

Caliber (Nasdaq: CWD) Reports Third Quarter 2023 Results

Date: November 9, 2023

Conference Call Information:

The conference call will be broadcast live on the Investor Relations section of Caliber's website at <https://ir.caliberco.com/> or at https://viaavid.webcasts.com/starthere.jsp?ei=1638838&tp_key=fed07c1d47

The conference call can also be accessed by dialing: 1-888-886-7786 or 1-416-764-8658

An archived replay will be available for 14 days via a webcast link located on the Investor Relations section of Caliber's website, and by dialing: 1-844-512-2921 or 1-412-317-6671

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3Q23 Quarterly Earnings Supplemental

Building on a 15-year track record of profitable growth and success

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Forward-Looking Statements

This presentation includes statements concerning CaliberCos Inc.'s (the "Company," or "Caliber") expectations, beliefs, plans, objectives, goals, strategies, assumptions of future events, future financial performance, or growth and other statements that are not historical facts. These statements are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, readers and the audience can identify these forward-looking statements through the use of words or phrases such as "estimate," "expect," "anticipate," "intend," "plan," "project," "believe," "forecast," "should," "could," and other similar expressions. Forward-looking statements involve risks and uncertainties that may cause actual results or outcomes to differ materially from those included in the forward-looking statements. The Company's expectations, beliefs, and projections are expressed in good faith and are believed by the Company to have a reasonable basis, but there can be no assurance that management's expectations, beliefs, or projections will be achieved or accomplished. Factors that may cause actual results to differ materially from those included in the forward-looking statements include, but are not limited to, factors affecting the Company's ability to successfully operate and manage its business, including, among others, title disputes, weather conditions, shortages, delays, or unavailability of equipment and services, property management, brokerage, investment and fund operations, the need to obtain governmental approvals and permits, and compliance with environmental laws and regulations; changes in costs of operations; loss of markets; volatility of asset prices; imprecision of asset valuations; environmental risks; competition; inability to access sufficient capital; general economic conditions; litigation; changes in regulation and legislation; economic disruptions or uninsured losses resulting from major accidents, fires, severe weather, natural disasters, terrorist activities, acts of war, cyber attacks, or pest infestation; increasing costs of insurance, changes in coverage and the ability to obtain insurance; and other presently unknown or unforeseen factors. Other risk factors are detailed from time to time in the Company's reports filed with the Securities and Exchange Commission. Any forward-looking statement speaks only as of the date on which such statement is made, and the Company undertakes no obligation to update the information contained in any forward-looking statements to reflect developments or circumstances occurring after the statement is made or to reflect the occurrence of unanticipated events. Past performance is not indicative of future results. There is no guarantee that any specific outcome will be achieved. Investment may be speculative and illiquid and there is a total risk of loss. There is no guarantee that any specific investment will be suitable or profitable.

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Today's Speakers



Chris Loeffler

CHIEF EXECUTIVE OFFICER

Chris Loeffler has served as the CEO and Chairman of Caliber's Board of Directors since its inception. As CEO, Chris directs and executes global strategy, oversees investments and fund management, and contributes to private and public capital formation.

As a Co-Founder Chris took an early role forming the Company's financial and operational infrastructure and navigating the vertical integration of all real estate and investment services.



Jade Leung

CHIEF FINANCIAL OFFICER

Jade Leung is Caliber's CFO and corporate secretary. As CFO, Jade oversees all aspects of accounting and controllership, financial planning and analysis, tax, financial reporting, and treasury functions at Caliber.

Jade is also responsible for the strategic direction of Caliber's information technology and data security initiatives.

Prior to joining Caliber, Jade spent 12 years with PwC, where he managed audit and accounting advisory services. Notably, Jade participated in over \$1 billion of public market transactions and financing arrangements for companies.



CEO Commentary

Introducing Caliber (Nasdaq: CWD)

- Caliber has a 15-year track record and more than \$2.9 billion in assets under management and assets under development
- We invest in real estate assets in markets we know, primarily in the Western US
- We create funds and investment strategies for accredited investors who want access to alternative assets
- Public sponsor of private real estate investment strategies
- Expert in distressed real estate investing, opportunity zones, and opportunistic
- Completed our IPO in May of 2023 and listed our stock on Nasdaq: CWD

Why Invest in Caliber?

1. Large and growing addressable market opportunity - alternative asset management
2. Unique focus on attractive and overlooked middle-market real estate investment opportunities
3. In-house fundraising drives growth with non-dilutive capital
4. Multiple revenue streams and value creation at each step in real estate investment process
5. Demonstrated ability to drive revenue and EBITDA
6. Aligned, experienced management team and board members

Building on a 15-year track record of profitable growth and success to deliver sustained growth and returns to shareholders

We Invest in Diverse Real Estate Asset Classes in the Middle Market



HOSPITALITY/HOTEL



MULTI-FAMILY HOUSING



BEHAVIORAL HEALTH HOSPITAL



OPPORTUNITY ZONE ASSETS

The Best Opportunities are in the Middle-Market

Middle-Market Assets

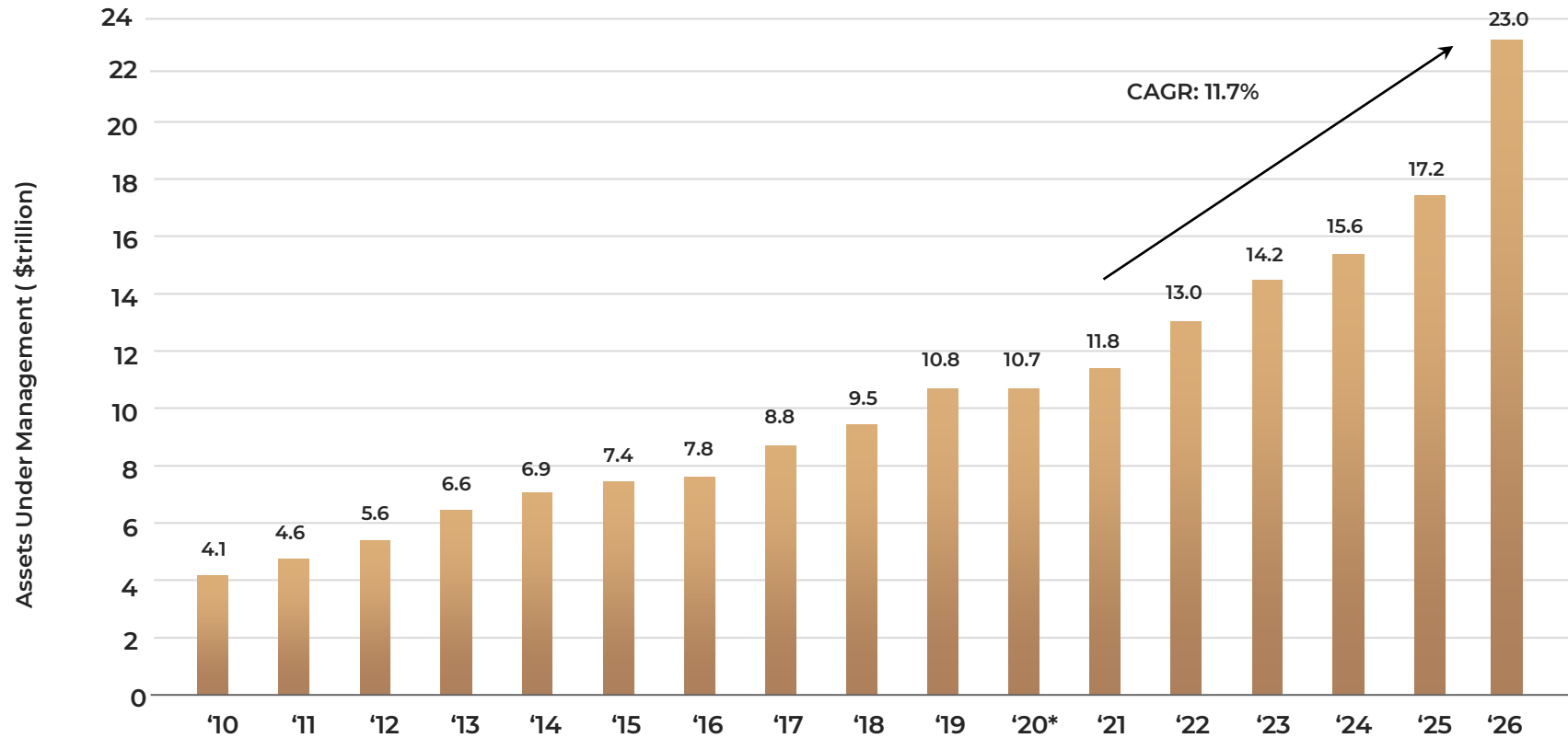
- \$5 to \$50 million per project
- Large opportunity set
- Highly-fragmented market
- Less competition
- Caliber's in-house services model enables access

