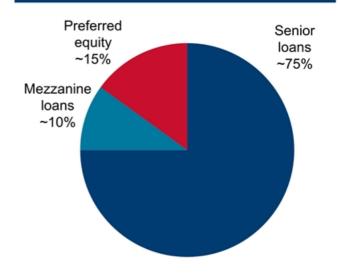


## Investment Pipeline and Q4 Investment Update

#### **CLNC Q4 2017 Investment Update**

- CLNC Investment activity during the 4<sup>th</sup> Quarter of 2017 includes:
  - Northern California Luxury Hotel<sup>1</sup>: \$173.5 million senior loan secured by a 4 star, full service hotel located in San Jose, CA
  - Southeast Multifamily Portfolio: \$83.7 million senior loan secured by a portfolio of 5 multifamily properties in Knoxville, TN
  - Southern California Multifamily: \$24.0 million senior loan secured by a newly-renovated multifamily property located in San Diego, CA
  - Los Angeles Office: \$21.3 million senior loan secured by an office building in Hollywood, CA
- FY 2017 gross repayments for NS I and NS II of ~\$520mm (~\$300mm net equity) resulting in a 13.1% IRR and 1.3x multiple

#### CLNC Active Pipeline<sup>2</sup>



- Current active pipeline: ~\$4.5bn
- ~60 potential investments under review

Note: CLNC Q4 investments based on transactions closed by NS I and NS II See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.



## Compelling Market Opportunity in CRE Lending...

Growth to be driven by a combination of near-term maturities, strong CRE transaction volumes, lower supply from traditional lenders and continued penetration by mortgage REIT lenders



2012

See footnotes in the appendix

\$109 <sup>\$135</sup>

\$100

SO

Colony NorthStar Credit Real Estate, Inc.

2006 2007

2008

CMBS. Gov't

Agency, Insurance,

Banks

CMBS, Gov't

Agency, Insurance, Banks



## ...And Net Lease Real Estate

#### Favorable real estate fundamentals provide strong opportunities for growth

#### **Market Opportunity Highlights**

- Positive real estate fundamentals driven by strong macroeconomic backdrop
- 15 quarters of positive economic growth and job creation
- Strong investor demand for commercial real estate
- ✓ Positive rent growth trends expected to continue throughout the next four years (2018 – 2021)
- Transaction volumes increasing in tandem with property prices





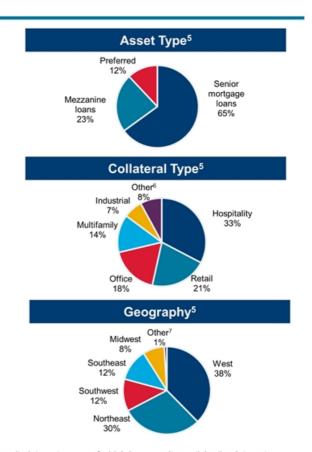
See footnotes in the appendix.

Colony NorthStar Credit Real Estate, Inc.



## Portfolio Overview - Loan Portfolio

Portfolio Highlights as of 9/30/17	
Loan Portfolio Size	\$2.5bn
Number of Loans	106
Average Remaining Term <sup>1</sup>	2.3 yrs
Floating Rate % <sup>2</sup>	73%
All-in Unlevered Yield <sup>3</sup>	8.3%
Illustrative Levered Yield <sup>4</sup> A 50 basis point increase in LIBOR would increase Illustrative Levered Yield by ~30bps	~12.5%



Note: As of 9/30/17; loan portfolio includes senior mortgage loans, mezzanine loans and preferred equity interest, some of which have equity participation interests. See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.





