READY CAPITAL®

INVESTOR PRESENTATION

April 2022

RC LISTED NYSE

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This presentation also contains market statistics and industry data which are subject to uncertainty and are not necessarily reflective of market conditions. These have been derived from third party sources and have not been independently verified by the Company or its affiliates. All material presented is compiled from sources believed to be reliable and current, but accuracy cannot be guaranteed. All data is as of December 31, 2021, unless otherwise noted.

This presentation includes certain non-GAAP financial measures, including Distributable Earnings. These non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures in accordance with GAAP. Please refer to the Appendix for the most recent GAAP information.

Differentiated Mortgage REIT

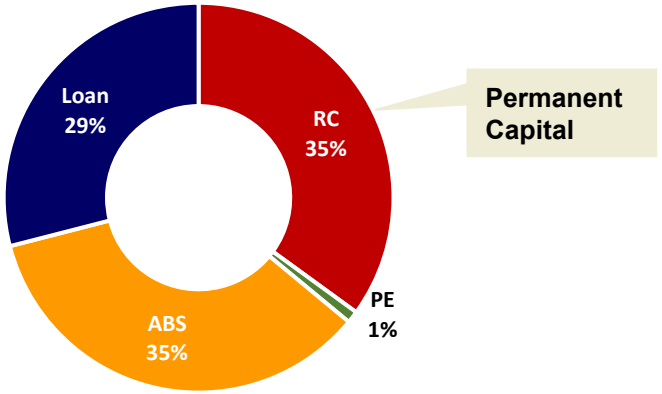
- Largest non-bank lender to *both* investors in and owners of small balance commercial ("SBC") properties with current market capitalization over $1.8 billion[1,2]
- All-weather investment strategy as a direct lender and acquiror of bulk portfolios, including distressed
- $7.6 billion[3] portfolio of almost 5,600 loans diversified across 50 states & Europe with 99% senior lien
- Resilient current dividend yield of 11.4%[1]; combination of gain-on-sale income from 3 government sponsored Opco's & NIM from "capital heavy" SBC→ Record year in pandemic
- Imbedded operating companies supported by 600 employees across the Company's 8 offices
- Integrated with Waterfall Asset Management, LLC, a leading $9.8 billion global structured products investment manager with a 17-year track record

1. As of March 31, 2022; Includes shares issued in connection with the Mosaic acquisition which closed on March 16, 2022
2. Inclusive of preferred stock
3. Excludes Paycheck Protection Program loans

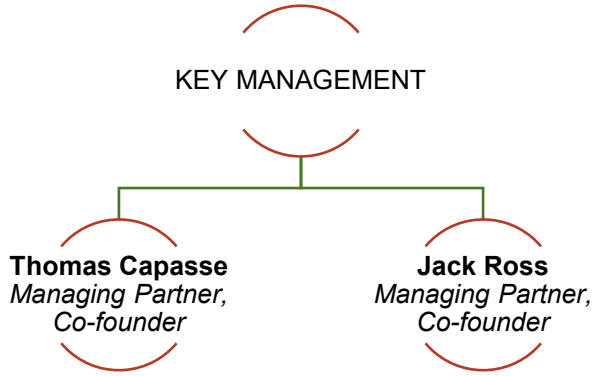
Waterfall – A Successful & Proven Asset Manager

Waterfall consists of a dedicated team of 75 investment professionals who have extensive experience in small balance commercial (SBC) distressed asset acquisition, loan origination, asset management and capital markets.

TOTAL GAV $25.3B



- SEC-registered credit investment advisor founded in 2005
- Top 10 global manager with focus on real estate loans & ABS
- Principals were early pioneers of the ABS industry with 60+ years combined experience
  - Co-founders started Merrill Lynch ABS business in 1980s and worked together for 20 years
- RC has the right of first refusal on all SBC loans sourced by WAM(1)



GROUP	EMPLOYEES*
Investment Professionals	75
Finance and Operations	82
Legal/Compliance/HR/Business Dev.	19

* As of March 1, 2022

1. Waterfall has agreed in the side letter agreement that, for so long as the management agreement is in effect, neither it nor any of its affiliates will (i) sponsor or manage any additional investment vehicle where the Company does not participate as an investor whose primary investment strategy will involve SBC mortgage loans, unless Waterfall obtains the prior approval of a majority of the Company's board of directors (including a majority of its independent directors), or (ii) acquire a portfolio of assets, a majority of which (by value or UPB) are SBC mortgage loans on behalf of another investment vehicle (other than acquisitions of SBC ABS), unless the Company is first offered the investment opportunity and a majority of its board of directors (including a majority of its independent directors) decide not to acquire such assets.

Experienced Management Team

	Name & position		Background
	**Thomas Capasse** Principal *Waterfall Asset Management*	Chairman of the Board, CEO *Ready Capital Corporation*	▪ Manager and Co-Founder of Waterfall Asset Management ▪ 35+ years of structured credit experience globally ▪ Co-founded Merrill Lynch's ABS group in the 1980s
	**Jack Ross** Principal *Waterfall Asset Management*	President and Director *Ready Capital Corporation*	▪ Principal and Co-Founder of Waterfall Asset Management ▪ Previously founded Licent Capital, a specialty broker/dealer for intellectual property securitization ▪ Managed the Real Estate Finance and ABS groups at Merrill Lynch from 1987-1999
	**Thomas Buttacavoli** Managing Director *Waterfall Asset Management*	Chief Investment Officer *Ready Capital Corporation*	▪ Partner and Chief Investment Officer of Waterfall Asset Management ▪ Previously served as structured finance analyst at Licent Capital, strategic planning analyst at BNY Capital Markets and Financial Analyst at Merrill Lynch
	**Andrew Ahlborn** Managing Director *Waterfall Asset Management*	Chief Financial Officer *Ready Capital Corporation*	▪ Managing Director of Waterfall Asset Management ▪ Previously served as Controller of Ready Capital from 2015-2019 ▪ Licensed CPA in New York
	**Gary Taylor** Chief Operating Officer *Ready Capital Corporation*	Chief Operating Officer *Ready Capital Corporation*	▪ Chief Operating Officer of Ready Capital Corporation ▪ Previously served as President and Chief Operating Officer of Newtek Business Credit from May 2015-March 2019
	**John Moshier** President *ReadyCap Lending*	President of Small Business Lending *Ready Capital Corporation*	▪ President of ReadyCap Lending ▪ 20+ years in the lending industry; focused on small business relationships and management U.S. Small Business Administration (SBA) loan programs for the past 15 years
	**Adam Zausmer** Managing Director *Waterfall Asset Management*	Chief Credit Officer *Ready Capital Corporation*	▪ Chief Credit Officer of Ready Capital Corporation ▪ 20+ years in commercial real estate lending ▪ Previously served as a senior underwriter at J.P. Morgan Chase's Commercial Term Lending business
	**Tim Geraghty** Managing Director *Waterfall Asset Management*	Head of Capital Markets *Ready Capital Corporation*	▪ Head of Capital Markets of Ready Capital Corporation and Waterfall Asset Management ▪ 15+ years in financial services industry ▪ Previously served as Vice President at Deutsche Bank Group in Structured Credit Group

Company History and Evolution

2011
- Ready Capital, then Sutherland Asset Management was founded

July 2014
- Acquired SBA ownership license, $570mm portfolio, and $1.2bn of SBA servicing rights from CIT Small Business Lending

October 2016
- Became a public company via a merger into a subsidiary of ZAIS Financial Corp (ZFC) and acquired GMFS with the transaction
- ZAIS was the legal surviving entity and changed its name to Sutherland Asset Management Corporation; ticker symbol was changed to (NYSE: SLD)

September 2018
- Sutherland Asset Management changed its name to Ready Capital Corporation
- Changed the ticker symbol to trade under (NYSE: RC)

March 2019
- Completed the $179mm acquisition of Owens Realty Mortgage
- The transaction increased the Company's equity capitalization, supported continued growth of the Company's platform and execution of the Company's strategy, and provided the Company with improved scale, liquidity and capital alternatives, including additional borrowing capacity

October 2019
- Acquired Knight Capital, a technology-driven platform that provides working capital to small and medium businesses across the U.S., for $27.8mm

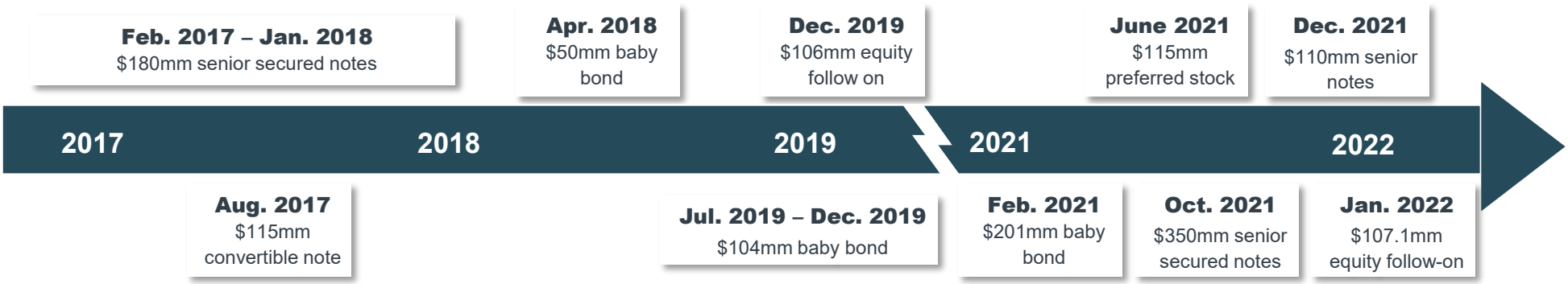
June 2020
- As 1 of 14 non-bank SBA lenders, facilitated the fundings of ~$2.7bn of loans through Paycheck Protection Program

March 2021
- Completed the $338mm acquisition of Anworth Mortgage Asset Corporation (ANH)
- Transaction created a scaled commercial mortgage REIT with a combined capital base in excess of $1bn