Middle Market Geographies

- Demonstrated Population & Job Growth
- Underserved in terms of financing options
- Opportunity Zone tax incentives
- Local tax incentives
- Trends post-pandemic

Caliber Serves a Large and Growing Market for Alternative Investments

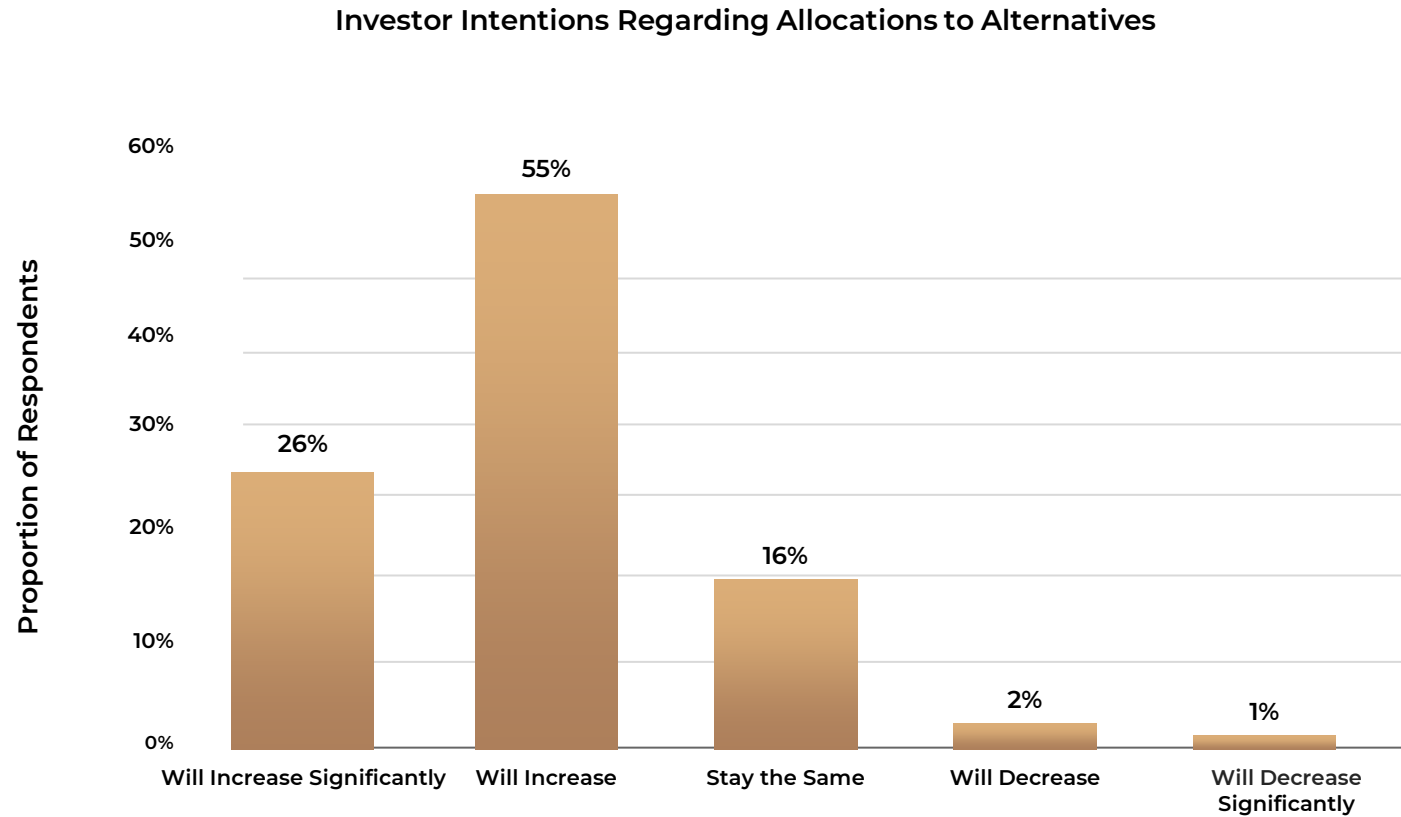
\$23 Trillion in Alternative Global AUM Forecasted by 2026



Source: Preqin Investor Survey, August 2020

*2020 figure is annualized on data to October. 2022-2026 are Preqin forecasts.

Majority of Investors Want Greater Access to Alternatives



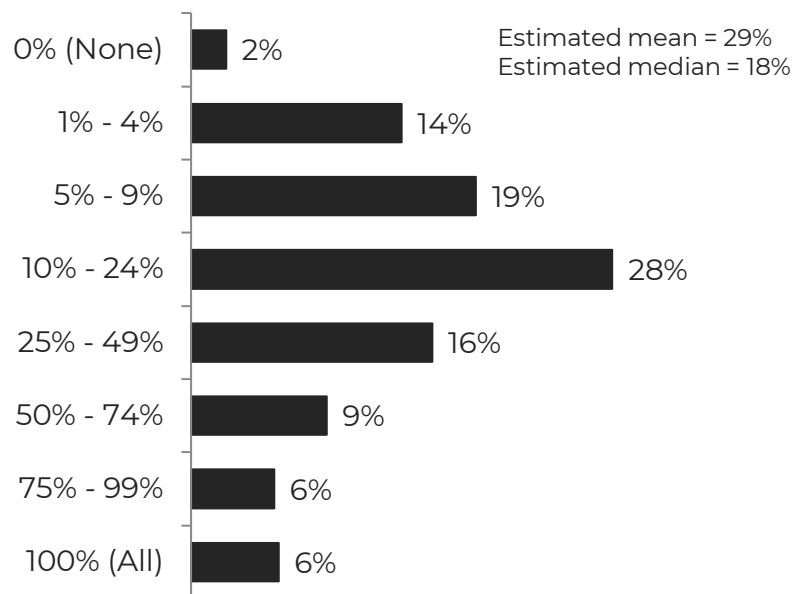
Source: Preqin Investor Survey, August 2020

*2020 figure is annualized on data to October. 2022-2026 are Preqin's forecasted figures. Source: Preqin

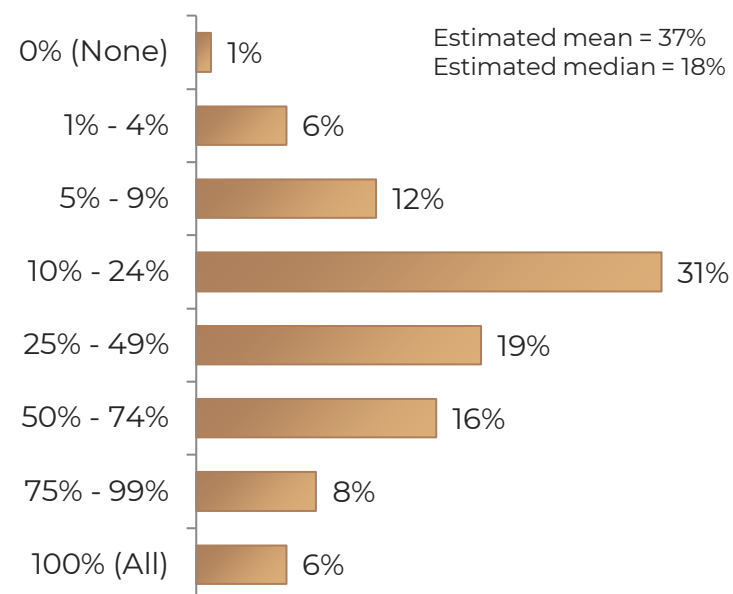
Wealth Managers are Seeking Alternatives

29% of wealth management clients are currently invested in alternatives, a figure expected to rise 27% over the next three years to an estimated mean 37%.