Investment	Northern California Luxury Hotel
Investment Date	January 2018
Location	San Jose, CA
Transaction Type	Origination
Investment Type	Senior Mortgage Loan
Collateral	Hospitality
Total Funded / Total Committed	\$167mm / \$174mm
LTV <sup>1</sup>	57.3%
Key Highlights	<ul> <li>Prime location in Downtown San Jose, which has recently seen significant institutional investment activity</li> <li>Experienced asset manager in the hospitality sector</li> <li>Significant sponsorship equity</li> </ul>
Cash Coupon <sup>2</sup>	1mo LIBOR + 4.25%
Levered Yield <sup>3</sup>	12.9%





Note: The above information is provided for illustrative purposes and may not reflect all assumptions used. Actual results of a portfolio may differ materially. Financial information as of 9/30/17 unless otherwise stated. See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.





Investment	Southeast Multifamily Portfolio
Investment Date	November 2017
Location	Knoxville, TN
Transaction Type	Origination
Investment Type	Senior Mortgage Loan
Collateral	5 multifamily properties totaling 1,166 units
Total Funded / Total Committed	\$61mm / \$84mm
LTV <sup>1</sup>	67.6%
Key Highlights	<ul> <li>Strong in-place cash flows with upside potential through renovations</li> <li>Prime location within desirable Knoxville submarkets</li> <li>Experienced sponsor headquartered in Nashville, TN</li> </ul>
Cash Coupon <sup>2</sup>	1mo LIBOR + 4.00%
Levered Yield <sup>3</sup>	11.2%





Note: The above information is provided for illustrative purposes and may not reflect all assumptions used. Actual results of a portfolio may differ materially. Financial information as of 9/30/17 unless otherwise stated. See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.

## Case Study - NYC Midtown Hotel Portfolio



Investment	NYC Midtown Hotel Portfolio	
Investment Date	August 2016	
Location	New York, NY	
Transaction Type	Origination	
Investment Type	Mezzanine Loan	
Collateral	Hospitality	
Total Amount	\$17mm	
LTV <sup>1</sup>	70.9%	
Key Highlights	<ul> <li>Experienced hotel owner/operator</li> <li>Meaningful new sponsor equity</li> <li>Well-located Midtown Manhattan hotel products</li> <li>Strong corporate demand driven by brand management</li> </ul>	
Cash Coupon <sup>2</sup>	1mo LIBOR + 11.00%	
Levered Yield <sup>3</sup>	12.8%	



Rockefeller Center - New York, NY



Note: The above information is provided for illustrative purposes and may not reflect all assumptions used. Actual results of a portfolio may differ materially. Financial information as of 9/30/17 unless otherwise stated. See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.

## Case Study - Industrial Portfolio



Investment	Industrial Portfolio	
Investment Date	September 2016	
Location	Various (primarily located in top markets within CA, IL and GA)	
Transaction Type	Origination	
Investment Type	Preferred Equity	
Collateral	39 industrial properties totaling ~6.3mm square feet	
Total amount <sup>1</sup>	\$99mm	
LTV <sup>2</sup>	82.4%	
Key Highlights	<ul> <li>Portfolio is 100% leased to 28 tenants located in 17 states across the U.S. with a weighted-average lease term of 10.0 years</li> <li>Experienced sponsor with a strategic focus on industrial real estate</li> <li>Properties leased under absolute triple net leases terms</li> <li>Strong tenant retention, as 22 of the 28 tenants utilize property as their corporate headquarters</li> </ul>	
Preferred Return Rate <sup>3</sup>	13.1%	



Norcross, GA

Eden Prairie, MN



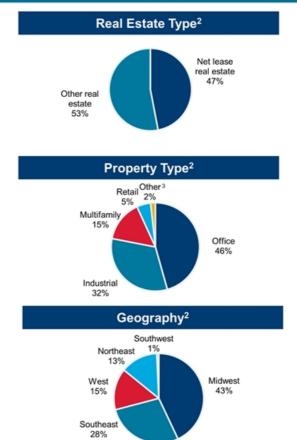
Note: The above information is provided for illustrative purposes and may not reflect all assumptions used. Actual results of a portfolio may differ materially. Financial information as of 9/30/17 unless otherwise stated. See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.



