



TiptreeInc.

East Coast IDEAS Conference

June 2022

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This document contains "forward-looking statements" which involve risks, uncertainties and contingencies, many of which are beyond Tiptree's control, which may cause actual results, performance, or achievements to differ materially from anticipated results, performance, or achievements. All statements contained herein that are not clearly historical in nature are forward-looking, and the words "anticipate," "believe," "estimate," "expect," "intend," "may," "might," "plan," "project," "should," "target," "will," "view," "confident," or similar expressions are intended to identify forward-looking statements. Such forward-looking statements include, but are not limited to, statements about Tiptree's plans, objectives, expectations and intentions. The forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties and other factors, many of which are beyond the company's control, are difficult to predict and could cause actual results to differ materially from those expressed or forecast in the forward-looking statements. Actual results could differ materially from those anticipated in these forward-looking statements as a result of various factors, including, but not limited to those described in the section entitled "Risk Factors" in Tiptree's Annual Report on Form 10-K, and as described in the Tiptree's other filings with the SEC. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as to the date of this release. The factors described therein are not necessarily all of the important factors that could cause actual results or developments to differ materially from those expressed in any of the forward-looking statements. Other unknown or unpredictable factors also could affect the forward-looking statements provided. Consequently, actual performance could be materially different from the results described or anticipated by the forward-looking statements. Given these uncertainties, one should not place undue reliance on these forward-looking statements. Except as required by the federal securities laws, Tiptree Inc. undertakes no obligation to update any forward-looking statements.

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Certain market data and industry data used in this presentation were obtained from reports of governmental agencies and industry publications and surveys. Tiptree Inc. believes the data from third-party sources to be reliable based upon management's knowledge of the industry, but have not independently verified such data and as such, make no guarantees as to its accuracy, completeness or timeliness.

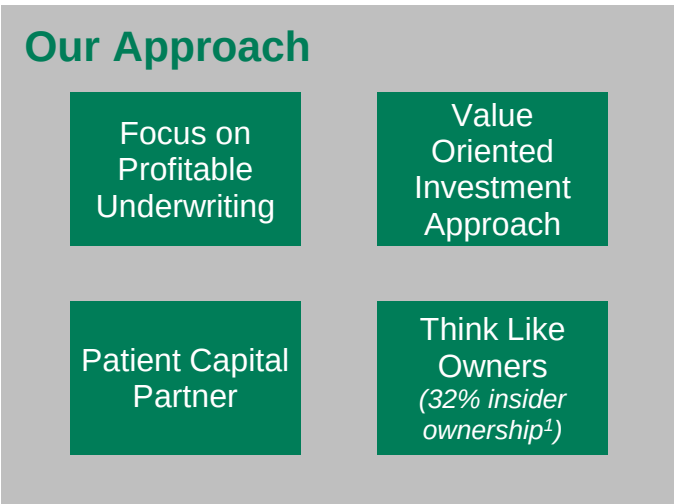
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NON-GAAP MEASURES

In this document, financial measures derived from consolidated financial data are sometimes used but not presented in the financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP). Certain of these data are considered "non-GAAP financial measures" under the SEC rules. These non-GAAP financial measures supplement GAAP disclosures and should not be considered an alternative to the GAAP measure. Management's reasons for using these non-GAAP financial measures and the reconciliations to their most directly comparable GAAP financial measures are posted in the Appendix.

(\$ in millions)



- 1 Long-term focus on total shareholder return while generating consistent earnings
- 2 Strong track record of returning capital to shareholders
- 3 Diversified capital allocation strategy with Fortegra as our largest operating business

Capital allocation and investment management		
Metrics ²	<div><div><div>U.S Insurance</div><div>U.S. Warranty Solutions</div><div>Europe Warranty Solutions</div></div></div>	<div><div><div>Financials</div><div>Real Assets</div></div></div>
	\$294mm equity \$75mm Adj. Net Income ²	\$892mm investment portfolio \$21mm Adj. Net Income
	Stable, predictable loss exposures	Consistent, profitable underwriting
	Diversified sources of earnings	High-quality investment portfolio
	Substantial fee-based revenues	Active management of reinsurance
		Investments in operating companies
		Select opportunistic investments

Combines specialty insurance with investment management to drive attractive risk-adjusted returns

1 As of March 31, 2022.
2 Operating metrics represent Q1'22 last twelve months (LTM). See appendix for reconciliation of non-GAAP measures.