% of Clients Currently Invested in Alternatives



% of Clients Expected to be Invested in Alternatives Three Years from Now



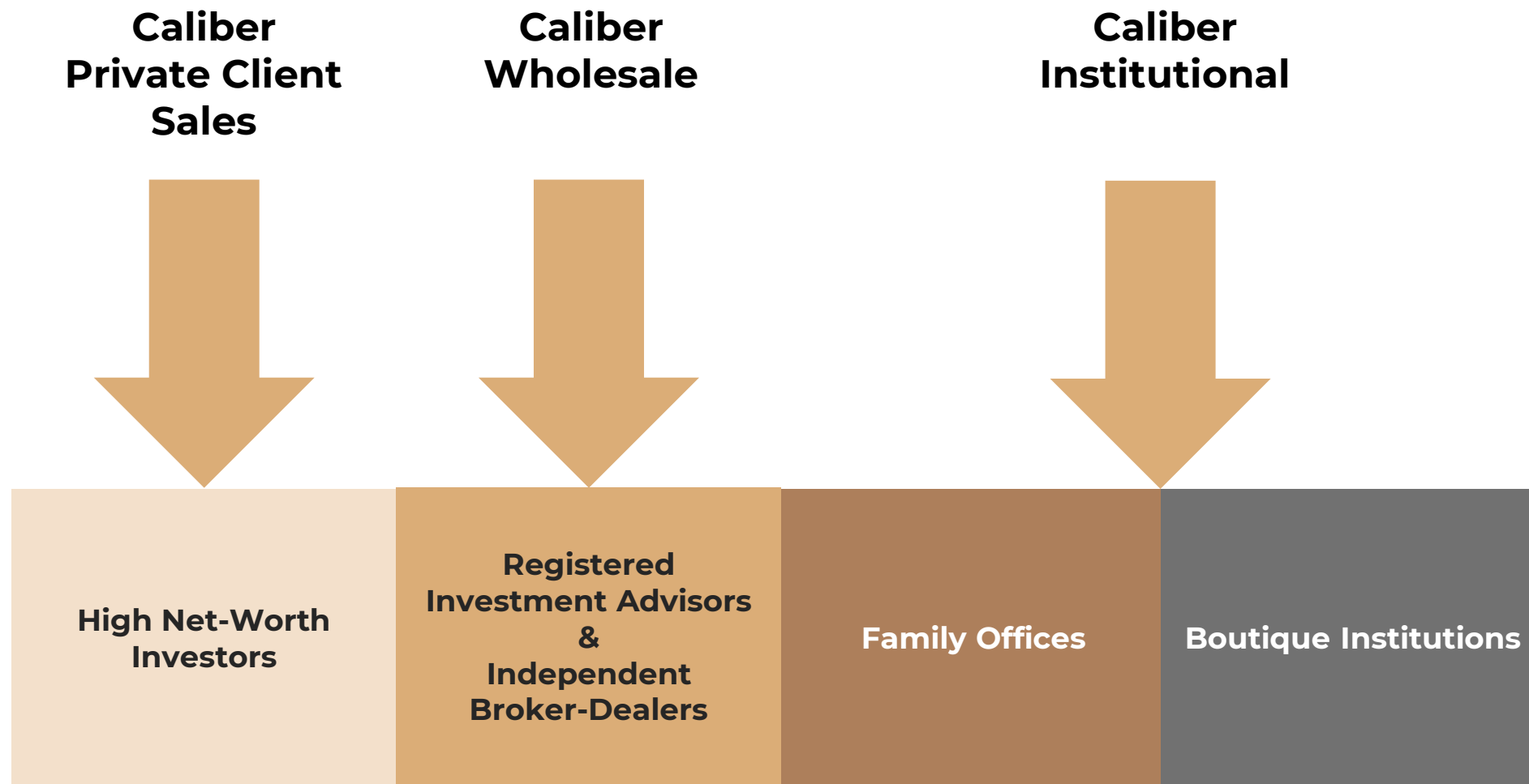
¹⁾ WealthManagement.com survey

Our Products Solve Customer Needs

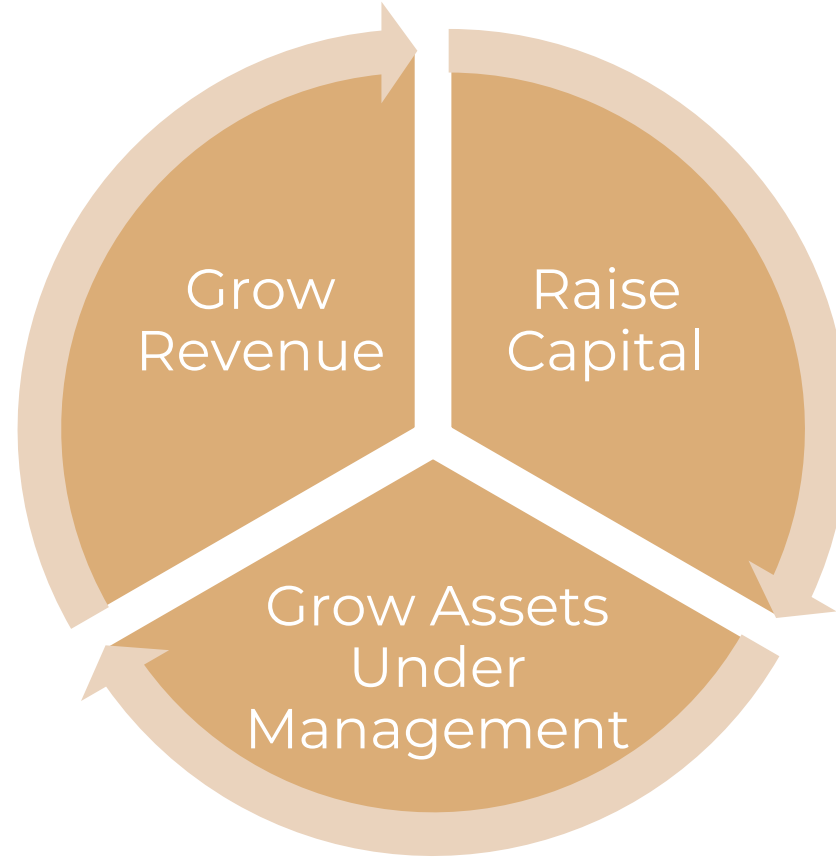
Desired Outcome	Caliber Product
Income	Lending, CORE Plus, Value Add
Growth	Distressed and Special Situations, Adaptive Re-Use & Development
Tax Planning/Reduction	Opportunity Zone Funds, 1031 Investments

Caliber seeks to build trust with our customers once and serve their real estate investment needs decade after decade, generation after generation

Caliber Has Multiple Fundraising Channels



Caliber is Designed to Deliver Sustained Growth



Caliber's model utilizes fundraising in its products to grow the tangible value of Caliber without dilutive corporate financings

We Have Multiple Revenue Streams

Asset Management Fees

Performance Fees

Asset Services

We Hire Ourselves at
Market Rates

Real Estate
Development

Real Estate
Brokerage

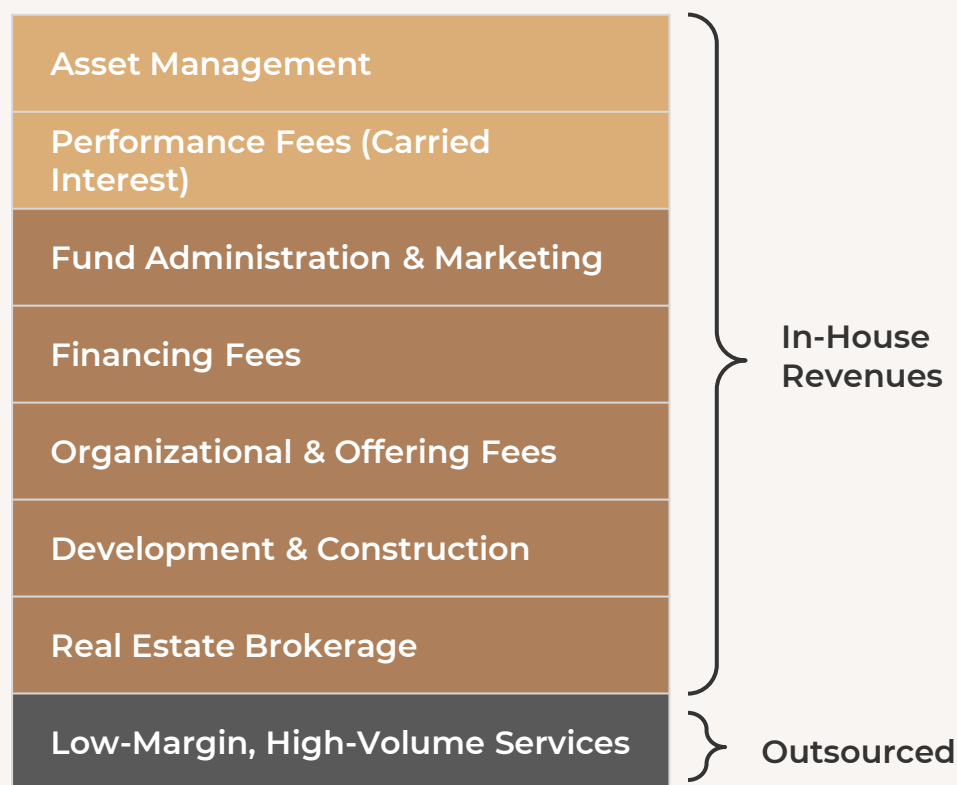
Construction
Management

Note: asset services performed in-house at market rates.