## Portfolio Overview - Owned Real Estate

Portfolio Highlights as of 9/30/17		
Portfolio Size	\$1.5bn	
Properties	80	
Buildings	193	
Total Square feet	12.7mm	
Annualized Base Rent <sup>1</sup>	\$123mm	
Occupancy	93%	



Note: As of 9/30/17 See footnotes in the app

Colony NorthStar Credit Real Estate, Inc.

## Case Study - Midwest / Southeast Industrial Portfolio



Investment	Midwest / Southeast Industrial Portfolio	
Investment Date	June 2015	
Location	Various	
Transaction Type	Acquisition	
Investment Type	Net Leased Owned Real Estate	
Collateral	22 industrial properties totaling ~6.7mm square feet	
Total Equity <sup>1</sup>	\$114mm	
Key Highlights	<ul> <li>Stable and well diversified portfolio with 28 credit quality tenants predominately under triple net leases</li> <li>Properties benefit from critical mass in strong distribution markets located in 7 states across the Midwest and Southeast</li> <li>Experienced manager of industrial real estate</li> <li>Staggered rollover schedule is well-dispersed over the next five years</li> <li>Defensive portfolio with potential upside from below market leases</li> </ul>	
Levered Yield <sup>2</sup>	8.0%	



Morrisville, NC



Note: The above information is provided for illustrative purposes and may not reflect all assumptions used. Actual results of a portfolio may differ materially. Financial information as of 9/30/17 unless otherwise stated. See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.





#### Highly disciplined and coordinated approach to investment management

Rigorous underwriting and screening process combined with proactive asset management approach for each investment

Origination and Initia Screen	Due Diligence & Underwriting Process	Approval	Execution	Active Asset Management	Reporting
<ul> <li>Sourcing</li> <li>Market review</li> <li>Site visits</li> <li>Operating partner review</li> <li>Transaction structure</li> <li>Risk / return &amp; pricing</li> <li>Preliminary presentation and approval</li> <li>Engagement / agreement on terms</li> </ul>	<ul> <li>Borrower diligence (debt investments)</li> </ul>	<ul> <li>Preparation of detailed Investment Committee Presentation</li> <li>Allocation Committee</li> <li>Investment Committee</li> <li>Outcome</li> </ul>	<ul> <li>Negotiation of final terms</li> <li>Finalize legal / documentation</li> <li>Title / survey</li> <li>Hedging strategy (if applicable)</li> <li>Present material modifications to Investment Committee</li> <li>Closing / funding</li> </ul>	<ul> <li>IT systems</li> <li>Regular site visits and market surveys</li> <li>Performance monitoring and value-add servicing</li> <li>Detailed asset reviews and reunderwritings</li> <li>Closely track and audit operating performance and business plans</li> </ul>	<ul> <li>Monthly report to credit providers (if applicable)</li> <li>Comprehensive quarterly reporting</li> <li>3<sup>rd</sup> Party reporting</li> </ul>

Colony NorthStar Credit Real Estate, Inc.

# Low Leverage Capital Structure Provides Flexibility and Support to Drive Growth and ROE



#### Capital Structure<sup>1</sup> (\$ in billions)

# CMBS Facilities Securitization Repo Facilities \$0.4 \$0.4 \$0.8 16% Capitalization \$4.9bn \$3.3 67% Shareholders' Equity

#### **Significant New Investment Capacity**

- Embedded financing capacity within existing portfolio
  - Additional leverage capacity (current leverage of 0.5x debt to equity)
  - Return of capital from debt and private equity investments
  - Disposition and reinvestment of select owned real estate assets
- Access to additional financing sources
  - Corporate revolving credit facility
  - ✓ Repurchase agreements / term facilities
  - ✓ Mortgage debt
  - Capital market securitizations

See footnotes in the appendix

Colony NorthStar Credit Real Estate, Inc.