Operating Performance

(\$ in millions)

Q1'22 Capital Allocation & Annual Performance Comparison

Business Lines	Stockholders' Equity ¹	Adjusted Net Income ²	
	Q1'22	Q1'21 LTM	Q1'22 LTM
Insurance	\$294.3	\$47.5	\$75.1
- Underwriting & fees		\$39.8	\$66.1
- Investments		\$7.7	\$9.0
Tiptree Capital	\$171.1	\$37.6	\$21.1
Corporate	\$(82.2)	\$(27.4)	\$(30.1)
Total Tiptree	\$383.2	\$57.7	\$66.2
Adjusted ROAE%		15.7%	17.0%

Shareholder Total Return (as of December 31, 2021)

	Tiptree	Russell 2000	S&P 500
1 Year	178.7%	14.8%	28.7%
3 Year	37.7%	20.0%	26.0%
5 Year	19.4%	12.0%	18.5%
From Jun'07 ³	9.7%	8.6%	10.5%

Q1'22 LTM Highlights

Insurance: 26.4% Adj. ROAE

- Growth in insurance underwriting and fee revenues
- Combined ratio improvement
- \$200 million investment from Warburg Pincus, providing growth capital and validating underlying value of Fortegra

Tiptree Capital: 11.7% Adj. ROAE

- Increase in charter rates from shipping investments
- Strong returns in mortgage business

¹ Represents total stockholders' equity. Total stockholders' equity net of non-controlling interests was \$366.6 million as of March 31, 2022.

² See the appendix for a reconciliation of Non-GAAP metrics including Adjusted net income and adjusted return on average equity.

³ At inception in 2007, book value per share was \$5.36

(\$ in millions)

Adjusted Net Income¹



Adj ROAE% 15.6% 17.0%

Tiptree Sum of the Parts



TiptreeCapital



Holding Company

Pro-forma
SOTP Value

\$739 million²

(Transaction multiple)

\$167 million

(Book value ex. NCI)

\$54 million³

(Book value)

\$960 million

Value/TIPT
diluted share⁴

\$20.01

\$4.52

\$1.46

\$25.99

1) See the appendix for a reconciliation of Non-GAAP measures including Adjusted Net Income.

2) Estimated Based on Warburg Pincus valuation multiple of 13.5x Adj. Net Income, multiplied by LTM Adjusted Net Income of \$75.1 million, multiplied by Tiptree's 72.9% pro-forma, as converted ownership percentage as of 3/31/2022.

3) Pro-forma Q1'22 Tiptree holdco book equity of \$(83) million plus \$140 million of transaction proceeds that will be used to extinguish \$110 million of Fortress debt, assumed from Tiptree, and \$30 million to repay notes to Tiptree, used for general corporate purposes.

4) Diluted shares as of March 31, 2022, represents basic outstanding shares of 34,877,897 plus dilutive shares of 2,054,496 which includes unvested RSUs, outstanding options and outstanding warrants (both assumed to be exercised cashless).



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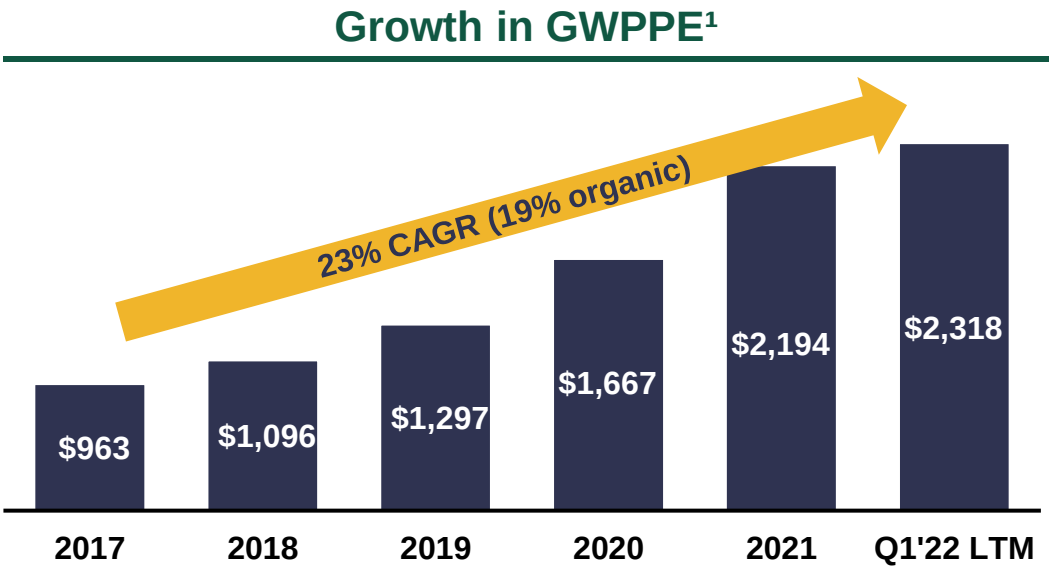
Specialty Insurance Overview

Fortegra Overview

(\$ in millions)

- ✓ **Established, growing, vertically integrated specialty insurer** that focuses on niche insurance & capital-light fee business.
- ✓ Unique & diverse combination of **underwriting & fee revenues** (premium & premium equivalents)
- ✓ Target programs that have more frequency **but significantly less severity & catastrophic risk**
- ✓ Agent-driven business with a **“one-to-many”** distribution model with **long-standing, economically aligned partnerships**
- ✓ **Scalable technology & deep industry expertise** provide the foundation to be a **global market leader in specialty insurance**

91% 5-year Average Combined Ratio	26% Q1'22 LTM Adjusted ROAE	\$294mm Q1'22 GAAP Equity
A- A.M. Best & KBRA Ratings	95% 5-year Agent Persistency Rate	25 years Average Mgmt. Experience