July 2021
- Completed the ~$70mm acquisition of Red Stone LLC, a real estate finance and investment company that provides innovative financial products and services to the multifamily affordable housing industry

March 2022
- Completed the previously announced merger to acquire a series of privately held, real estate structured finance opportunities funds, with a focus on construction lending, managed by MREC Management LLC
- Following the merger Ready Capital is expected to have a proforma capital base just below $1.9B

Corporate Capital Markets Activity



Recent Events – Capital Markets / M&A

COMMON STOCK OFFERING[1]
January 14, 2022

- Completed underwritten offer and sale of 7,000,000 shares of our common stock at a price of $15.30 per share
- Net proceeds were contributed to our operating partnership, which in turn will use the net proceeds to originate or acquire our target assets consistent with our investment strategy and for general corporate purposes

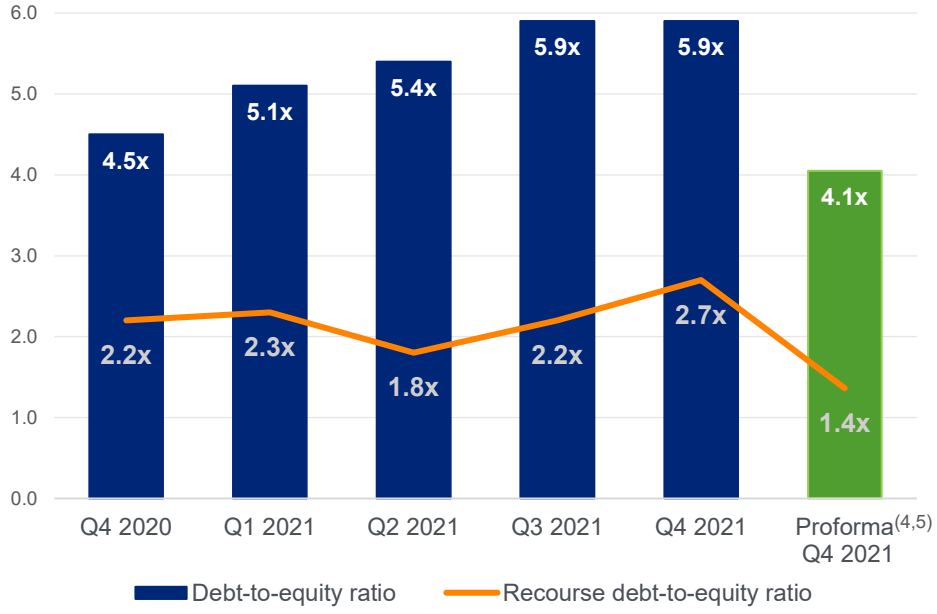
CLO SECURITIZATION[2]
March 10, 2022

- Closed a $1.135 billion commercial mortgage collateralized loan obligation ("CRE CLO") transaction
- The transaction was met with demand from 27 unique investors and provides us with non-recourse, non-mark to market, term financing
- Transaction represents our eighth CRE CLO since inception and largest CRE CLO issued to date

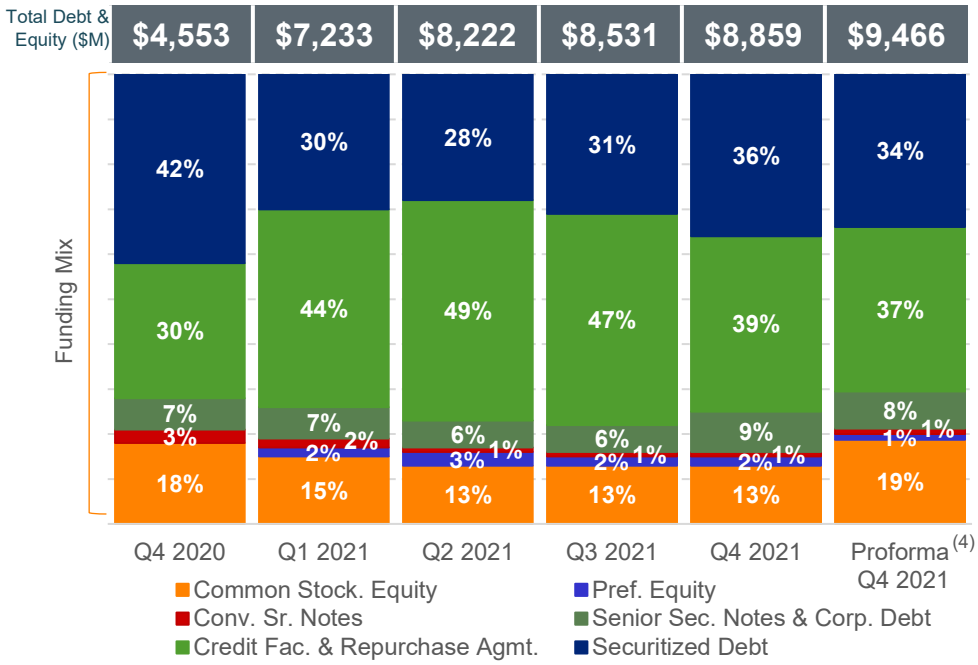
MOSAIC MERGER[3]
March 16, 2022

- Completed the previously announced merger to acquire a series of privately held, real estate structured finance opportunities funds, with a focus on construction lending, managed by MREC Management LLC
- Following the merger Ready Capital is expected to have a proforma capital base just below $1.9B
- The un-levered Mosaic portfolio results in immediate de-leveraging impact

PROFORMA LEVERAGE



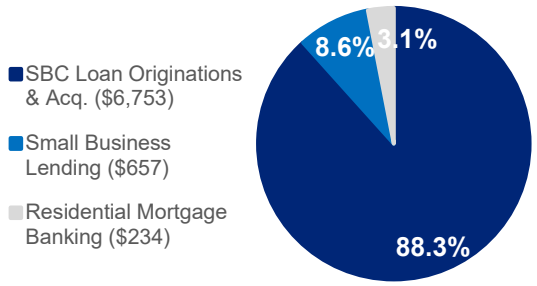
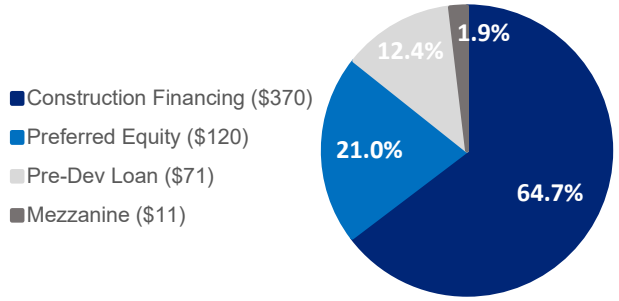
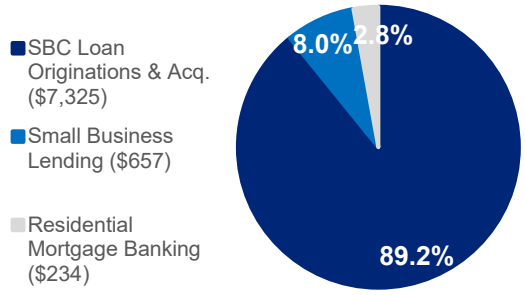
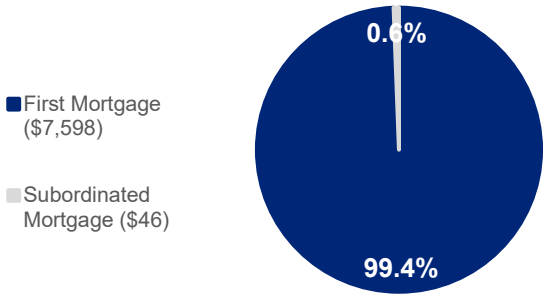
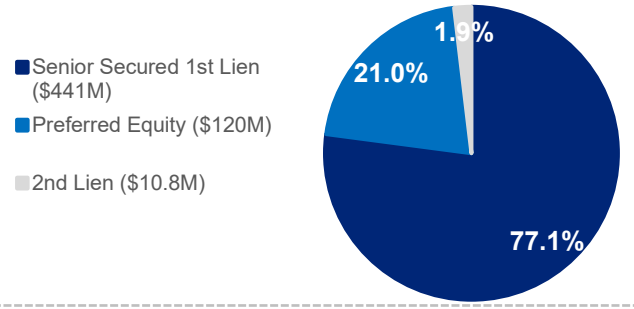
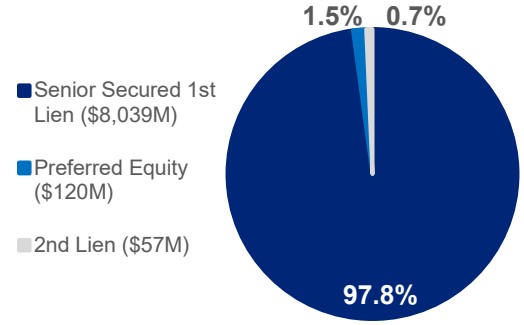
PROFORMA CAPITAL STRUCTURE



1. Refer to recent developments section of the 2021 10-K
2. Refer to our press released dated March 10, 2022
3. Refer to recent developments section of the 2021 10-K, press release dated March 16, 2022 and Mosaic Real Estate Credit Transaction Overview presentation
4. Proforma represents December 31, 2021 balances adjusted to include the impact from the common stock offering, CLO securitization and Mosaic Merger
5. Recourse debt includes credit facilities & repurchase agreements, senior secured notes & corporate debt and convertible senior notes

Compelling and Attractive Combination

($ in Millions)