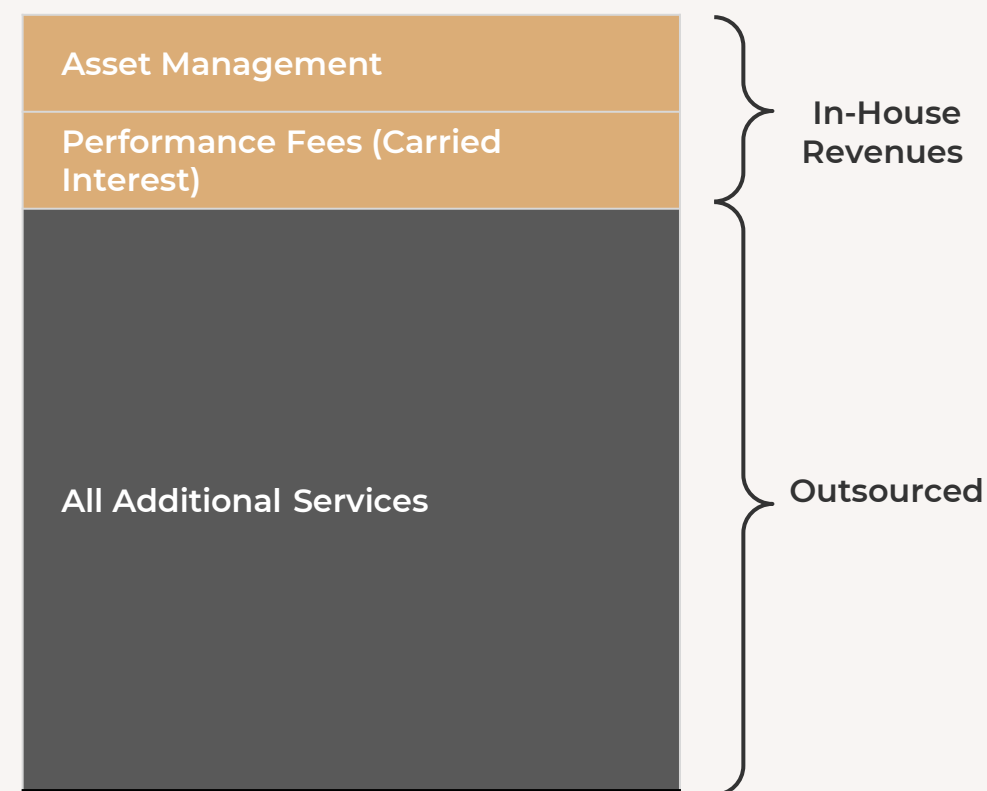
Caliber Earns More Per Dollar in AUM

Caliber has optimized in-house and third-party services to maximize control and profitability

Caliber's Vertical Integration: Increased Control & Multiple Revenue Streams



Traditional Asset Managers: Lower Control & Fewer Revenue Opportunities



Source: Caliber's estimates and internal research reviewing comparable business models

Revenue Growth Driven by Annual Recurring Fees

Annual
Run Rate

Caliber uses the Run Rate to demonstrate how annualized asset management fees change as compared to prior periods

Asset
Management
Revenue
Run Rate

Asset
Management
Fees
(for month ended 9/30/23)
\$0.8M

X

Months in
the Year

12

=

Annualized
Revenue

\$9.8M

Increase
vs FY22

+18%¹⁾

For Every \$100M Invested Caliber Earns
1% to 1.5% in Asset Management Fees²⁾ or \$1M to \$1.5M

1) Fiscal 2022 asset management fees = \$8.3M

2) Asset Management Fees from funds are generally based on 1.0% to 1.5% of the unreturned capital contributions in a particular fund and include reimbursement for costs incurred on behalf of the fund, including an allocation of certain overhead costs. The Company earns an asset management fee of 0.70% of the Caliber Hospitality Trust's enterprise value and is reimbursed for certain costs incurred on behalf of the Caliber Hospitality Trust.

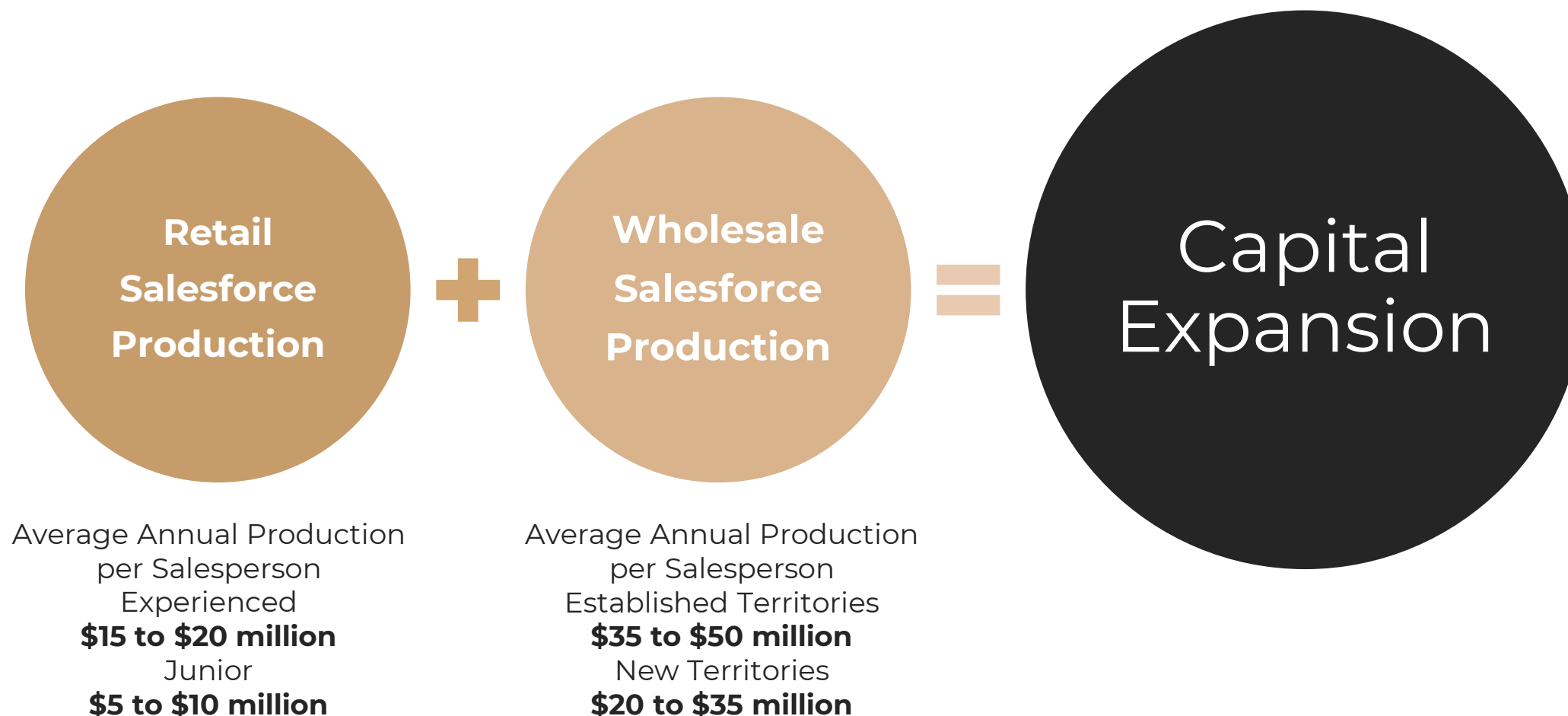
CALIBER HOSPITALITY TRUST

**Using the Caliber
infrastructure to launch
public investment products**

- Externally advised private hospitality real estate investment trust (“CHT”)
- \$186M in Caliber-managed hotel assets contributed in Q1 2023 to seed CHT
- \$220m in 2nd Contribution signed with LTD, taking portfolio to \$400m+
- Target portfolio value of \$1b+ prior to a planned public offering
- Caliber seeks to build a “middle-market” public hospitality company that offers a viable alternative to asset sales for third party contributors
- Trust offers contributors a tax-deferred exchange, debt reduction, capital for renovations, and enhanced liquidity