Differentiated approach has led to robust growth, consistent profitability & high cash flows

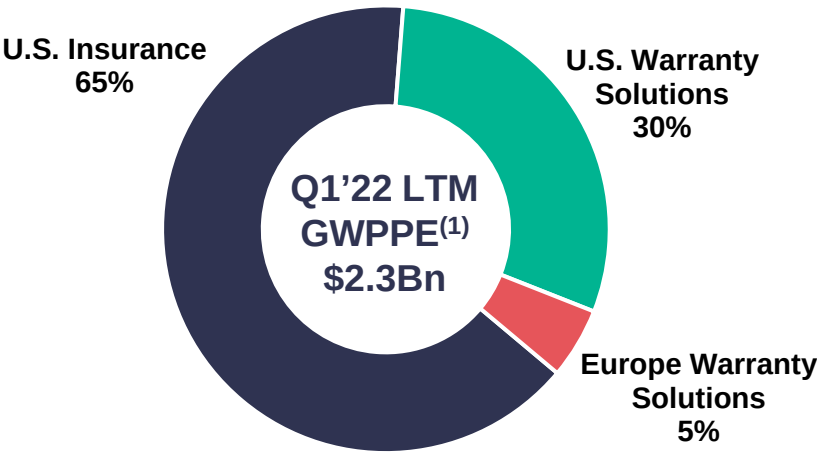
¹ Gross written premium & premium equivalents.

Insurance & Fee Revenue Mix Supports Consistent & Sustainable Growth

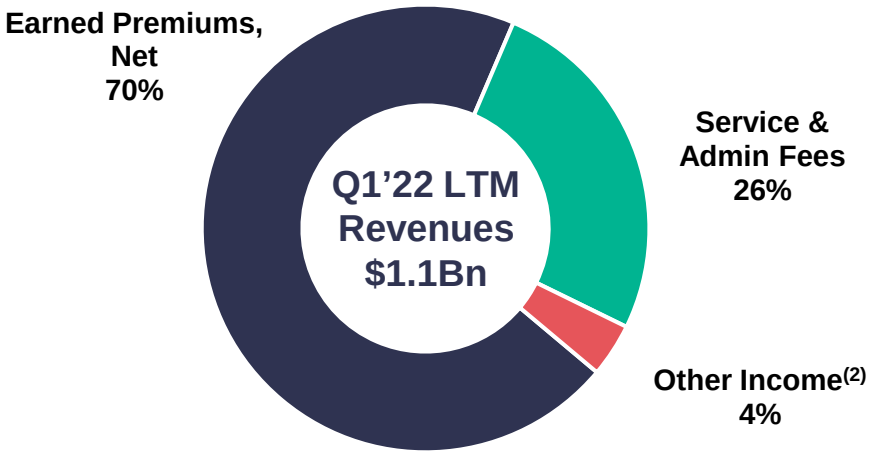
Key Highlights

- ✓ Diversified product mix with emphasis on small premium-per-risk ecosystems & minimal catastrophic exposure
- ✓ Products & services distributed through independent & retail agents with each party's interest economically aligned
- ✓ Complementary mix of underwriting & fee revenue leads to more stable earnings

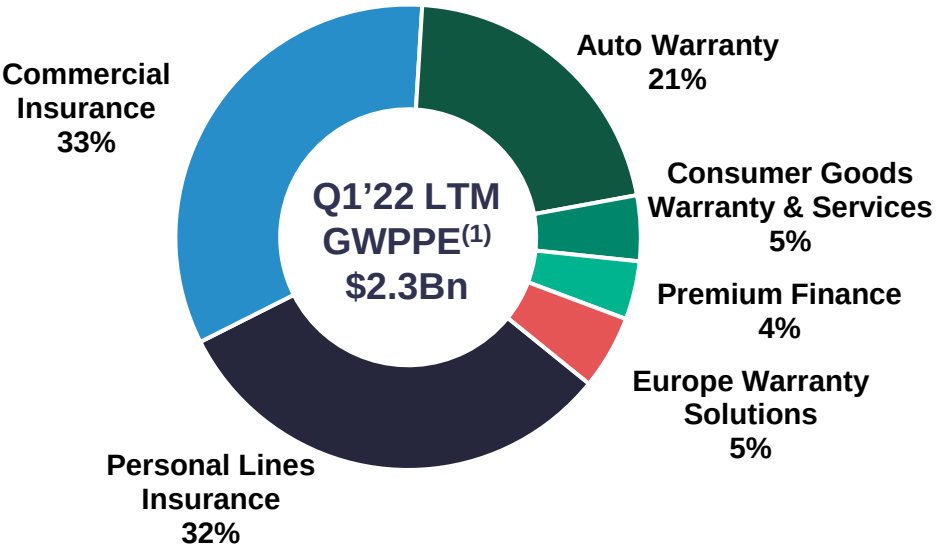
Line of Business



Revenue Mix



Product Mix



1 Gross written premiums & premium equivalents.
2 Includes ceding commissions, net investment income & other revenue, excluding net realized & unrealized gains (losses).