## Access to Diverse and Efficient Financing Supports Prudent Leverage



#### CLNC will have access to ~\$2.6 billion of incremental repo and credit facility capacity1

Summary of Financing Facilities				
(\$ in thousands)	Maximum Facility Size	Current Borrowings	Weighted Average Final Maturity (Years)²	
Secured Revolving Repurchase Facilities				
Bank 1	\$500,000	\$233,182	1.70	
Bank 2	400,000	81,525	0.90	
Bank 3	300,000	72,900	2.70	
Revolving Repurchase Facilities	\$1,200,000	\$387,607	1.70	
CMBS Credit Facilities <sup>3</sup>				
Bank 1	\$54,270	\$54,270	0.25	
Bank 2	39,773	39,773	0.25	
Bank 3	-		-	
Bank 4	-	-	-	
Bank 5	-			
CMBS Credit Facilities	\$94,043	\$94,043	0.25	
Revolving Credit Facility	\$400,000	-	5.0	
Total facilities	\$1,694,043	\$481,650	2.39	
9/30/17 cash and cash equivalents <sup>5</sup>	\$257,130			
Facilities + 9/30/17 cash and cash equivalents	\$1,951,173			

CLNC anticipates an additional ~\$1.4 billion in aggregate repurchase facility commitments across four new lenders4

Source: Company filings as of September 30, 2017

Colony NorthStar Credit Real Estate, Inc.

### **CLNC Board of Directors**



#### **CLNS Affiliated**

#### Richard B. Saltzman

#### Chairman of the Board

- Chief Executive Officer and President of CLNS
- Serves on the Board of Kimco Realty Corp. and the Board of Trustees of NorthStar Realty Europe Corp. and previously served on the Board of Trustees for Colony Starwood Homes

#### Kevin P. Traenkle

#### **Director, Chief Executive Officer and President**

- Executive Vice President and Chief Investment Officer of CLNS
- Previously held the position of Executive Director and Chief Investment Officer for Colony Capital, Inc.

#### Darren J. Tangen

#### Director

- Executive Vice President and Chief Financial Officer of CLNS
- Previously held the position of Executive Director and Chief Operating Officer for Colony Capital, Inc.

#### Independent

## Catherine D. Rice

#### Director

- Director of Store Capital Corporation
- Previous positions include Senior Managing Director and Chief Financial Officer of W.P.
   Carey and Chief Financial Officer of iStar, Inc.

#### Vernon B. Schwartz

#### Director

- Independent director of NorthStar I and a member of NorthStar I's Audit Committee
- Previously was Executive Vice President at iStar Inc. from 2005 to 2017

#### John E. Westerfield

#### Director

- Chief Executive Officer and member of the Board of Directors of Mitsui Fudosan America, Inc.
- Serves as a member of the Board of Directors of Halekulani Corporation

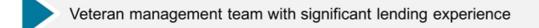
#### Winston W. Wilson

#### Director

- Independent director of NorthStar II and the chairman and financial expert of NorthStar II's Audit Committee
- Serves as a director of NorthStar/RXR New York Metro Real Estate, Inc.

## **Investment Highlights**





- Colony NorthStar sponsorship world class expertise and ~37% ownership
- Flexible and differentiated investment strategy yield with upside potential
- Compelling market opportunity across targeted investment classes
- Well-diversified \$5.1bn initial portfolio (total assets)
  - Conservative balance sheet with embedded new investment capacity

Colony NorthStar Credit Real Estate, Inc.