AM Revenue Driven by Fundraising Success

Caliber Could Expand Fundraising by Growing Sales Distribution



Source: Caliber's estimates and internal research

Caliber BD/RIA Expansion – Recent Announcement

Caliber formally expands its national wholesaling team

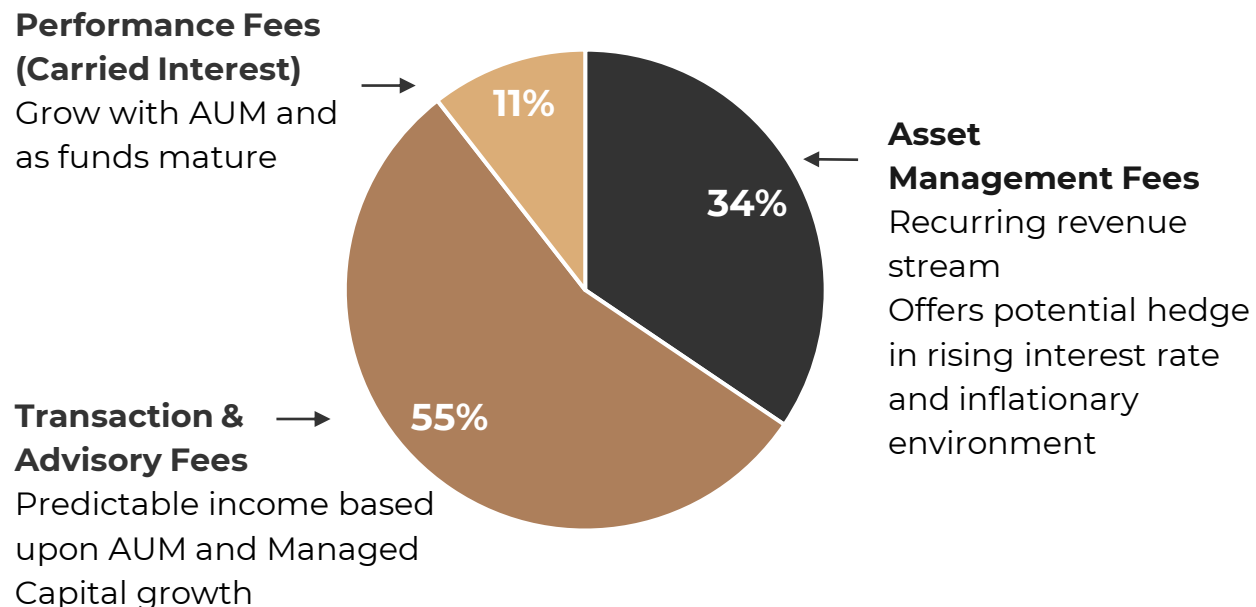
National Wholesaling Team



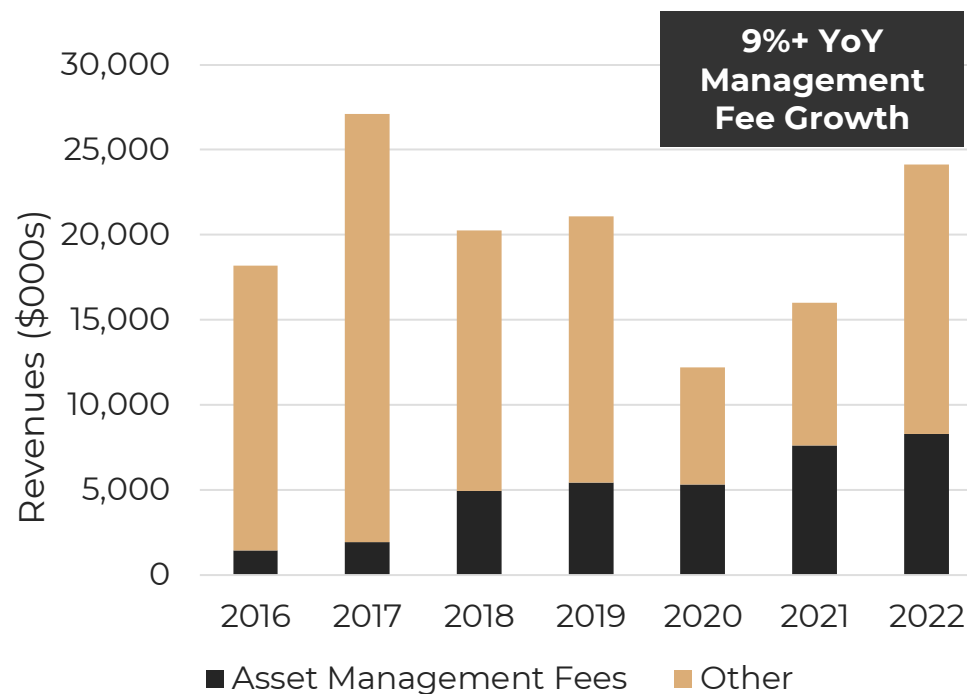
- Skyway Capital Markets to serve as a managing broker-dealer for our funds' primary investment products
- Skyway is an independent managing broker dealer offering a comprehensive platform for the distribution of investment offerings to broker-dealers and registered investment advisors
- Skyway will assist Caliber to build an internal wholesaling team that will lead distribution for the primary investment products of our funds under management

Revenue Growth Focused on Asset Management Fees

Diversified Revenue Streams (2022 Revenue Share)



Management Fee Revenue Growing Steadily



Source: Caliber reports

Experienced & Aligned Executive Leaders



Chris Loeffler – CEO & Co-Founder

Jennifer Schrader – President and COO & Co-Founder

Jade Leung – CFO

Roy Bade – Chief Development Officer

John Hartman – CIO

Yaron Ashkenazi – Head of Hospitality

George Pace – EVP Revenue

- ✓ Scaled Caliber to \$2.9 billion in AUM and AUD, more than 2,000 customers and nearly 100 employees
- ✓ Broad expertise spanning strategy, capital raising, new product development, real estate investment and development, strategic partnerships, operations, capital markets, and sales & marketing
- ✓ Entrepreneurial, growth mindset coupled with a contrarian approach
- ✓ Aligned with shareholders - ~50% stock ownership, including Co-Founders

Note: AUD represents our current estimated costs to complete the development and construction of Assets Under Development projects.

Our Directors

Public Company, Asset Management, Real Estate and Public Company Experience

- **Chris Loeffler** – Chief Executive Officer & Co-Founder
- **Jennifer Schrader** – President, Chief Operating Officer & Co-Founder
- **Dan Hansen** – Lead Independent Director
- **William J. Gerber** – Director
- **Michael Trzupek** – Director
- **Lawrence X. Taylor** – Director

Commitment to Corporate Governance

- ✓ 5+ year history of public company reporting; Big 4 auditor
- ✓ Established Board Committees and Charters
- ✓ Commitment to sustainable business practices



3rd Quarter Financial Highlights

3rd Quarter – Summary Highlights

Financial Measures

- Total revenues of \$17.0 million
- Asset management revenue of \$2.4 million
- Asset management revenue run rate of \$9.8 million
- Net loss attributable to Caliber of \$3.4 million, or \$0.16 per diluted share
- Adjusted EBITDA loss of \$1.5 million

Metrics

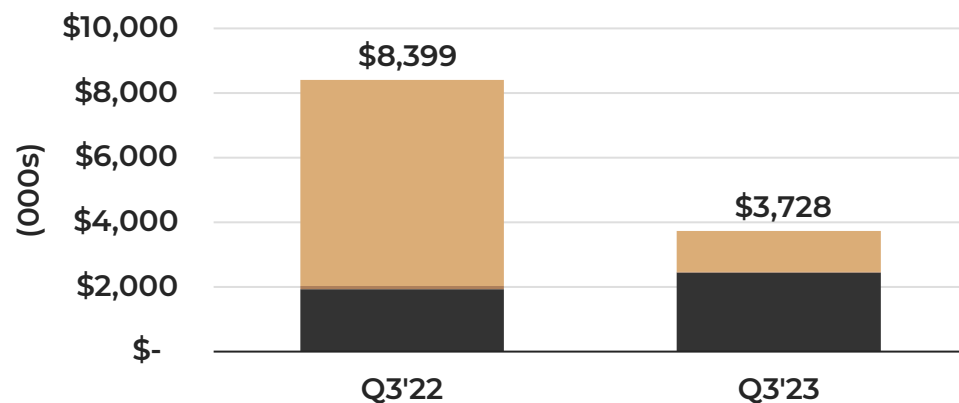
- Fair value assets under management of \$822.5 million
- Asset management fees of \$1.3 million
- Managed capital of \$412.4 million