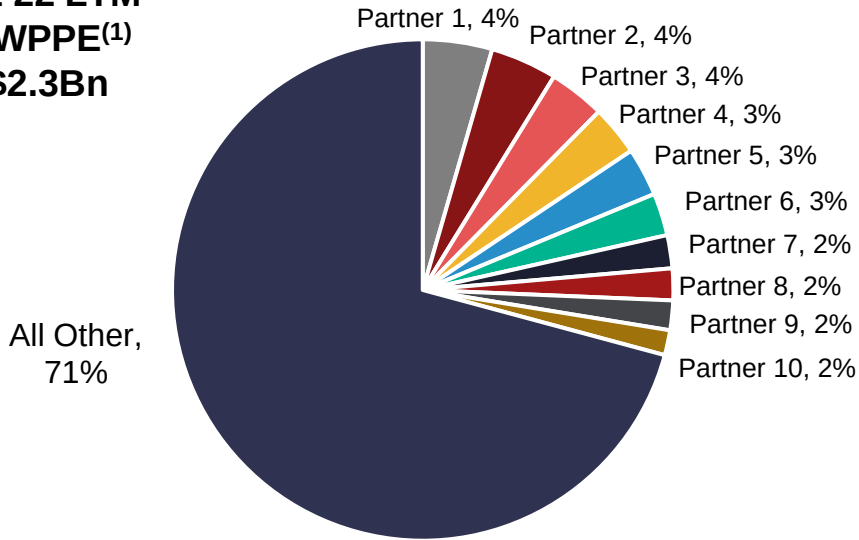
Distribution Strategy

Distribution Channels

INSURANCE	WARRANTY
Agents/Brokers	Agents
MGUs	Retailers & Dealerships
Retail Agents	Third-party Administrators

Product Mix

Q1'22 LTM
GWPPE⁽¹⁾
\$2.3Bn



Our Approach

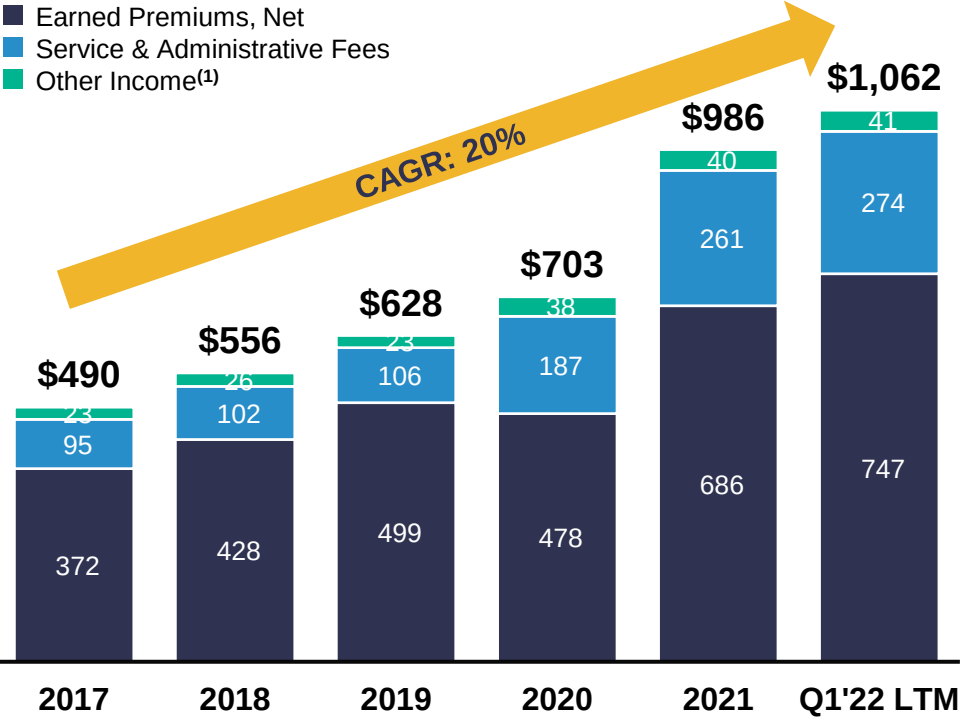
- ✓ We value a **diverse set of agents & program partners**
- ✓ Actively **avoid concentration risk**
- ✓ We **cross-sell multiple products** to our customers through the breadth of our offering
- ✓ We **require agent participation in risk** which aligns interests & contributes to consistent performance
- ✓ Our approach results in **high agent retention** – persistency rate of ~95% over the past five years

1 Gross written premiums & premium equivalents

Fortegra Financial Snapshot

(\$ in millions)