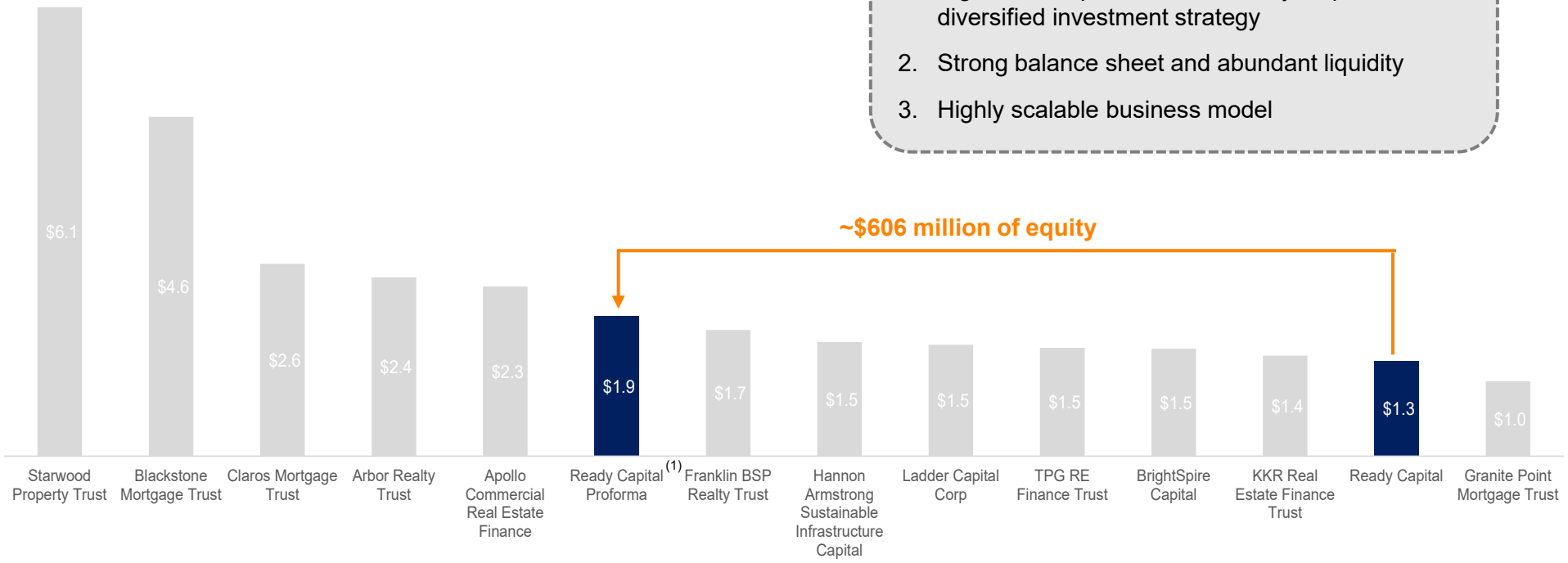
	READY CAPITAL	MOSAIC REAL ESTATE INVESTORS	Pro-Forma Combined Company
Invested Assets(1)	$7,644	$572	~$8,216
Investment Portfolio by Investment Type			
Investment Portfolio by Seniority			
Total Equity(2)	$1,281	$563	~$1,844

Source: Company Filings
Note: Financial information and portfolio level data as of December 30, 2021
(1) Total Invested Assets for Ready Capital based on unpaid principal balance and excludes Paycheck Protection Program loans; (2) Pro-Forma Combined Company Equity estimated based on December 30, 2021 book values

Strategic Combination Overview

Pro-Forma Equity Base

($ in billions)



Pro-Forma Entity Highlights

1. Significant capital base to fund cycle-proven, diversified investment strategy
2. Strong balance sheet and abundant liquidity
3. Highly scalable business model

Enhanced Capital Base + **Scale and Operating Efficiency** + **Shareholder Liquidity**

Note: Financial data as of December 31, 2021; based on total stockholders' equity (including preferred equity)
(1) Ready Capital proforma adjusts for Mosaic Merger and common stock offering completed in January

Diversified Investment Strategy

READY CAPITAL

✓ Capital allocated opportunistically to highest ROE OpCo across economic cycle

	Pro Forma SBC Loan Originations & Acquisitions		Small Business Lending	Residential Mortgage Banking
	SBC Loan Originations & Acquisitions	Mosaic		
Products	Investor SBC lending across 7 products (bridge to stabilized properties) & portfolio acquisitions	Middle-market lending focused on construction, preferred equity multifamily, and pre-construction development finance	Owner occupied SBC lending through SBA 7(a), USDA & unsecured small business. 1 of 14 non-Bank 7(a) SBA lenders	Residential mortgage loan originations and servicing focused on agency market
Strategy	NIM from retained SBC portfolio supplemented by gain on sale income from Agency production	Opportunistic originations to borrowers with proven track record in densely populated cities	Revenue from gain on secondary market sale, net interest income and servicing fees on retained interest	Revenue from gain on sale of production and servicing fees from retained MSR
Coupon	4 – 6%	8 – 10%	Prime + 200 – 275 bps	100 – 175 bps
History	Distressed acquisitions (2008), direct lending launch (2013), 1 of 12 Freddie Mac SBL license holders (2014) & acquired bank bridge lending team (2015)	Acquired in March 2022 with a focus on construction lending	Acquired in 2014 from CIT with originations beginning in 2015	Acquired in 2016 as part of the Company's acquisition of ZAIS Financial Corp

SBC Lending & Acquisition Overview

- All-weather origination platform with ability to allocate capital to the best opportunities across 7 products spanning heavy transitional to stabilized
- 1 of 12 Freddie Mac Small Balance Loan lenders; ranked #5 based on 2021 volume
- Over $11.7 billion in originations since the Company's formation in 2013
- Largest acquiror of small balance commercial loans since the financial crisis with over 5,200 or $3.4 billion of loans acquired
- Conservative approach to credit with focus on high conviction sectors, superior markets and strong sponsors; no realized losses incurred on new originations since the company's start
- Supported by 143 staff, including 25 loan officers, with headquarters in New York & Texas and 3 satellite offices

Small Business Lending Overview

- A leading provider of capital to small businesses through 7(a) loans, USDA loans and unsecured small business loans
- 1 of 14 non-bank Small Business Administration 7(a) license holders; acquired from CIT in 2014
- #2 non-bank 7(a) lender and #16 overall lender[1]
- Fully integrated with fintech, Knight Capital, acquired in 2019. Enhanced technology from Knight Capital supports lead generation and underwriting efficiencies
- Result: Leading lender in Paycheck Protection Program with ~$5 billion originated
- Supported by 189 staff, including 17 business development officers, with headquarters in New Jersey & Florida and 5 satellite offices

1. Source: SBA.gov.

Residential Mortgage Banking Overview

- GMFS, founded in 1999, has a leading Southeast market share and acquired via the ZFC merger in 2016
- Licensed in 18 states, approved FNMA and FHLMC seller-servicer, GNMA issuer, HUD / FHA / USDA originator and VA lender
- GMFS provides a wide range of residential mortgage services, including home purchase financing, refinancing and other mortgage products
- Operates through 12 retail branches located in Louisiana, Georgia, Mississippi, Alabama and Texas
- Servicing retained model provides natural hedge to production

Fourth Quarter 2021 Results

Earnings / Dividends	▪ Net income of $53.6 million[1], or $0.69 per common share ▪ Distributable earnings of $52.5 million[1], or $0.67 per common share ▪ Declared dividend of $0.42 per common share
Returns	▪ Return on Equity[2] of 18.1% ▪ Distributable Return on Equity[3] of 17.8% ▪ Dividend Yield[4] of 10.7%
Loan Originations[5] / Acquisitions	▪ CRE originations and acquisitions of $2.3 billion ▪ SBA loan originations of $135.7 million ▪ Residential mortgage loan originations of $876.3 million ▪ Closed in excess of $1.5 billion in bridge financing during the quarter, more than $3.7 billion for the year ▪ Red Stone has closed $548 million of financings since being acquired

1. Before dividends on preferred securities and inclusive of non-controlling interest
2. Return on equity is an annualized percentage equal to quarterly net income over the average monthly total stockholders' equity for the period
3. Distributable return on equity is an annualized percentage equal to distributable earnings over the average monthly total stockholders' equity for the period. Refer to the "Distributable Earnings Reconciliation by Quarter" slide for a reconciliation of GAAP Net Income to Distributable Earnings
4. Q4 dividend yield for the period is based on the 12/31/2021 closing share price of $15.63
5. Represents fully committed amounts

Fourth Quarter 2021 Results (continued)

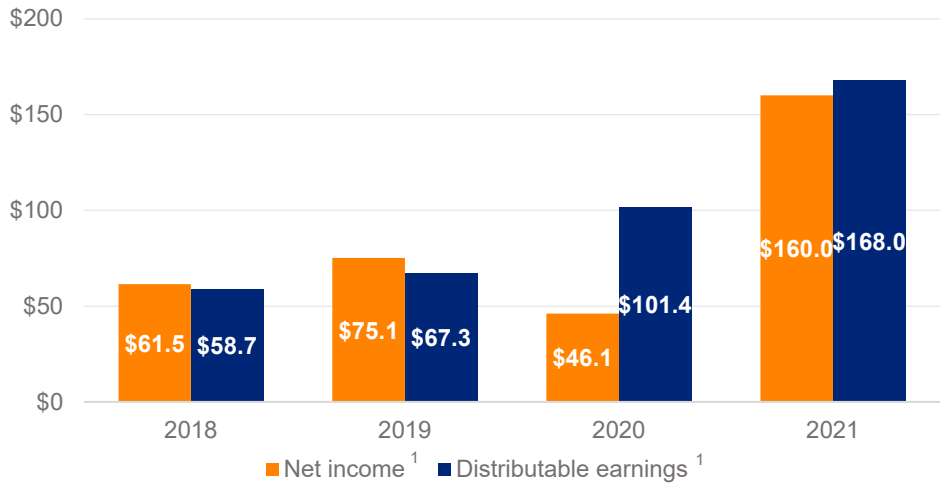
READY CAPITAL

Current Liquidity	▪ Total liquidity of $246 million[1] including cash, anticipated warehouse advances, principal and interest receivable from servicers, and anticipated proceeds from available-for-sale assets
Capital Markets	▪ Closed $927.2 million commercial mortgage collateralized loan obligation with the limited right to acquire all or part of $135.2 million in future funding ▪ Closed an underwritten public offering of $110.0 million in aggregate principal amount of 5.50% senior unsecured notes due 2028 ▪ Closed a private placement of $350.0 million in aggregate principal amount of 4.50% Senior Secured Notes due 2026. The Company used a portion of the net proceeds to redeem all of the outstanding 7.50% Senior Secured Notes due 2022.
Balance Sheet	▪ Adjusted net book value[2] of $15.35 per common share ▪ Recourse leverage ratio of 2.7x consisting of 1.8x of warehouse credit facilities and borrowings under repurchase agreements, 0.7x of corporate debt and 0.2x of agency secured borrowings
Mosaic Merger	▪ Entered into a definitive merger agreement to acquire a series of privately held, real estate structured finance opportunities funds, with a focus on construction lending, managed by MREC Management, LLC. The merger closed in Q1 2022.