Corporate

- Contribution agreement with L.T.D. Hospitality Group of 9 hotel properties to Caliber Hospitality Trust.
- Received the first \$5.0 million tranche of a planned investment into CHT of up to \$50.0 million from a family office group.
- Sold Northsight Crossing Retail Center for \$27.4 million, resulting in net cash proceeds of ~\$12.2 million, a gain on the sale of real estate of ~\$5.0 million, and a loss on the extinguishment of debt of ~\$0.2 million. Originally purchased in January 2022 for \$21.1 million.
- Signed first selling agreement with a regional broker dealer for investments in Caliber-sponsored products – expected to increase Caliber fundraising.
- Announced financial targets: cumulative fundraising of \$750 million for the period, 2024-2026; AUM target of \$3 billion by year-end, 2026; annualized segment revenue of \$50 million by year-end, 2026.

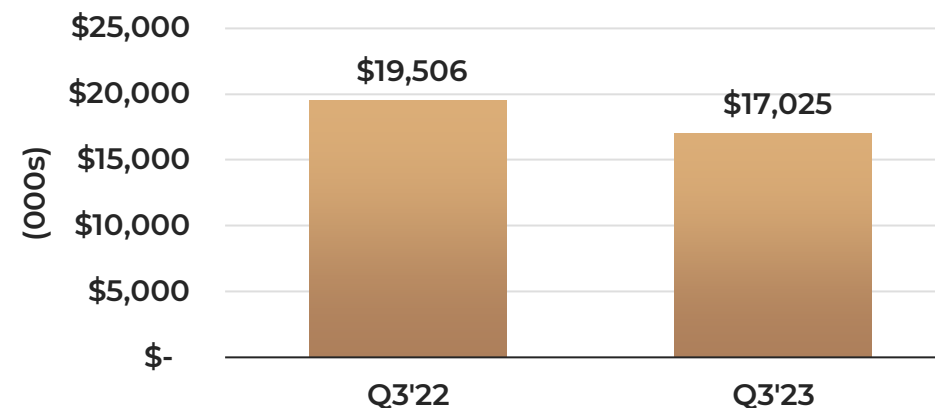
3rd Quarter Summary Results

Total Segment Revenue



■ Asset Mgmt Fees ■ Performance ■ Transaction ■ Total

Total Consolidated Revenue



Caliber Adj. EBITDA (Loss)
(000's)

\$5,659	\$(1,511)
Q3'22	Q3'23

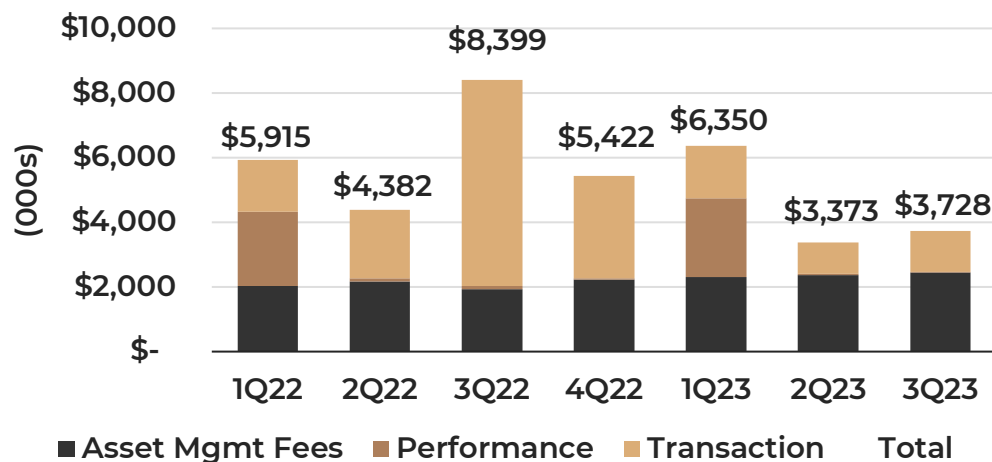
Net Income (Loss)
(per common share)

\$0.22	\$(0.16)
Q3'22	Q3'23

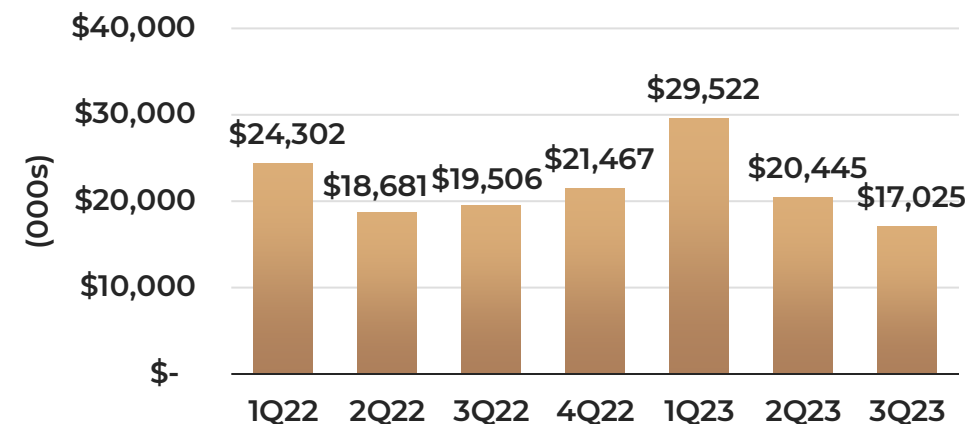
Source: Caliber reports

3rd Quarter – Historical Summary Results

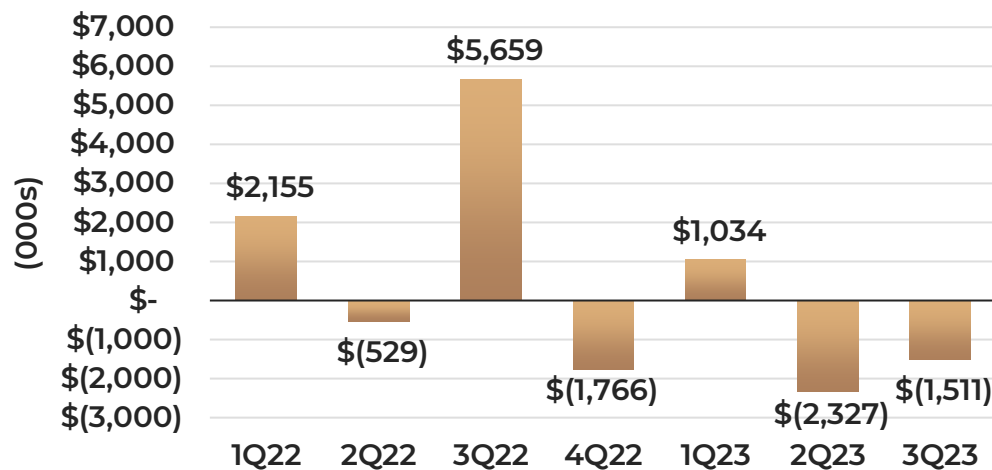
Total Segment Revenue



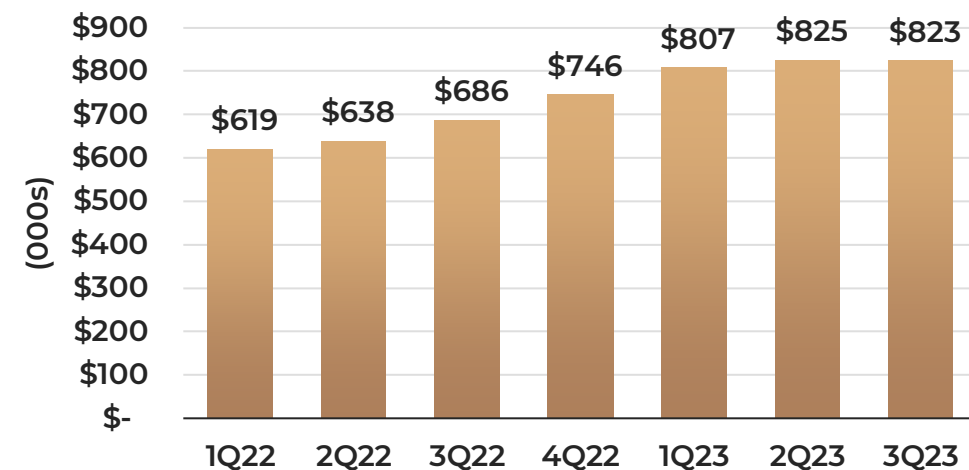
Total Consolidated Revenue



Adjusted EBITDA



FV AUM





3rd Quarter Financial Review

GAAP Income Statement

Q3 revenues decreased 12.7% YoY, primarily due to lower consolidated transaction and advisory fees and offering fees earned for services performed, offset by an increase in consolidated fund revenues