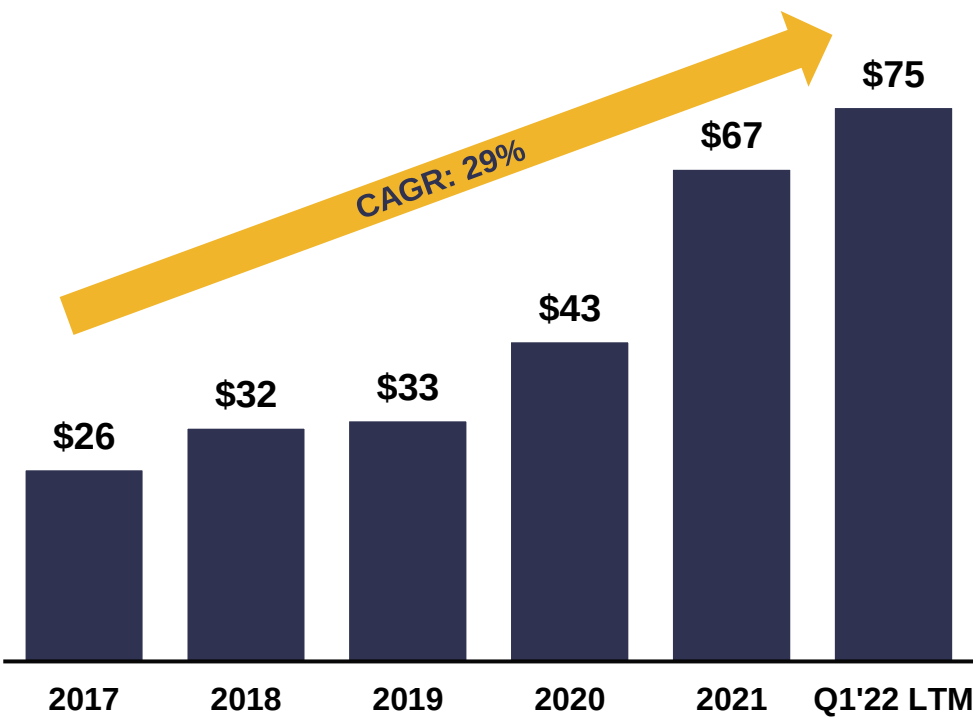
Total Revenues by Revenue Stream



Combined Ratio



Adjusted Net Income²



Adjusted ROAE

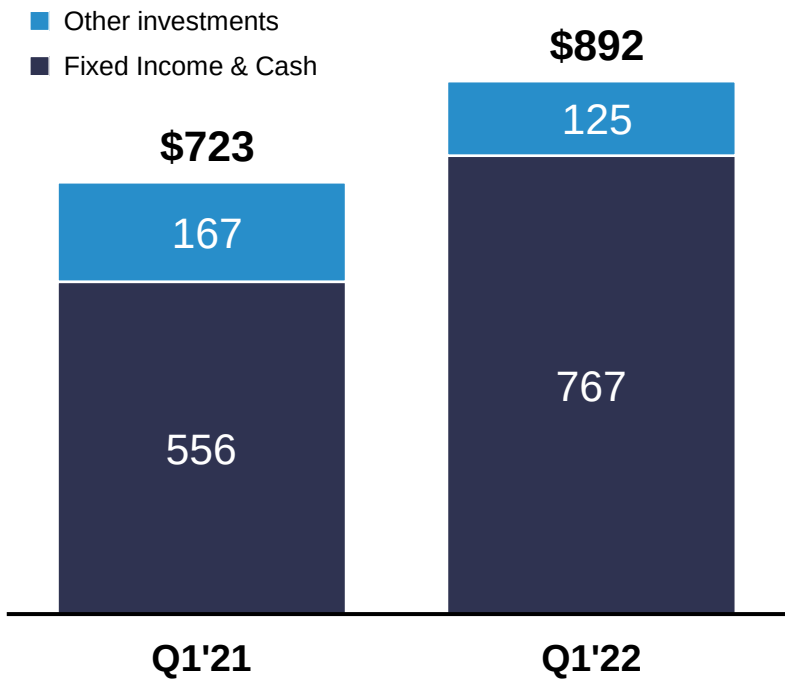


Robust top line growth while maintaining disciplined underwriting standards results in consistent, best-in-class profitability

¹ Includes ceding commissions, net investment income, & other revenues, excludes net realized & unrealized gains (losses).
² See appendix for a reconciliation of Adjusted Net Income.

Insurance Investment Portfolio

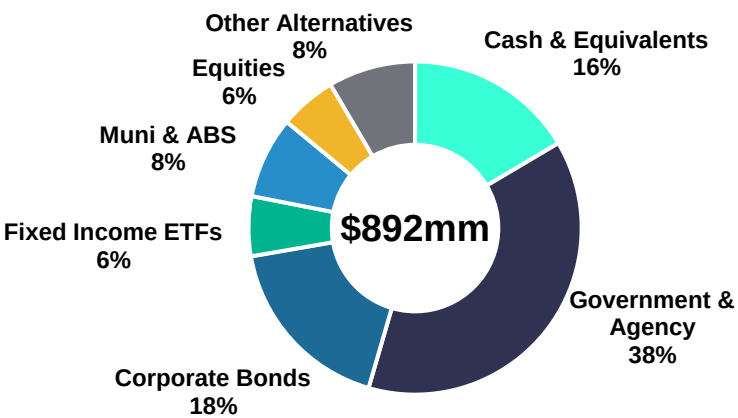
(\$ in millions)