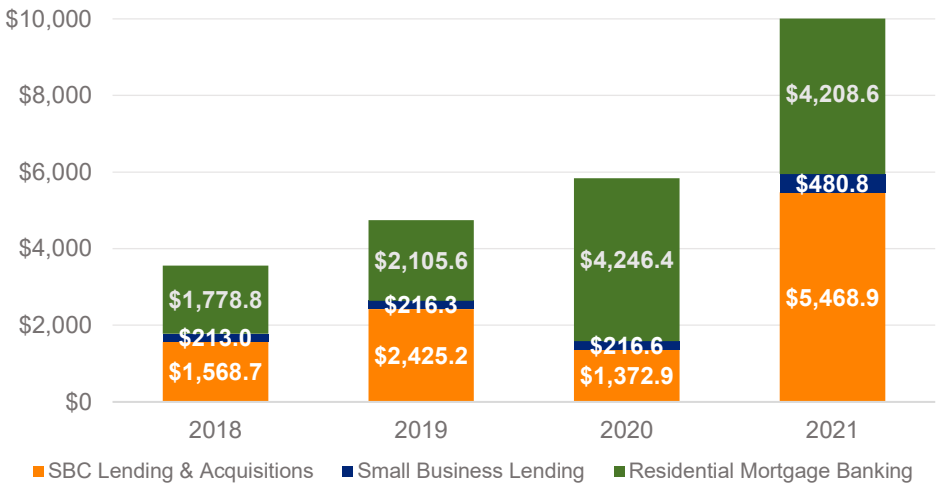
1. Liquidity balance as of February 24, 2022
2. Excludes the equity component of our 2017 convertible note issuance

2021 Highlights

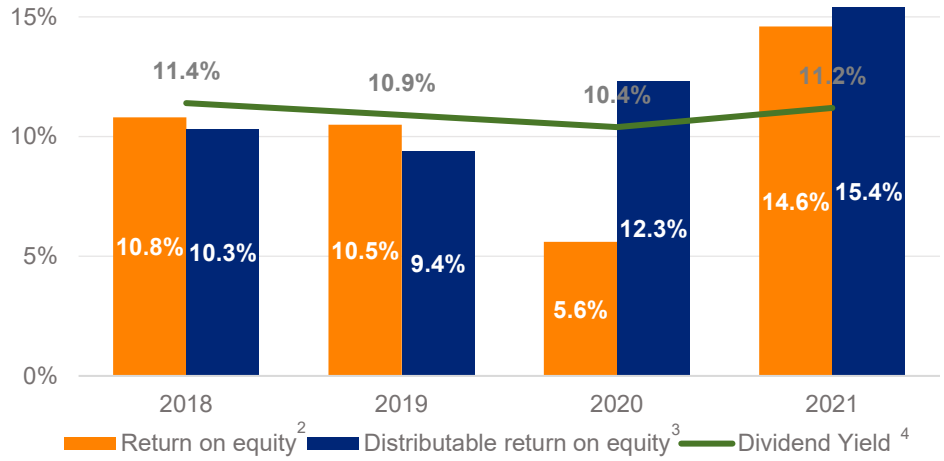
EARNINGS *($ in millions)*



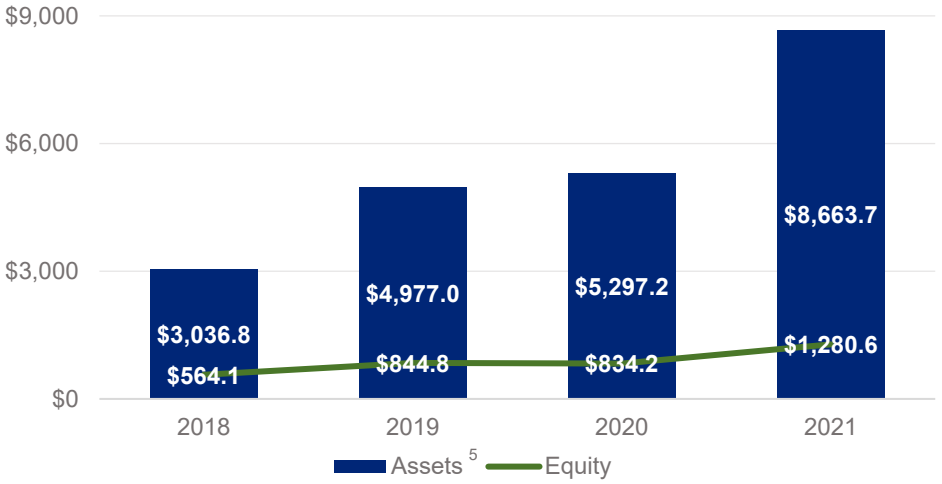
INVESTMENT ACTIVITY *($ in millions)*



RETURN ON EQUITY



BALANCE SHEET GROWTH *($ in millions)*



1. Before dividends on preferred securities and inclusive of non-controlling interest
2. Return on equity is an annualized percentage equal to quarterly net income over the average monthly total stockholders' equity for the period
3. Distributable return on equity is an annualized percentage equal to distributable earnings over the average monthly total stockholders' equity for the period. Refer to the "Distributable Earnings Reconciliation" slide for a reconciliation of GAAP Net Income to Distributable Earnings
4. Dividend yield is based on the respective year end closing share price
5. Excludes the impact of Paycheck Protection Program loans

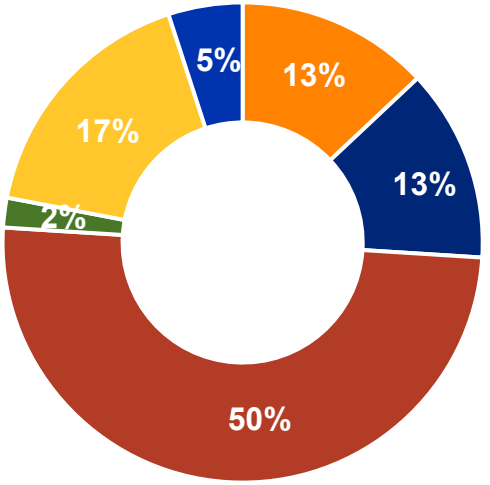
Return on Equity

Segment	Levered Yield [1]	Distributable Levered Yield [1]	Equity Allocation	GAAP ROE [2] Q4'21	GAAP ROE [2] Q3'21	GAAP ROE [2] FY 2021	Distributable ROE [2] Q4'21	Distributable ROE [2] Q3'21	Distributable ROE [2] FY 2021
SBC Lending and Acquisitions	12.6 %	12.6 %	89.0 %						
Small Business Lending	49.7 %	49.7 %	6.8 %						
Residential Mortgage Banking [3]	81.8 %	49.5 %	4.2 %						
				18.0 %	**17.8 %**	**19.5 %**	**16.7 %**	**17.8 %**	**18.4 %**
Corporate leverage, net of non-earning assets				5.9	5.1	4.3	5.1	5.1	3.8
Gross return on equity				**23.9 %**	**22.9 %**	**23.8 %**	**21.8 %**	**22.9 %**	**22.2 %**
Realized & unrealized gains, net				4.0	6.6	4.0	4.0	6.6	4.0
Loan loss provision				(0.3)	(0.6)	(0.8)	-	(1.1)	(0.4)
PPP revenue, net of direct expenses				7.5	6.5	5.4	7.5	6.5	5.4
Non-recurring gains, losses and expenses				(0.9)	(1.0)	(1.3)	-	-	-
Operating expenses				(11.2)	(13.0)	(11.4)	(10.8)	(12.1)	(10.9)
Investment advisory fees				(1.8)	(2.0)	(1.6)	(1.8)	(2.0)	(1.6)
Provision for income taxes				(2.4)	(2.4)	(2.8)	(2.2)	(2.8)	(2.6)
Dividends on preferred stock				(0.7)	(0.7)	(0.7)	(0.7)	(0.7)	(0.7)
Return on equity				**18.1 %**	**16.3 %**	**14.6 %**	**17.8 %**	**17.3 %**	**15.4 %**

1. Levered yield includes interest income, accretion of discount, MSR creation, income from unconsolidated joint ventures, realized gains (losses) on loans held for sale, unrealized gains (losses) on loans held for sale and servicing income net of interest expense and amortization of deferred financing costs on an annualized basis.
2. GAAP ROE is based on GAAP Net Income, while Distributable ROE is based on Distributable Earnings, which adjusts GAAP Net Income for certain items detailed on the "Distributable Earnings Reconciliation" slide.
3. ROE based on net income before tax of the Residential Mortgage Banking business line divided by the business line's average monthly equity.