## **Management Agreement Summary**



Overview		
Manager	A subsidiary of Colony NorthStar, Inc.	
Base Management Fee	1.50% of stockholders' equity per annum (0.375% per quarter)	
Incentive Fee	The difference between (i) 20% of Core Earnings in the most recent 12-months over a 7% hurdle on common equity in the most recent 12-months and (ii) the sum of any incentive fee paid to the Manager with respect to the first three calendar quarters of the most recent 12-month period	
Compensation	Base and incentive fees paid in cash <sup>1</sup>	
Initial Term	3-years	
Renewal	Automatic annual renewal after the initial term unless either party elects to terminate	
Termination	CLNC: With cause at anytime with at least 30 days' prior written notice; without cause at the end of the initial 3-year term or any renewal term for poor performance or unfair fees with 180 days' prior written notice (subject to renegotiation of the fees in the event of termination due to unfair fees)  Manager: With cause at anytime with 60 days' prior written notice; without cause may decline to renew the management agreement at the end of the initial 3-year term or any renewal term by providing 180 days' prior written notice	
Termination Payment	3.0x the sum of (i) the average annual base management fee and (ii) the average annual incentive fee, in each case earned over the prior two years; payable upon termination by CLNC without cause or by the Manager with cause	
Expense Reimbursement	Expenses related to CLNC incurred by the Manager, including: legal, tax, accounting, financial, due diligence and other services	

Colony NorthStar Credit Real Estate, Inc.

#### **Footnotes**



#### Page 2

- Reflects book value per share of common equity. Based on unaudited pro forma condensed combined balance sheet as of 9/30/17 and reflects pro forma transaction adjustments including the
  impact of fair value, consolidation, and various closing adjustments. True-up adjustments between the period between of 10/1/17 and closing of the merger are excluded and not currently
  determinable
- 2. Assumes the closing of the transaction following a listing, OP units are convertible into Class A shares

#### Page 3

- Represents agreed upon contribution values as of 9/30/17 using valuation methodologies that were consistently applied across all parties, including the use of values, which were within a range of values provided by an independent third-party valuation firm
- Represents sum of contributed values, excludes transaction costs and does not reflect any potential combination accounting adjustments; shareholders' equity includes non-controlling interest in operating partnership and excludes non-controlling interest in investments

#### Page 5

1. Represents balance sheet and third-party AUM as of 9/30/17 (including \$15bn attributable to a business held for sale)

#### Page 6

Represents balance sheet and third-party AUM as of 9/30/17 (including \$15bn attributable to a business held for sale)

#### Page 9

1. Based on investments closed by Colony Financial, Inc. between its September 2009 IPO and April 2015 internalization of Colony Capital, LLC. Realized and unrealized IRR are based on actual quarterly contributions and distributions with the exit values of unrealized IRR based on liquidation at estimated fair value as of 9/30/17 and calculated using a "time-zero" methodology in which the cash flows of all investments begin on the same date

#### Page 10

- Based on shareholders' equity value as of 9/30/17 assuming the consummation of the transaction
- 2. Shareholders' equity includes non-controlling interest in operating partnership and excludes liquidation value of preferred equity

#### Page 11

- Senior mortgage loans include junior participations in our originated senior mortgage loans for which we have syndicated the senior participations to other investors and retained the junior participations for our portfolio and contiguous mezzanine loans where we own both the senior and junior loan positions. We believe these investments are more similar to the senior mortgage loans we originate than other loan types given their credit quality and risk profile
- Mezzanine and preferred equity balances include \$3.8 million and \$56.4 million of value of proforma book value at our share, respectively, for related equity participation interests. Mezzanine loans also include other subordinated loans
- 3. Pro forma book value includes \$3.3 billion of assets in three securitization trusts in which we are expected to own the controlling class of securities and therefore consolidated. The consolidated liabilities related to these consolidated assets are \$3.1 billion. Pro forma book value at our share reflects both the elimination of the consolidated assets and inclusion of our net \$140.9 million equity position in these securitization trusts
- Diversified/Other includes (i) CMBS and private equity interests, which have a diversified underlying collateral/asset base, (ii) manufactured housing communities and (iii) commercial and residential development and predevelopment assets
- 5. Various includes CMBS, private equity interests and one non-U.S. collateral asset

#### Page 13

1. Pro forma cash on balance sheet as of 9/30/17 and reflects anticipated transaction and closing adjustments. True-up adjustments between the period between of 10/1/17 and closing of the merger are excluded and not currently determinable