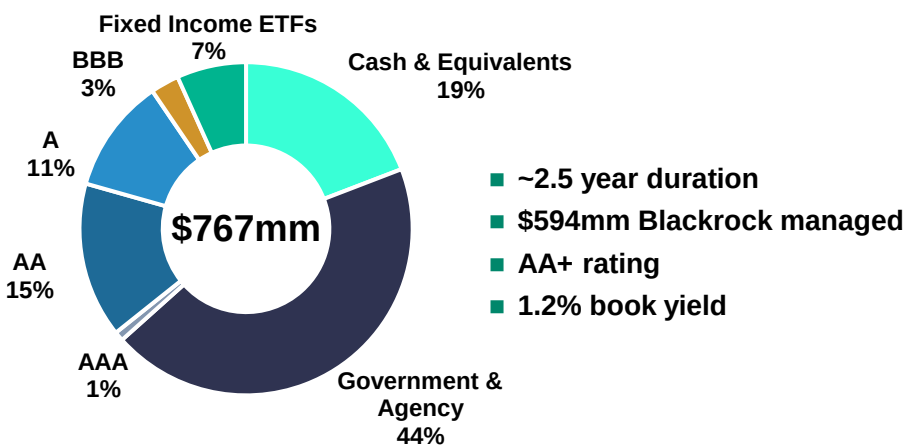
Return Metrics (Pre-tax)

	Q1'21	Q1'22
Net investment income – P&L	\$2.8	\$3.2
Net realized and unrealized gains (losses) – P&L	\$9.7	\$(6.6)
Unrealized gains (losses) on AFS Securities – OCI	\$(4.0)	\$(26.3)

Q1'22 Investment Mix



Liquid and Highly-Rated Fixed Income Portfolio

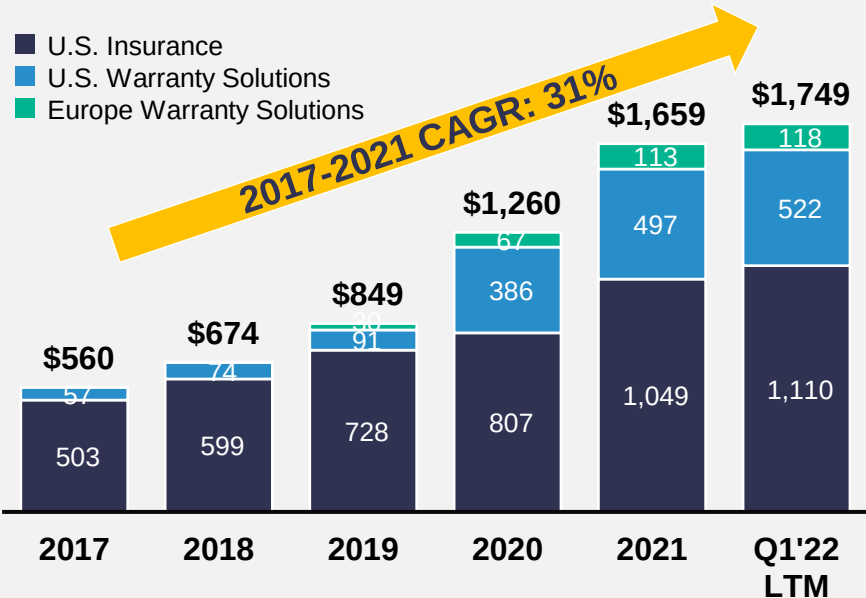


Compelling Growth Story

A Maintain & Expand Existing Programs

- \$1.7Bn UEP & Deferred Revenue
- ~95% persistency with insurance agents

Unearned Premiums & Deferred Revenues



B New & Renewal Programs

- **Excess & Surplus Insurance**
 - Fortegra Specialty formed Q4'20
- **Admitted Insurance**
 - Growth in new & renewal programs
- **Warranty Solutions**
 - Capital-light business model

Addressable Market	Fortegra LTM GWPPE
\$56bn ¹	\$128mm
\$627bn ²	\$1,382mm
\$53bn ³	\$689mm

C Continued Geographic Expansion

- Entered Europe in 2018
- Central & Western Europe

\$31bn ³	\$119mm
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Fortegra is well-positioned to capitalize on a substantial opportunity in the insurance industry.

1) NAIC, 2020.

2) NAIC, 2019.

3) Allied Market Research, 2019 Extended Warranty Report, North America.

TiptreeCapital

02

Tiptree Capital Overview

(\$ in millions)