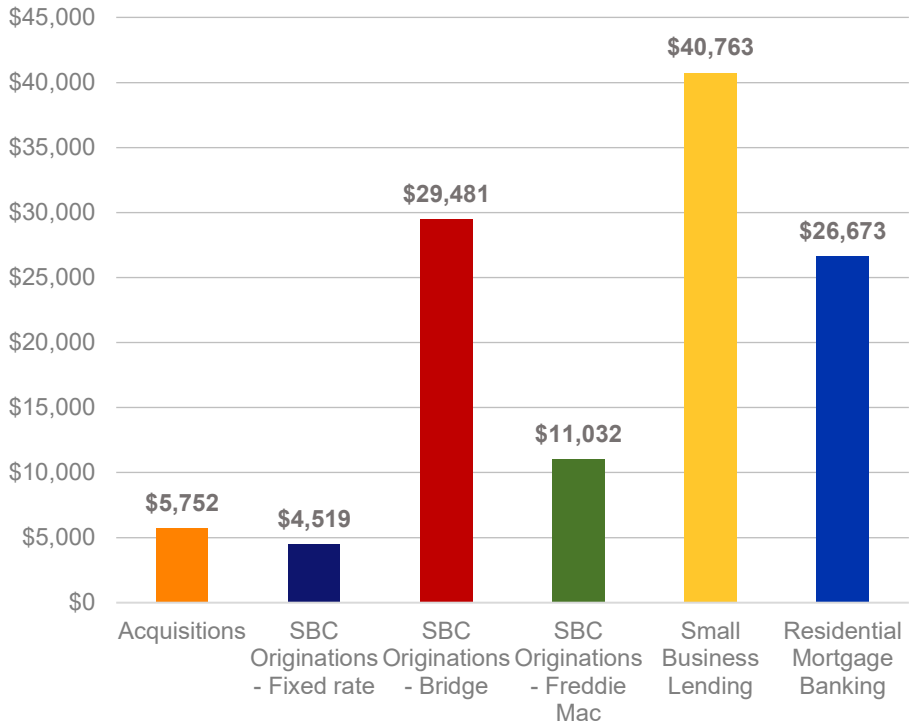
Diversified, Complementary, & Scalable Platforms

PORTFOLIO BREAKDOWN[1]



- Acquisitions
- SBC Originations - Fixed rate
- SBC Originations - Bridge
- SBC Originations - Freddie Mac
- Small Business Lending
- Residential Mortgage Banking

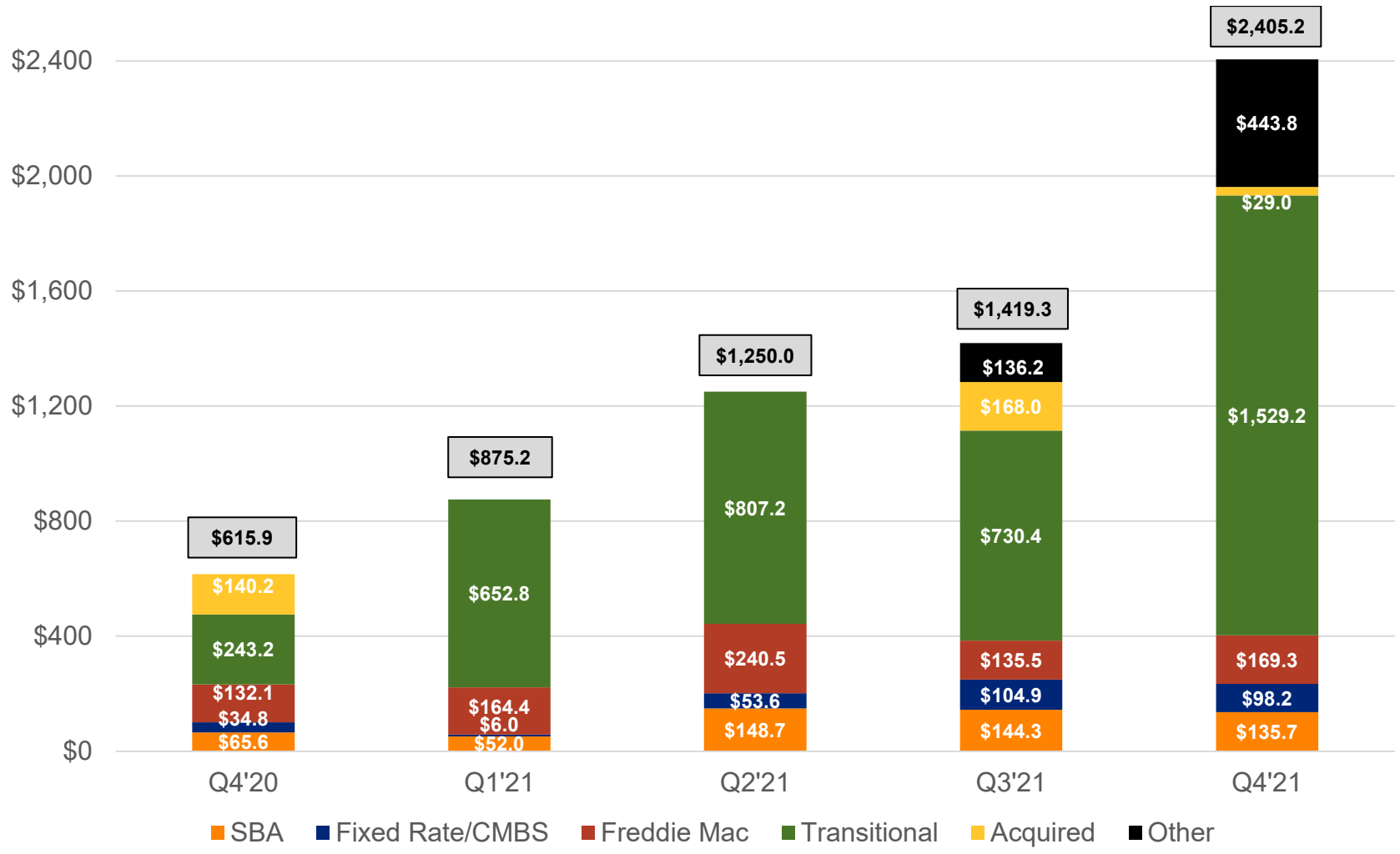
REVENUE BREAKDOWN[2] *($ in thousands)*



1. Assets include loans, MBS, servicing assets, JV investments, real estate owned, and purchased future receivables.
2. Based on QTD Distributable Earnings including interest income, accretion of discount, MSR creation, income from unconsolidated joint ventures, realized gains (losses) on loans held for sale, unrealized gains (losses) on loans held for sale and servicing income net of interest expense and amortization of deferred financing costs on an annualized basis.

SBC and SBA Investment by Product Type

QUARTERLY GROWTH[1]



1. Origination volumes are based on fully committed amounts in millions

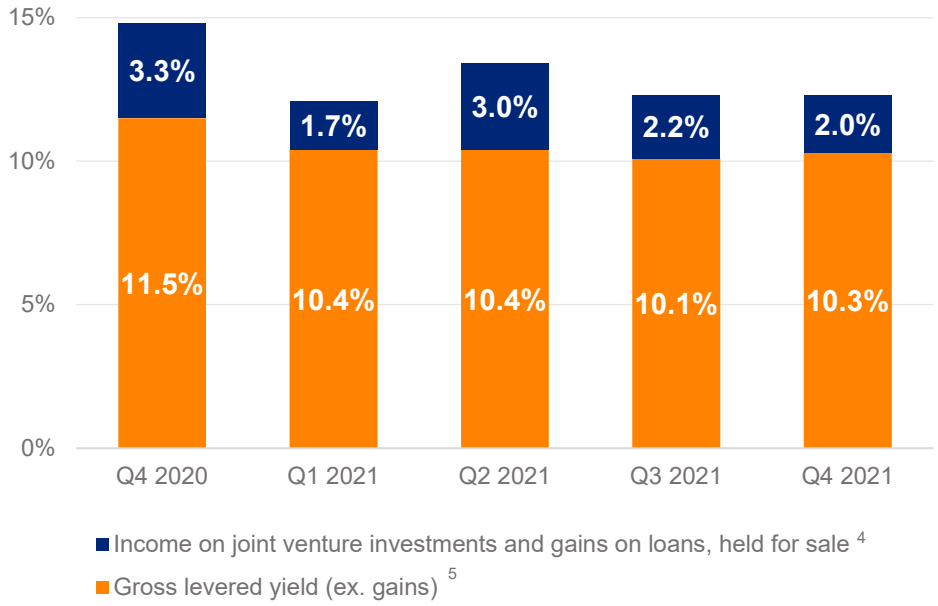
SBC Lending and Acquisitions

	LOAN COUNT[1]	UPB	BOOK VALUE	WA LTV	WA COUPON	FIXED/FLOAT[2]	60%+[3]
	2,608	**$6.76B**	**$6.71B**	**65.5%**	**4.6%**	**26.4 / 73.6%**	**1.8%**
ACQUIRED	***1,868***	***$1.20B***	***$1.19B***	***44.4%***	***5.1%***	***52.1 / 47.9%***	***3.0%***
TRANSITIONAL	***433***	***$4.43B***	***$4.39B***	***72.0%***	***4.2%***	***0.5 / 99.5%***	***1.0%***
FIXED/CMBS[6]	***291***	***$1.09B***	***$1.09B***	***62.7%***	***5.0%***	***99.1 / 0.9%***	***3.6%***
AGENCY	***16***	***$43M***	***$44M***	***69.7%***	***3.4%***	***78.7 / 21.3%***	***0.0%***

CURRENT QUARTER HIGHLIGHTS

- Freddie Mac continued low rates averaging 3.4% with a money up pipeline of $121.7 million, including $23.5 million funded in January
- CRE money up pipeline of $1.1 billion, including $356.1 million funded in January

GROSS LEVERED YIELD



1. Excludes joint venture investments
2. 56.9% of fixed rate loans match funded
3. Calculated on unpaid principal balance
4. Includes realized and unrealized gains (losses) on loans held for sale and MSR creation
5. Includes interest income, accretion of discount, and servicing income net of interest expense and amortization of deferred financing costs
6. Includes originated SBC floating rate loans that are included in our RCMT securitization and therefore, categorized as fixed/cmbs

