

Origination	Underwriting	Investment Committee	Legal Documentation and Post-Closing
<ul style="list-style-type: none"> • Direct origination platform works to create enhanced yields and allows us to put in greater controls for loans in which our Manager originates and structures 	<ul style="list-style-type: none"> • Disciplined underwriting process leads to a highly selective approach 	<ul style="list-style-type: none"> • Focused on managing credit risk through comprehensive investment review process 	<ul style="list-style-type: none"> • Investment team works alongside external counsel to negotiate credit agreements and collateral liens
<ul style="list-style-type: none"> • Platform drives increased deal flow, which provides for improved loan selectivity 	<ul style="list-style-type: none"> • Potential loans are screened based on four key criteria: company profile, state dynamics, regulatory matters and real estate asset considerations 	<ul style="list-style-type: none"> • The Investment Committee must approve each loan before commitment papers are issued 	<ul style="list-style-type: none"> • Emphasis is placed on financial covenants and limitations on actions that may be adverse to lenders
<ul style="list-style-type: none"> • Allows for specific portfolio construction and a focus on higher quality companies • For the commercial real estate pipeline, as of March 1, 2024 since June 1, 2022, we had 29 active loans in our pipeline at various stages in the diligence process, and we had passed on 396 of 432 sourced loan opportunities due to, among other reasons, nontarget location, high loan to cost, purchase price and/or value, insufficient equity, inexperienced sponsor and lack of net operating income • For the cannabis pipeline, as of March 1, 2024 since January 1, 2020, we had 10 active loans in our pipeline at various stages in the diligence process, and we had passed on 752 of 808 sourced loan opportunities due to, among other reasons, lack of collateral, lack of cash flow, stage of company, state dynamics and lack of cash flow 	<ul style="list-style-type: none"> • Other tools that we frequently use to verify data include, but are not limited to: appraisals, quality of earnings, environmental reports, site visits, construction review, anti-money laundering compliance, comparable company analyses and background checks 	<ul style="list-style-type: none"> • Members of the Investment Committee currently include: Leonard M. Tannenbaum, Daniel Neville, Bernard D. Berman and Robyn Tannenbaum. 	<ul style="list-style-type: none"> • Portfolio is proactively managed to monitor ongoing performance, in some instances, through seats on borrowers' boards of directors or board observer rights