2. Includes B pieces

#### Page 14

- Loan figures represent all 2017 activity for all of CLNS managed entities / funds and balance sheet
- 2. Includes US debt investments only; excludes CMBS
- 3. Includes deals generated through the US Investment Management platform only, excludes Colony NorthStar balance sheet deals

#### Page 15

- 1. Northern California Luxury Hotel loan closed January 2, 2018
- As of January 3, 2018

## Footnotes (cont'd)



#### Page 16

- Trepp LLC as of September 2017
- 2. Commercial Mortgage Alert; 2017 issuance data as of September 2017
- Real Capital Analytics as of December 2016

#### Page 17

- 1. Green Street Advisors as of December 2017; based on equal-weighted average of the five major property sectors: Apartment, industrial, mall, office, and strip centers.
- Real Capital Analytics as of December 2017

#### Page 18

- 1. Represents the remaining term based on the current contractual maturity date of loans and is weighted by pro forma book value at our share excluding equity participations
- Weighted by pro forma book value at our share
- Based on pro forma book value at our share excluding equity participations; in addition to credit spread, all-in yield includes the amortization of deferred origination fees, purchase price premium and discount, loan origination costs and accrual of both extension and contractual exit fees. All-in yield for the loan portfolio assumes the applicable floating benchmark rate as of 9/30/17 for weighted average calculations
- Illustrative levered yield represents investment net income from senior portfolio utilizing leverage of 75% at L + 225bps and unlevered investment net income from mezzanine and preferred portfolios, divided by pro forma net book value at our share
- 5. Pro forma book value at our share represents the proportionate pro forma book value based on our ownership by asset
- 6. Other includes manufactured housing communities and commercial and residential development and predevelopment assets
- Other includes one non U.S. collateral asset

#### Page 19

- Based on the total committed loan amount divided by third party appraised value
- 2. Cash coupon does not include origination or exit feet
- 3. Reflects levered investment net income divided by net book value; based on total committed funding and includes future financing expected to be funded upon merger close

#### Page 20

- 1. Based on the total committed loan amount divided by third party appraised value
- 2. Cash coupon does not include origination or exit feet
- 3. Reflects levered investment net income divided by net book value; based on total committed funding

#### Page 21

- 1. Based on the total loan amount divided by third party appraised value
- Cash coupon does not include origination or exit fees
- 3. Reflects investment net income divided by net book value

#### Page 22

- 1. Does not include potential upside through equity participation
- 2. Based on the total loan amount divided by third party appraised value
- 3. Reflects current preferred return rate which has future contractual increases of 0.50% annually

#### Page 23

- 1. Total annualized base rent is based on in-place leases multiplied by 12, excluding straight-line adjustments and rent concessions as of September 30, 2017
- 2. Pro forma book value at our share represents the proportionate pro forma book value based on our ownership by asset
- Other owned real estate includes hotel assets and residential development and predevelopment assets

#### Page 24

- Represents the Company's share
- 2. Reflects levered investment net income divided by net book value

## Footnotes (cont'd)



Capital structure is shown on a pro rata basis as of September 30, 2017

Page 27

- Includes \$1.4 billion of additional capacity from new repurchase facilities currently under negotiation
- Final maturity assumes extensions are exercised

  CMBS credit facilities do not have specified capacity. Borrowings and interest rates are asset-specific and determined at the time of borrowing. These credit facilities are indexed to one-month or three-month LIBOR and currently have an as of right, rolling three-month term
- There is no assurance that definitive agreements will be entered into on the terms contemplated or at all Pro forma cash on balance sheet as of 9/30/17 and reflects anticipated transaction and closing adjustments. True-up adjustments between the period between of 10/1/17 and closing of the merger are excluded and not currently determinable

#### Page 31

As a component of Manager's compensation, the Company or subsidiaries may issue to the Manager or personnel of the Manager stock-based or other equity-based compensation under the Company's or subsidiary's equity incentive plan