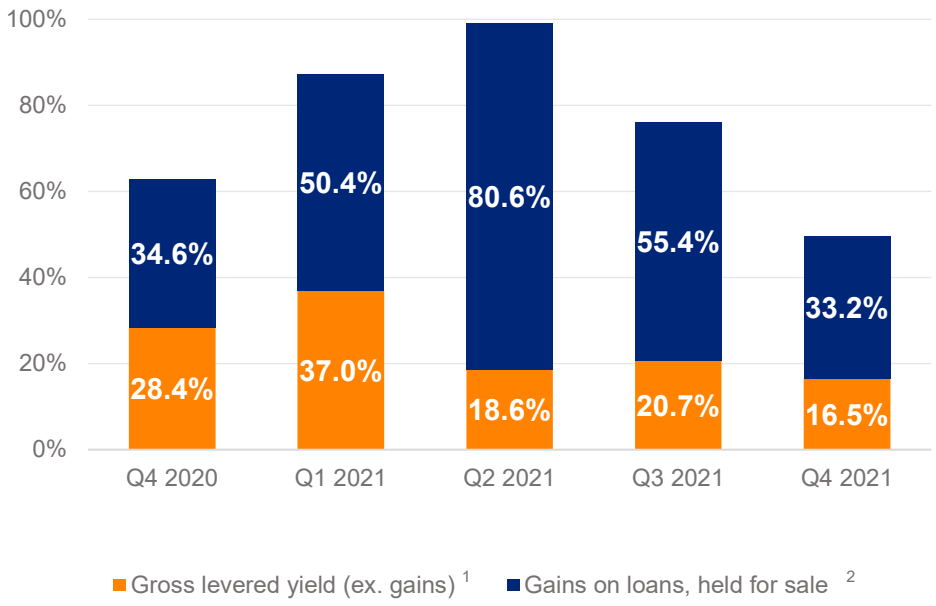
Small Business Lending

LOAN COUNT	UPB	BOOK VALUE	WA LTV	WA COUPON	FIXED/FLOAT	60%+[1]
1,886	$657M	$623M	88.4%	5.5%	0.6 / 99.4%	1.2%

CURRENT QUARTER HIGHLIGHTS

- SBA net sales premiums peaking at 14.9% and averaging 11.5% net, with 19.6% of SBA sales sold for a higher future IO strip
- Current money up pipeline of $169.0 million, including $20.6 million funded in January
- After-tax PPP income was $16.1 million

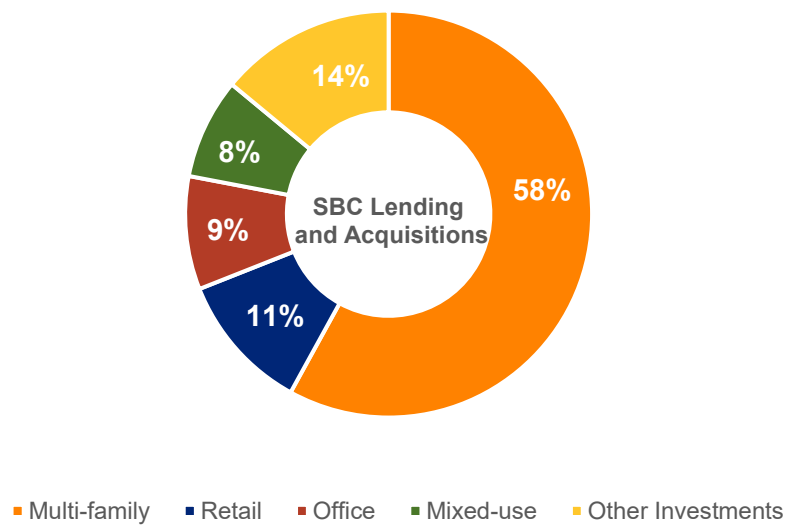
GROSS LEVERED YIELD

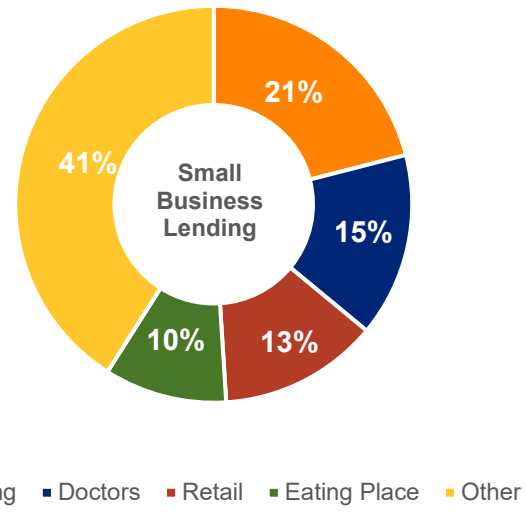


1. Includes interest income, accretion of discount, and servicing income net of interest expense and amortization of deferred financing costs
2. Includes realized and unrealized gains (losses) on loans held for sale and MSR creation