CALIBERCOS INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)
(AMOUNTS IN THOUSANDS, EXCEPT PER SHARE DATA)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
Revenues				
Asset management fees	\$ 1,273	\$ 982	\$ 3,784	\$ 3,048
Performance allocations	36	103	2,474	2,508
Transaction and advisory fees	1,043	5,890	2,462	8,261
Consolidated funds – hospitality revenue	12,526	10,988	52,008	43,801
Consolidated funds – other revenue	2,147	1,543	6,264	4,871
Total revenues	17,025	19,506	66,992	62,489
Expenses				
Operating costs	4,881	3,203	16,205	8,421
General and administrative	1,672	1,252	4,914	5,389
Marketing and advertising	210	288	888	1,293
Depreciation and amortization	140	7	409	23
Consolidated funds – hospitality expenses	18,644	14,960	59,676	44,786
Consolidated funds – other expenses	2,883	1,677	6,757	6,146
Total expenses	28,430	21,387	88,849	66,058

GAAP Income Statement (cont.)

Q3 expenses increased 32.9% YoY, primarily due to an increase in consolidated fund related expenses from Hilton Tucson East, which was consolidated during Q1, and rising labor costs and variable costs associated with increased revenue

CALIBERCOS INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)
(AMOUNTS IN THOUSANDS, EXCEPT PER SHARE DATA)

Consolidated funds - gain on sale of real estate investments	—	—	—	21,530
Other income (loss), net	414	25	1,479	241
Gain on extinguishment of debt	—	1,421	—	1,421
Interest income	85	109	279	112
Interest expense	(1,316)	(341)	(3,408)	(685)
Net (loss) income before income taxes	(12,222)	(667)	(23,507)	19,050
Provision for income taxes	—	—	—	—
Net (loss) income	(12,222)	(667)	(23,507)	19,050
Net (loss) income attributable to noncontrolling interests	(8,813)	(5,067)	(13,165)	14,561
Net (loss) income attributable to CaliberCos Inc.	(3,409)	4,400	(10,342)	4,489
Basic net (loss) income per share attributable to common stockholders	\$ (0.16)	\$ 0.24	\$ (0.53)	\$ 0.25
Diluted net (loss) income per share attributable to common stockholders	\$ (0.16)	\$ 0.22	\$ (0.53)	\$ 0.23
Weighted average common shares outstanding:				
Basic	21,238	18,229	19,688	18,033
Diluted	21,238	20,074	19,688	19,878

NON-GAAP Income Statement

Q3 net loss of \$12.2 million, compared to \$0.7 YoY, and Q3 Consolidated Adjusted EBITDA was a loss of \$3.2 million, compared to income of \$4.7 million YoY, due to lower net income attributed to higher expenses related to investment in the Company's strategic growth initiatives

NON-GAAP INCOME STATEMENT (AMOUNTS IN THOUSANDS)

	Three Months Ended September 30,	
	2023	2022
Net loss	\$ (12,222)	\$ (667)
Interest expense	1,316	342
Depreciation expense	140	15
Consolidated funds' EBITDA adjustments	7,210	4,810
Consolidated EBITDA	(3,556)	4,500
Share buy-back	—	78
Stock-based compensation	393	170
Severance payments	6	—
Consolidated Adjusted EBITDA	(3,157)	4,748
Intercompany eliminations	2,002	1,615
Non-controlling interest Adjusted EBITDA eliminations	(356)	(704)
Caliber Adjusted EBITDA	\$ (1,511)	\$ 5,659

GAAP Balance Sheet

CALIBERCOS INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)
(AMOUNTS IN THOUSANDS, EXCEPT FOR SHARE AND PER SHARE DATA)

	<u>September 30, 2023</u>	<u>December 31, 2022</u>
Assets		
Cash	\$ 995	\$ 1,921
Restricted cash	2,479	23
Real estate investments, net	21,383	2,065
Due from related parties	6,498	9,646
Investments in unconsolidated entities	3,290	3,156
Operating lease - right of use assets	204	1,411
Prepaid and other assets	2,629	5,861
<i>Assets of consolidated funds</i>		
Cash	4,536	5,736
Restricted cash	10,407	8,254
Real estate investments, net	219,140	196,177
Accounts receivable, net	2,434	2,228
Notes receivable - related parties	31,184	28,229
Due from related parties	27	15
Operating lease - right of use assets	8,785	8,769
Prepaid and other assets	10,739	5,343
Total assets	<u>\$ 324,730</u>	<u>\$ 278,834</u>

GAAP Balance Sheet (cont.)

CALIBERCOS INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)
(AMOUNTS IN THOUSANDS, EXCEPT FOR SHARE AND PER SHARE DATA)

	<u>September 30, 2023</u>	<u>December 31, 2022</u>
Liabilities and Stockholders' Equity		
Notes payable	\$ 54,254	\$ 14,653
Notes payable - related parties	—	365
Accounts payable and accrued expenses	6,852	6,374
Buyback obligation	—	12,391
Due to related parties	87	171
Operating lease liabilities	125	1,587
Other liabilities	535	64
<i>Liabilities of consolidated funds</i>		
Notes payable, net	147,779	134,256
Notes payable - related parties	12,799	6,973
Accounts payable and accrued expenses	11,949	9,252
Due to related parties	210	68
Operating lease liabilities	12,397	12,461
Other liabilities	2,987	3,030
Total liabilities	<u>249,974</u>	<u>201,645</u>

GAAP Balance Sheet (cont.)

CALIBERCOS INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)
(AMOUNTS IN THOUSANDS, EXCEPT FOR SHARE AND PER SHARE DATA)

Commitments and Contingencies

Preferred stock Series B, \$0.001 par value; 12,500,000 shares authorized, no shares issued and outstanding as of September 30, 2023 and 1,651,302 shares issued and outstanding as of December 31, 2022	—	—
Common stock Class A, \$0.001 par value; 100,000,000 shares authorized, 13,848,800 and 10,790,787 shares issued and outstanding as of September 30, 2023 and December 31, 2022, respectively	14	11
Common stock Class B, \$0.001 par value; 15,000,000 shares authorized, 7,416,414 shares issued and outstanding as September 30, 2023 and December 31, 2022	7	7
Paid-in capital	38,723	33,108
Less treasury stock, at cost, 277,342 shares repurchased and 3,432,351 forward repurchase shares as of December 31, 2022. As of September 30, 2023, there was no treasury stock or forward repurchase shares	—	(13,626)
Accumulated deficit	(34,469)	(22,709)
Stockholders' equity (deficit) attributable to CaliberCos Inc.	4,275	(3,209)
Stockholders' equity attributable to noncontrolling interests	70,481	80,398
Total stockholders' equity	74,756	77,189
Total liabilities and stockholders' equity	\$ 324,730	\$ 278,834



Appendix

NON-GAAP Measures

Non-GAAP Measures

We present Consolidated EBITDA, Consolidated Adjusted EBITDA, and Caliber Adjusted EBITDA, which are not recognized financial measures under U.S. GAAP, as supplemental disclosures because we regularly review these measures to evaluate our funds, measure our performance, identify trends, formulate financial projections and make strategic decisions.

Consolidated EBITDA represents the Company's and the consolidated funds' earnings before net interest expense, income taxes, depreciation and amortization. Consolidated Adjusted EBITDA represents Consolidated EBITDA as further adjusted to exclude stock-based compensation, transaction fees, expenses and other public registration direct costs related to aborted or delayed offerings and our Reg A+ offering, the share repurchase costs related to the Company's Buyback Program, litigation settlements, expenses recorded to earnings relating to investment deals which were abandoned or closed, any other non-cash expenses or losses, as further adjusted for extraordinary or non-recurring items.