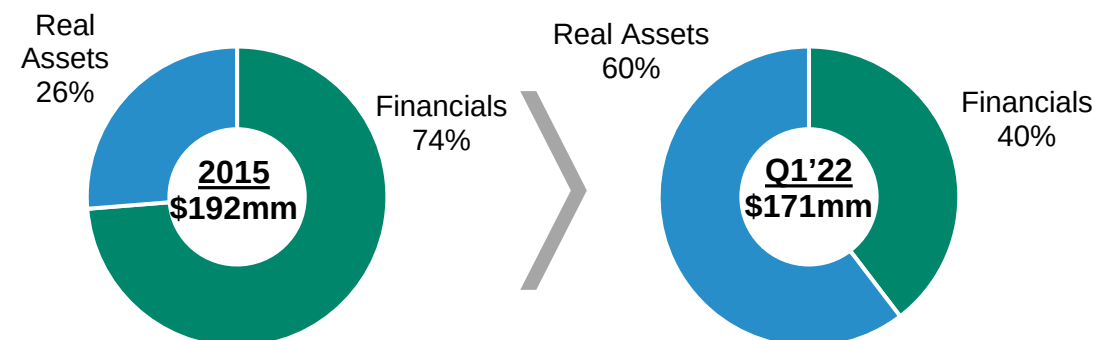
Overview

- Includes all of Tiptree's non-insurance operations and investments
- Acquire or invest in diverse companies outside the insurance industry with our balance sheet capital
- Experienced management team with proven ability to source attractive investment opportunities

Strategy

- Managed on a total return basis balancing cash flowing investments and value appreciation
- Invest in businesses that meet the following criteria:
 - ✓ Strong and experienced management teams
 - ✓ Attractive and stable cash returns
 - ✓ Scalable business models with upside potential

Equity Allocation



① Financials

- Insurance ■ Specialty Finance ■ Credit ■ Alternatives
- \$598mm Realized Investments ■ 25.6% IRR ■ 5-9 yr hold periods
- \$68mm Q1'22 equity

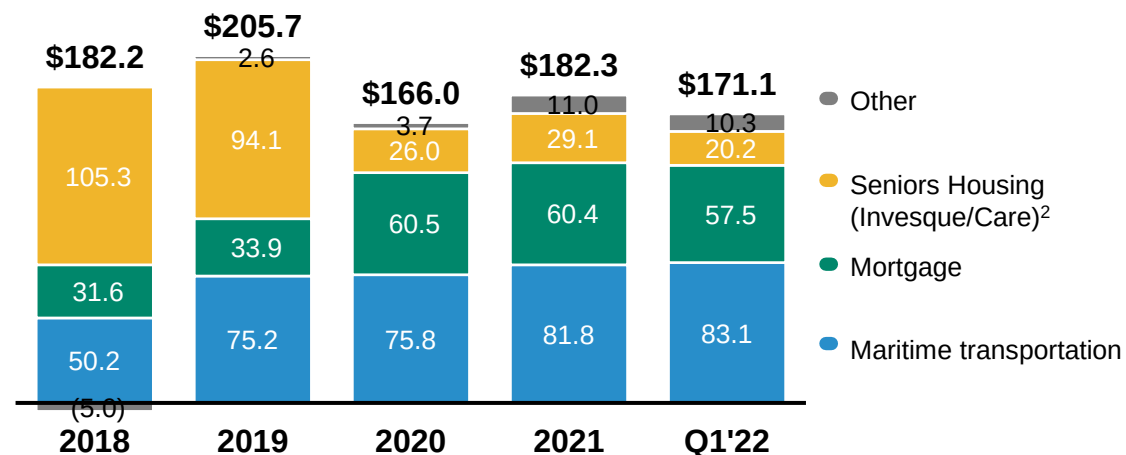
② Real Assets

- Real Estate ■ Infrastructure ■ Shipping
- \$288mm Realized Investments ■ 21.5% IRR ■ 6-8 yr hold periods
- \$103mm Q1'22 equity

Benefiting from a track record of diverse investments with realized gross IRRs in excess of 20%

(\$ in millions)

Equity Capital Allocation



Adjusted net income¹

	2018	2019	2020	2021	Q1'22 LTM
Mortgage	\$(0.1)	\$3.9	\$28.6	\$17.4	\$8.4
Senior living (Invesque) ²	7.1	8.0	2.0	-	-
Maritime transportation	(1.5)	1.7	2.3	10.7	12.7
Other	6.5	4.4	0.2	-	-
Total	\$12.0	\$18.0	\$33.1	\$28.2	\$21.1

Real Assets

Maritime transportation

- Investments in dry bulk and product tanker shipping sectors over 2018-2019, which we believe has favorable long-term economic fundamentals

Senior living - Invesque publicly traded shares²

- 17.0mm shares of Invesque, a seniors housing focused investment platform, received in Feb'18 from our sale of Care

Financials

Mortgage

- Residential mortgage origination company licensed to sell and service with Fannie/Freddie/Ginnie
- Scalable, technology enabled platform generating \$354 million volume in Q1'22
- Growing mortgage servicing portfolio representing \$38mm on balance sheet