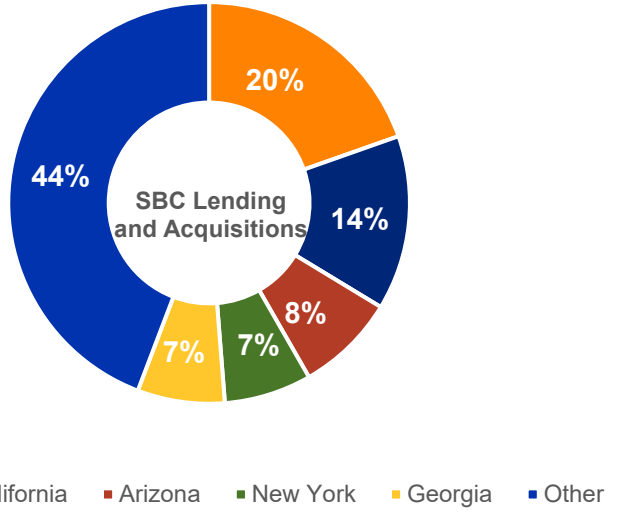
Loan Portfolio Composition

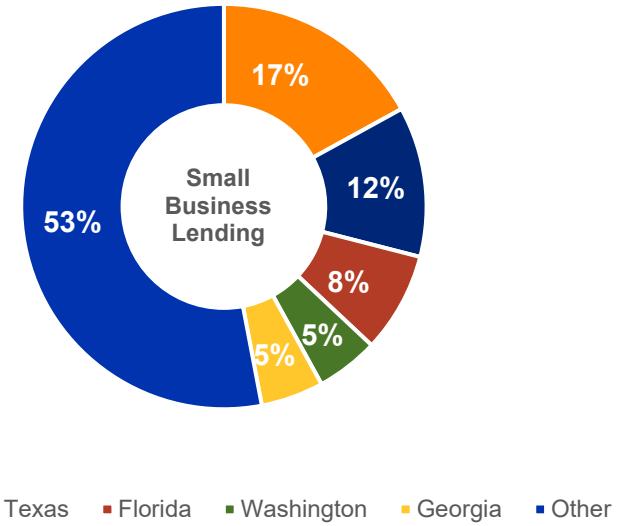
PROPERTY TYPE





GEOGRAPHY

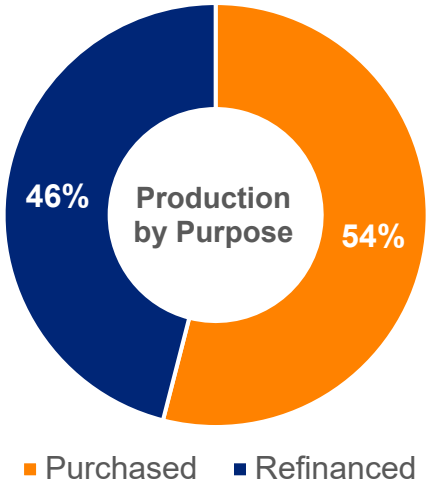


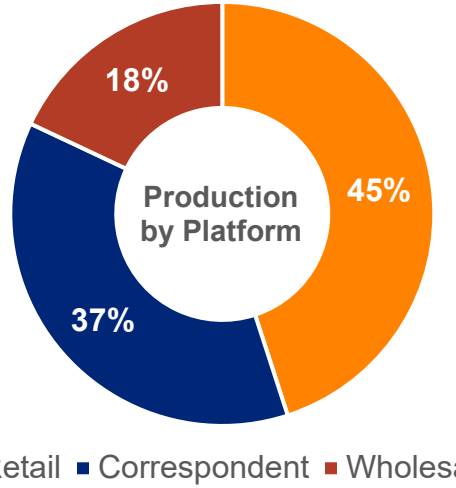


1. Calculated on unpaid principal balance and excludes assets offset by guaranteed loan financing liabilities

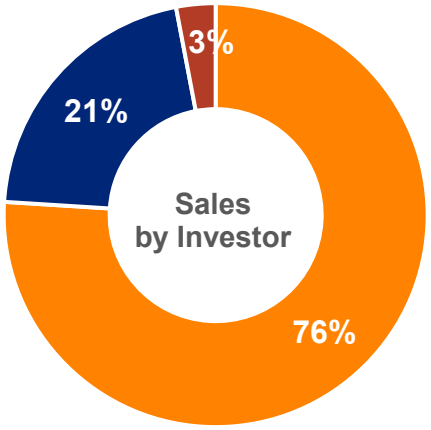
Residential Mortgage Banking

QUARTERLY ORIGINATIONS UPB $875.8M

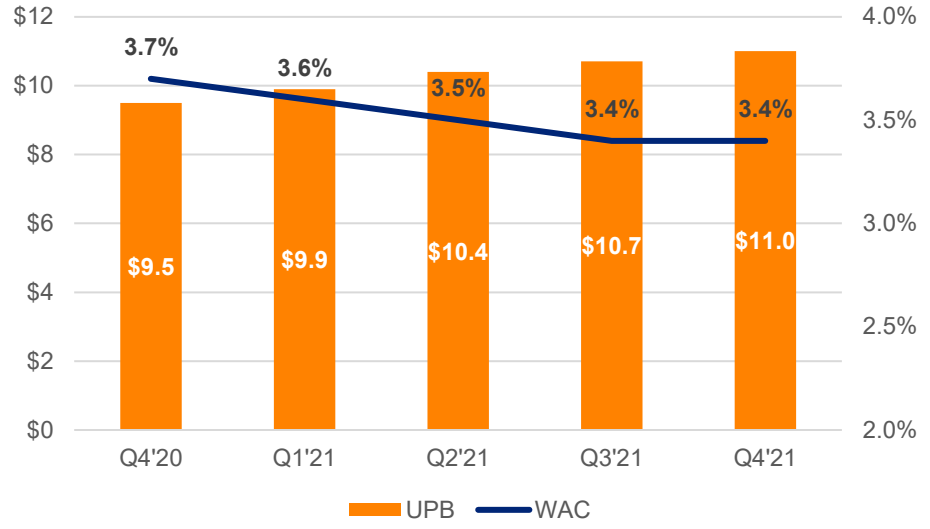




QUARTERLY SALES UPB $921.7M

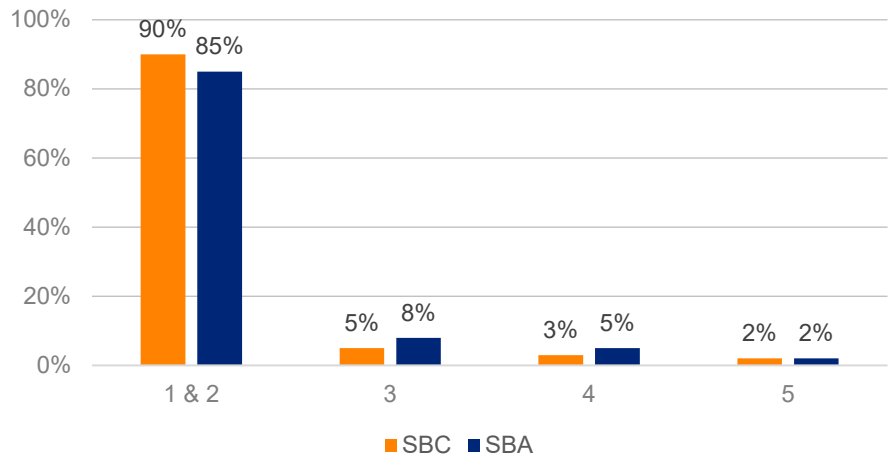


MSR PORTFOLIO UPDATE *($ in billions)*

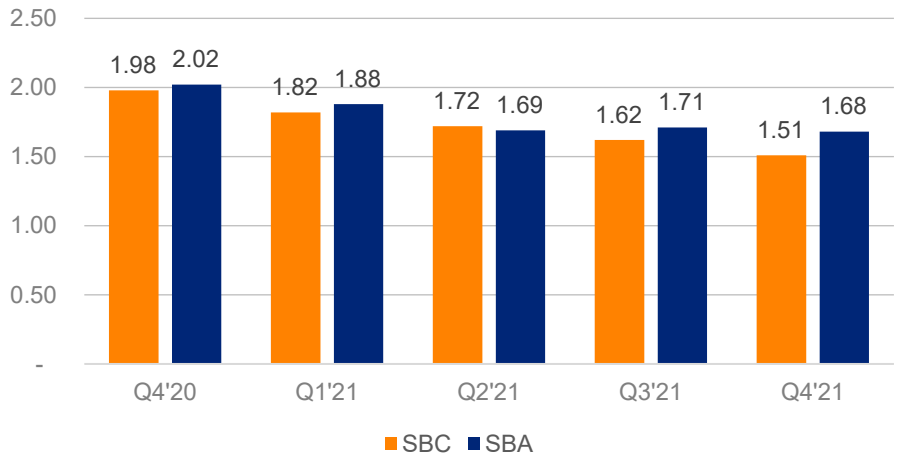


Loan Portfolio – Risk Rating

RISK RATING DISTRIBUTION(1)



RISK RATING DISTRIBUTION(2)



CRITERIA

BUCKET 1:
Very Low Risk of Loss: New origination or current with strong credit metrics (LTV/DSCR/DY). No expected losses.

BUCKET 2:
Low Risk of Loss: Current with maturity > 6 months. Lower credit metrics with possibility of inclusion on CREFC watchlist. No expected losses.

BUCKET 3:
Medium Risk of Loss: Current with near term maturities or in forbearance. Loss unlikely with no specific reserves booked.

BUCKET 4:
Higher Risk: Loan delinquent or in maturity default. Potential issues with sponsor or business plans. Minimal losses possible and adequately reserved in current period.

BUCKET 5:
Highest risk: Loan in default or special servicing. Specific losses identified and adequately reserved for in current period.

1. Percentages reflect the risk rating distribution of the SBC and SBA loan portfolios based on UPB
2. Represents the average risk rating distribution of the SBC and SBA loan portfolios based on UPB

Financial Snapshot

Investment Type	Average Carrying Value[1]	Gross Yield[2]	Average Debt Balance	Debt Cost [3]	Levered Yield
SBC Lending and Acquisitions	$ 6,304,317	5.4%	$ 4,694,787	3.0%	12.6%
Small Business Lending	$ 304,962	22.6%	$ 181,848	4.2%	49.7%
Total	**$ 6,609,279**	**6.2%**	**$ 4,876,635**	**3.0%**	**18.0%**

Book Equity Value Metrics		
Common Stockholders' equity	$	1,164,726
Common Stockholders' equity (adjusted)[5]	$	1,164,084
Total Common Shares outstanding		75,838,050
Net Book Value per Common Share	$	15.36
Adjusted Net Book Value per Common Share	$	15.35

Loan Portfolio Metrics [4]	
% Fixed vs Floating Rate	26% / 74%
% Originated vs Acquired	84% / 16%
Weighted Average LTV - SBC	66%
Weighted Average LTV - SBA	88%

Q4 2021 Earnings Data Metrics	
Net income | Distributable earnings	$53,588 | $52,535
Earnings per share - Basic and diluted	$0.69 | $0.68
Distributable Earnings per share - Basic and diluted	$0.67
Return on Equity per Common Share	18.1%
Distributable Return on Equity per Common Share	17.8%
Dividend Yield [6]	10.7%

Servicing Portfolio Metrics		
SBA servicing rights - UPB	$	856,188
SBA servicing rights- carrying value	$	22,157
Freddie Mac servicing rights - UPB	$	4,232,969
Freddie Mac servicing rights - carrying value	$	62,300
Residential servicing rights - UPB	$	10,995,685
Residential servicing rights - carrying value	$	120,142

1. Average carrying value includes average quarterly carrying value of loan and servicing asset balances
2. Gross yields include interest income, accretion of discount, MSR creation, income from our unconsolidated joint venture, realized gains (losses) on loans held for sale, unrealized gains (losses) on loans held for sale and servicing income net of interest expense and amortization of deferred financing costs on an annualized basis.
3. The Company finances the assets included in the Investment Type through securitizations, repurchase agreements, warehouse facilities and bank credit facilities. Interest expense is calculated based on interest expense and deferred financing amortization for the quarter ended 12/31/2021 on an annualized basis.
4. Excludes loans, held for sale, at fair value
5. Excludes the equity component of our 2017 convertible note issuance.
6. Q4 Dividend yield for the period is based on the 12/31/2021 closing share price of $15.63

READY CAPITAL®

APPENDIX

Additional Financial Information

Balance Sheet by Quarter

READY CAPITAL

(In Thousands)	12/31/2020	3/31/2021	6/30/2021	9/30/2021	12/31/2021
Assets					
Cash and cash equivalents	$ 138,975	$ 308,428	$ 200,723	$ 209,769	$ 229,531
Restricted cash	47,697	62,961	57,118	52,692	51,569
Loans, net	1,550,624	1,611,826	2,222,284	2,384,497	2,915,446
Loans, held for sale, at fair value	340,288	473,078	470,184	549,917	552,935
Payment protection program loans, net	74,931	1,292,808	2,178,586	1,784,826	870,352
Mortgage backed securities, at fair value	88,011	682,948	260,110	117,681	99,496
Loans eligible for repurchase from Ginnie Mae	250,132	221,464	173,437	149,723	94,111
Investment in unconsolidated joint ventures	79,509	75,048	86,994	125,547	141,148
Purchased future receivables, net	17,308	13,240	7,213	6,567	7,872
Derivative instruments	16,363	12,529	6,600	6,180	7,022
Servicing rights	114,663	138,941	145,265	171,106	204,599
Real estate owned, held for sale	45,348	73,454	71,267	70,643	42,288
Other assets	89,503	151,503	120,214	196,827	172,098
Assets of consolidated VIEs	2,518,743	2,898,727	2,976,897	3,438,423	4,145,564
Total Assets	**$ 5,372,095**	**$ 8,016,955**	**$ 8,976,892**	**$ 9,264,398**	**$ 9,534,031**
Liabilities					
Secured borrowings	1,294,243	2,064,785	1,703,034	2,044,069	2,517,600
Paycheck Protection Program Liquidity Facility (PPPLF) borrowings	76,276	1,132,536	2,286,624	1,945,883	941,505
Securitized debt obligations of consolidated VIEs, net	1,905,749	2,211,923	2,309,217	2,676,265	3,214,303
Convertible notes, net	112,129	112,405	112,684	112,966	113,247
Senior secured notes and Corporate debt, net	330,648	513,061	513,494	513,889	783,852
Guaranteed loan financing	401,705	386,036	363,955	348,774	345,217
Contingent consideration	—	—	—	12,400	16,400
Liabilities for loans eligible for repurchase from Ginnie Mae	250,132	221,464	173,437	149,723	94,111
Derivative instruments	11,604	4,403	3,717	—	410
Dividends payable	19,746	9,631	33,968	33,564	34,348
Accounts payable and other accrued liabilities	135,655	162,465	180,018	189,194	184,079
Total Liabilities	**$ 4,537,887**	**$ 6,818,709**	**$ 7,680,148**	**$ 8,026,727**	**$ 8,245,072**
Preferred stock Series C	—	19,494	8,361	8,361	8,361
Stockholders' Equity					
Preferred stock	—	98,241	209,619	111,378	111,378
Common stock	5	7	7	7	8
Additional paid-in capital	849,541	1,088,512	1,090,162	1,115,471	1,161,853
Retained earnings	(24,203)	(20,027)	(23,105)	(10,395)	8,598
Accumulated other comprehensive income (loss)	(9,947)	(7,042)	(7,157)	(6,276)	(5,733)
Total Ready Capital Corporation equity	815,396	1,159,691	1,269,526	1,210,185	1,276,104
Non-controlling interests	18,812	19,061	18,857	19,125	4,494
Total Stockholders' Equity	**$ 834,208**	**$ 1,178,752**	**$ 1,288,383**	**$ 1,229,310**	**$ 1,280,598**
Total Liabilities and Stockholders' Equity	**$ 5,372,095**	**$ 8,016,955**	**$ 8,976,892**	**$ 9,264,398**	**$ 9,534,031**
Adjusted Book Value per Share	**$ 14.98**	**$ 14.89**	**$ 14.87**	**$ 15.06**	**$ 15.35**