Caliber Adjusted EBITDA represents Consolidated Adjusted EBITDA on a basis that deconsolidates our consolidated funds (intercompany eliminations) and eliminates noncontrolling interest. Eliminating the impact of consolidated funds and noncontrolling interest provides investors a view of the performance attributable to CaliberCos Inc. and is consistent with performance models and analysis used by management.

When analyzing our operating performance, investors should use these measures in addition to, and not as an alternative for, their most directly comparable financial measure calculated and presented in accordance with U.S. GAAP. We generally use these non-U.S. GAAP financial measures to evaluate operating performance and for other discretionary purposes. We believe that these measures enhance the understanding of ongoing operations and comparability of current results to prior periods and may be useful for investors to analyze our financial performance because they eliminate the impact of selected charges that may obscure trends in the underlying performance of our business. Because not all companies use identical calculations, our presentation of Consolidated EBITDA, Consolidated Adjusted EBITDA, and Caliber Adjusted EBITDA may not be comparable to similarly identified measures of other companies.

Consolidated EBITDA, Consolidated Adjusted EBITDA, and Caliber Adjusted EBITDA are not intended to be measures of free cash flow for our discretionary use because they do not consider certain cash requirements such as tax and debt service payments. These measures may also differ from the amounts calculated under similarly titled definitions in our debt instruments, which amounts are further adjusted to reflect certain other cash and non-cash charges and are used by us to determine compliance with financial covenants therein and our ability to engage in certain activities, such as incurring additional debt and making certain restricted payments.

The following table presents a reconciliation of net (loss) income to Consolidated EBITDA, Consolidated Adjusted EBITDA, and Caliber Adjusted EBITDA for the three months ended September 30, 2023 and 2022 (in thousands):

NON-GAAP Reconciliation

NON-GAAP RECONCILIATION (AMOUNTS IN THOUSANDS)

	Three Months Ended September 30,	
	2023	2022
Net loss	\$ (12,222)	\$ (667)
Interest expense	1,316	342
Depreciation expense	140	15
Consolidated funds' EBITDA adjustments	7,210	4,810
Consolidated EBITDA	(3,556)	4,500
Share buy-back	—	78
Stock-based compensation	393	170
Severance payments	6	—
Consolidated Adjusted EBITDA	(3,157)	4,748
Intercompany eliminations	2,002	1,615
Non-controlling interest Adjusted EBITDA eliminations	(356)	(704)
Caliber Adjusted EBITDA	<u>\$ (1,511)</u>	<u>\$ 5,659</u>

NON-GAAP Reconciliation

FUND MANAGEMENT SEGMENT (AMOUNTS IN THOUSANDS)

	Three Months Ended September 30,			
	2023	2022	\$ Change	% Change
Revenues				
Asset management fees	\$ 2,428	\$ 1,927	\$ 501	26.0 %
Performance allocations	24	103	(79)	(76.7)%
Transaction and advisory fees	560	5,008	(4,448)	(88.8)%
Total revenues	3,012	7,038	(4,026)	(57.2)%
Expenses				
Operating costs	4,228	2,661	1,567	58.9 %
General and administrative	1,549	1,184	365	30.8 %
Marketing and advertising	208	287	(79)	(27.5)%
Depreciation and amortization	34	7	27	385.7 %
Total expenses	6,019	4,139	1,880	45.4 %
Other expense, net	11	(3)	14	(466.7)%
Gain on extinguishment of debt	—	1,421	(1,421)	(100.0)%
Interest expense	(1,128)	(326)	(802)	246.0 %
Interest income	729	108	621	575.0 %
Net loss	<u>\$ (3,395)</u>	<u>\$ 4,099</u>	<u>\$ (7,494)</u>	<u>(182.8)%</u>

NON-GAAP Reconciliation

DEVELOPMENT SEGMENT (AMOUNTS IN THOUSANDS)

	Three Months Ended September 30,		\$ Change	% Change
	2023	2022		
Revenues				
Transaction and advisory fees	\$ 516	\$ 1,182	\$ (666)	(56.3)%
Total revenues	<u>516</u>	<u>1,182</u>	<u>(666)</u>	<u>(56.3)%</u>
Expenses				
Operating costs	394	321	73	22.7%
General and administrative	78	45	33	73.3%
Depreciation and amortization	—	8	(8)	(100.0)%
Total expenses	<u>472</u>	<u>374</u>	<u>98</u>	<u>26.2%</u>
Other expense, net	—	9	(9)	(100.0)%
Net income	<u>\$ 44</u>	<u>\$ 817</u>	<u>\$ (773)</u>	<u>(94.6)%</u>

NON-GAAP Reconciliation

BROKERAGE SEGMENT (AMOUNTS IN THOUSANDS)

	Three Months Ended September 30,			
	2023	2022	\$ Change	% Change
Revenues				
Transaction and advisory fees	\$ 200	\$ 179	\$ 21	11.7%
Total revenues	200	179	21	11.7%
Expenses				
Operating costs	102	31	71	229.0%
General and administrative	24	23	1	4.3%
Marketing and advertising	—	—	—	—
Depreciation and amortization	39	—	39	100.0%
Total expenses	165	54	111	205.6%
Other income, net	138	28	110	392.9%
Gain on extinguishment of debt	1	—	1	100.0%
Interest expense	(189)	(15)	(174)	1160.0%
Net (loss) income	<u>\$ (15)</u>	<u>\$ 138</u>	<u>\$ (153)</u>	<u>(110.9)%</u>

NON-GAAP Reconciliation

MANAGED CAPITAL (AMOUNTS IN THOUSANDS)

	<u>Managed Capital</u>
Balances as of December 31, 2022	\$ 383,189
Originations	12,050
Redemptions	<u>(2,742)</u>
Balances as of March 31, 2023	392,497
Originations	11,227
Redemptions	<u>(1,968)</u>
Balances as of June 30, 2023	401,756
Originations	12,958
Redemptions	<u>(2,268)</u>
Balances as of September 30, 2023	<u><u>\$ 412,446</u></u>

	<u>September 30, 2023</u>	<u>December 31, 2022</u>
Real Estate		
Hospitality	\$ 101,118	\$ 102,071
Residential	72,501	62,819
Commercial	<u>147,857</u>	<u>128,210</u>
Total Real Estate	321,476	293,100
Credit ⁽¹⁾	79,758	74,766
Other ⁽²⁾	<u>11,212</u>	<u>15,323</u>
Total	<u><u>\$ 412,446</u></u>	<u><u>\$ 383,189</u></u>

(1) Credit managed capital represents loans made to Caliber's investment funds by our diversified credit fund.

(2) Other managed capital represents undeployed capital held in our diversified funds.

NON-GAAP Reconciliation

FV AUM (AMOUNTS IN THOUSANDS)

	<u>FV AUM</u>
Balances as of December 31, 2022	\$ 745,514
Assets acquired ⁽¹⁾	28,604
Construction and net market appreciation	33,019
Assets sold or disposed	(5,820)
Credit ⁽²⁾	4,242
Other ⁽³⁾	<u>1,360</u>
Balances as of March 31, 2023	806,919
Assets acquired ⁽¹⁾	—
Construction and net market appreciation	19,095
Assets sold or disposed	(595)
Credit ⁽²⁾	590
Other ⁽³⁾	<u>(703)</u>
Balances as of June 30, 2023	825,306
Assets acquired ⁽¹⁾	780
Construction and net market appreciation	1,045
Assets sold or disposed	(6,025)
Credit ⁽²⁾	160
Other ⁽³⁾	<u>1,204</u>
Balances as of September 30, 2023	<u><u>\$ 822,470</u></u>

NON-GAAP Reconciliation

FV AUM (AMOUNTS IN THOUSANDS)

	<u>September 30, 2023</u>	<u>December 31, 2022</u>
Real Estate		
Hospitality	\$ 316,000	\$ 319,300
Residential	148,600	86,900
Commercial	<u>266,900</u>	<u>255,197</u>
Total Real Estate	731,500	661,397
Credit ⁽²⁾	79,758	74,766
Other ⁽³⁾	<u>11,212</u>	<u>9,351</u>
Total	<u>\$ 822,470</u>	<u>\$ 745,514</u>

- (1) Assets acquired during the nine months ended September 30, 2023 include one development asset in Colorado, our headquarters office building, and one multi-family residential asset in Arizona.
- (2) Credit FV AUM represents loans made to Caliber's investment funds by our diversified credit fund.
- (3) Other FV AUM represents undeployed capital held in our diversified funds.