Statement of Income by Quarter

(In thousands, except share data)	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Interest income	$ 64,810	$ 73,371	$ 103,047	$ 105,136	$ 121,942
Interest expense	(41,319)	(50,761)	(55,415)	(50,136)	(57,249)
Net interest income before provision for loan losses	**$ 23,491**	**$ 22,610**	**$ 47,632**	**$ 55,000**	**$ 64,693**
Recovery of (provision for) loan losses	258	8	(5,517)	(1,579)	(961)
Net interest income after provision for loan losses	**$ 23,749**	**$ 22,618**	**$ 42,115**	**$ 53,421**	**$ 63,732**
Non-interest income					
Residential mortgage banking activities	$ 59,963	$ 41,409	$ 36,690	$ 37,270	$ 21,928
Net realized gain on financial instruments and real estate owned	9,795	8,846	17,183	23,210	19,642
Net unrealized gain (loss) on financial instruments	(4,339)	20,996	4,612	5,688	8,081
Servicing income, net of amortization and impairment	11,401	15,635	11,928	10,243	10,209
Income on purchased future receivables, net	1,794	2,317	2,779	2,838	2,323
Income (loss) on unconsolidated joint ventures	3,439	(809)	3,361	3,548	816
Other income (loss)	1,353	571	(688)	5,674	3,452
Total non-interest income	**$ 83,406**	**$ 88,965**	**$ 75,865**	**$ 88,471**	**$ 66,451**
Non-interest expense					
Employee compensation and benefits	$ (18,084)	$ (22,777)	$ (24,270)	$ (24,537)	$ (18,481)
Allocated employee compensation and benefits from related party	(2,250)	(2,123)	(3,299)	(3,804)	(2,805)
Variable expenses on residential mortgage banking activities	(27,016)	(15,485)	(21,421)	(24,380)	(13,847)
Professional fees	(4,728)	(2,982)	(2,872)	(6,900)	(3,585)
Management fees – related party	(2,741)	(2,693)	(2,626)	(2,742)	(2,867)
Incentive fees – related party	(1,333)	—	(286)	(2,775)	(2,358)
Loan servicing expense	(6,734)	(6,104)	(6,851)	(8,124)	(8,904)
Transaction related expenses	—	(6,307)	(1,266)	(2,629)	(4,080)
Other operating expenses	(12,442)	(15,484)	(17,190)	(12,926)	(12,801)
Total non-interest expense	**$ (75,328)**	**$ (73,955)**	**$ (80,081)**	**$ (88,817)**	**$ (69,728)**
Income before provision for income taxes	$ 31,827	$ 37,628	$ 37,899	$ 53,075	$ 60,455
Income tax (provision) benefit	(4,268)	(8,681)	(6,995)	(6,540)	(6,867)
Net income	**$ 27,559**	**$ 28,947**	**$ 30,904**	**$ 46,535**	**$ 53,588**
Less: Dividends on preferred stock	—	281	3,224	1,999	1,999
Less: Net income attributable to non-controlling interest	648	659	444	756	371
Net income attributable to Ready Capital Corporation	**$ 26,911**	**$ 28,007**	**$ 27,236**	**$ 43,780**	**$ 51,218**
Earnings per common share - basic	**$ 0.49**	**$ 0.49**	**$ 0.38**	**$ 0.61**	**$ 0.69**
Earnings per common share - diluted	**$ 0.49**	**$ 0.49**	**$ 0.38**	**$ 0.60**	**$ 0.68**
Weighted-average shares outstanding - Basic	54,338,209	56,817,632	71,221,806	71,618,168	74,163,951
Weighted-average shares outstanding - Diluted	54,420,064	56,843,448	71,385,603	71,787,228	74,326,672
Dividends declared per share of common stock	**$ 0.35**	**$ 0.40**	**$ 0.42**	**$ 0.42**	**$ 0.42**

Distributable Earnings Reconciliation by Quarter

(In thousands, except share data)	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Net Income	$ 27,559	$ 28,947	$ 30,904	$ 46,535	$ 53,588
Reconciling items:					
Unrealized gain on mortgage servicing rights	$ 4,087	$ (15,356)	$ 4,699	$ (147)	$ (6,119)
Impact of ASU 2016-13 on accrual loans	(3,587)	(29)	4,035	(1,329)	845
Non-recurring REO impairment	445	—	510	(10)	(1,441)
Merger transaction costs and other non-recurring expenses	1,323	7,263	2,971	5,485	5,036
Total reconciling items	$ 2,268	$ (8,122)	$ 12,215	$ 3,999	$ (1,679)
Distributable earnings before income taxes	$ 29,827	$ 20,825	$ 43,119	$ 50,534	$ 51,909
Income tax adjustments	(1,023)	3,883	(1,691)	(1,169)	626
Distributable earnings	$ 28,804	$ 24,708	$ 41,428	$ 49,365	$ 52,535
Less: Distributable earnings attributable to non-controlling interests	$ 677	$ 563	$ 595	$ 802	$ 364
Less: Income attributable to participating shares	305	376	392	445	377
Less: Dividends on preferred stock	—	281	3,224	1,999	1,999
Distributable earnings attributable to Common Stockholders	$ 27,822	$ 23,488	$ 37,217	$ 46,119	$ 49,795
Distributable earnings per share	$ 0.51	$ 0.41	$ 0.52	$ 0.64	$ 0.67
Weighted average common shares outstanding	54,338,209	56,817,632	71,221,806	71,618,168	74,163,951

The Company believes that this non-U.S. GAAP financial information, in addition to the related U.S. GAAP measures, provides investors greater transparency into the information used by management in its financial and operational decision-making, including the determination of dividends. However, because Distributable Earnings is an incomplete measure of the Company's financial performance and involves differences from net income computed in accordance with U.S. GAAP, it should be considered along with, but not as an alternative to, the Company's net income computed in accordance with U.S. GAAP as a measure of the Company's financial performance. In addition, because not all companies use identical calculations, the Company's presentation of Distributable Earnings may not be comparable to other similarly-titled measures of other companies.

We calculate Distributable earnings as GAAP net income (loss) excluding the following:

i) any unrealized gains or losses on certain MBS not retained by us as part of our loan origination businesses
ii) any realized gains or losses on sales of certain MBS
iii) any unrealized gains or losses on Residential MSRs
iv) any unrealized current non-cash provision for credit losses on accrual loans
v) any unrealized gains or losses on de-designated cash flow hedges
vi) one-time non-recurring gains or losses, such as gains or losses on discontinued operations, bargain purchase gains, or merger related expenses

In calculating Distributable Earnings, Net Income (in accordance with U.S. GAAP) is adjusted to exclude unrealized gains and losses on MBS acquired by the Company in the secondary market but is not adjusted to exclude unrealized gains and losses on MBS retained by Ready Capital as part of its loan origination businesses, where the Company transfers originated loans into an MBS securitization and the Company retains an interest in the securitization. In calculating Distributable Earnings, the Company does not adjust Net Income (in accordance with U.S. GAAP) to take into account unrealized gains and losses on MBS retained by us as part of the loan origination businesses because the unrealized gains and losses that are generated in the loan origination and securitization process are considered to be a fundamental part of this business and an indicator of the ongoing performance and credit quality of the Company's historical loan originations. In calculating Distributable Earnings, Net Income (in accordance with U.S. GAAP) is adjusted to exclude realized gains and losses on certain MBS securities considered to be non-distributable. Certain MBS positions are considered to be non-distributable due to a variety of reasons which may include collateral type, duration, and size. In 2016, the Company liquidated the majority of its MBS portfolio from distributable earnings to fund recurring operating segments.

In addition, in calculating Distributable Earnings, Net Income (in accordance with U.S. GAAP) is adjusted to exclude unrealized gains or losses on residential MSRs, held at fair value. The Company treats its commercial MSRs and residential MSRs as two separate classes based on the nature of the underlying mortgages and the treatment of these assets as two separate pools for risk management purposes. Servicing rights relating to the Company's small business commercial business are accounted for under ASC 860, Transfer and Servicing, while the Company's residential MSRs are accounted for under the fair value option under ASC 825, Financial Instruments. In calculating Distributable Earnings, the Company does not exclude realized gains or losses on either commercial MSRs or residential MSRs, held at fair value, as servicing income is a fundamental part of Ready Capital's business and is an indicator of the ongoing performance.

To qualify as a REIT, the Company must distribute to its stockholders each calendar year at least 90% of its REIT taxable income (including certain items of non-cash income), determined without regard to the deduction for dividends paid and excluding net capital gain. There are certain items, including net income generated from the creation of MSRs, that are included in distributable earnings but are not included in the calculation of the current year's taxable income. These differences may result in certain items that are recognized in the current period's calculation of distributable earnings not being included in taxable income, and thus not subject to the REIT dividend distribution requirement until future years.



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