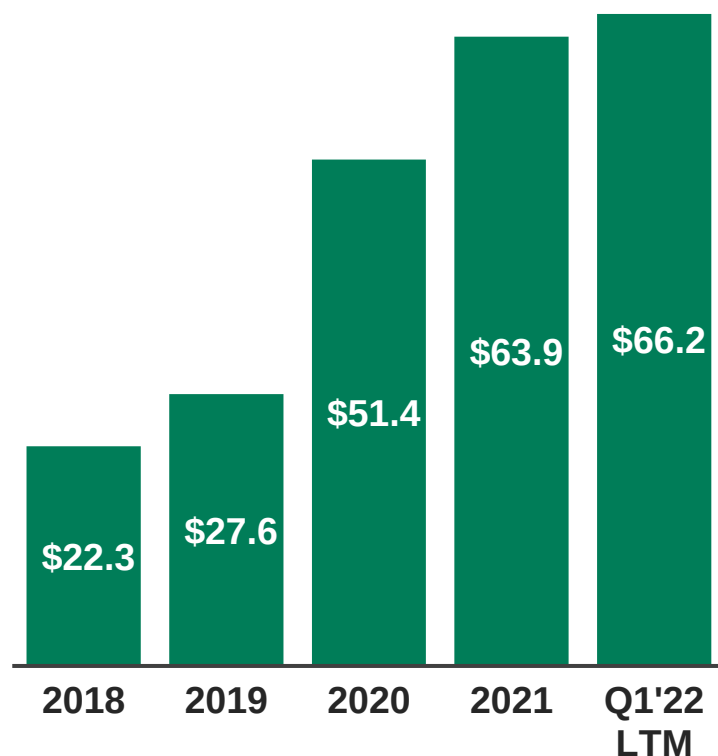
¹ See the appendix for a reconciliation of Adjusted net income to GAAP financials.

² 17.0m of Invesque common shares, 2.9m shares held in the insurance company investment portfolio. On balance sheet at fair value - \$24.1 million, \$19.9 million in Tiptree Capital as of March 31, 2022.

Well Positioned to Deliver on Long-Term Objectives

(\$ in millions, except per share information)

Adjusted Net Income¹



- ☑ **Strategic partnership with Warburg Pincus is the first step toward our goal of demonstrating Fortegra's intrinsic value**
 - ✓ Expect continued growth and consistent profitability

- ☑ **Continue to focus on long-term shareholder value creation**
 - ✓ Seek new acquisition opportunities
 - ✓ Invest in existing subsidiaries
 - ✓ Opportunistic share repurchases
 - ✓ Maintain consistent dividends

¹ See the appendix for a reconciliation of Adjusted net income and Book value per share to GAAP financials.

Appendix

03

Non-GAAP Reconciliations

- Insurance underwriting and fee revenue
- Insurance underwriting and fee margin
- Book value per share
- Adjusted net income

Adjusted Net Income

We define adjusted net income as income before taxes, less provision (benefit) for income taxes, and excluding the after-tax impact of various expenses that we consider to be unique and non-recurring in nature, including merger and acquisition related expenses, stock-based compensation, net realized and unrealized gains (losses) and intangibles amortization associated with purchase accounting. We use adjusted net income as an internal operating performance measure in the management of business as part of our capital allocation process. We believe adjusted net income provides useful supplemental information to investors as it is frequently used by the financial community to analyze financial performance between periods and for comparison among companies. Adjusted net income should not be viewed as a substitute for income before taxes calculated in accordance with GAAP, and other companies may define adjusted net income differently.

We present adjustments for amortization associated with acquired intangible assets. The intangible assets were recorded as part of purchase accounting in connection with Tiptree's acquisition of FFC in 2014, Defend in 2019, and Smart AutoCare and Sky Auto in 2020. The intangible assets acquired contribute to overall revenue generation, and the respective purchase accounting adjustments will continue to occur in future periods until such intangible assets are fully amortized in accordance with the respective amortization periods required by GAAP.

We define adjusted return on average equity as adjusted net income expressed on an annualized basis as a percentage of average beginning and ending stockholder's equity during the period. We use adjusted return on average equity as an internal performance measure in the management of our operations because we believe it gives our management and other users of our financial information useful insight into our results of operations and our underlying business performance. Adjusted return on average equity should not be viewed as a substitute for return on average equity calculated in accordance with GAAP, and other companies may define adjusted return on average equity differently.

Book value per share

Management believes the use of book value per share provides supplemental information useful to investors as it is frequently used by the financial community to analyze company growth on a relative per share basis.

Insurance – Underwriting and Fee Revenues

We generally manage our exposure to the underwriting risk we assume using both reinsurance (e.g., quota share and excess of loss) and retrospective commission agreements with our partners (e.g., commissions paid are adjusted based on the actual underlying losses incurred), which mitigate our risk. Period-over-period comparisons of revenues and expenses are often impacted by the PORCs and distribution partners' choice as to whether to retain risk, specifically service and administration fees and ceding commissions, both components of revenue, and policy and contract benefits and commissions paid to our partners and reinsurers. Generally, when losses are incurred, the risk which is retained by our partners and reinsurers is reflected in a reduction in commissions paid. In order to better explain to investors the underwriting performance of the Company's programs and the respective retentions between the Company and its agents and reinsurance partners, we use the non-GAAP metrics underwriting and fee revenues and underwriting and fee margin.

We define underwriting and fee revenues as total revenues from our Insurance segment excluding net investment income, net realized and unrealized gains (losses). Underwriting and fee revenues represents revenues generated by our underwriting and fee-based operations and allows us to evaluate our underwriting performance without regard to investment income. We use this metric as we believe it gives our management and other users of our financial information useful insight into our underlying business performance. Underwriting and fee revenues should not be viewed as a substitute for total revenues calculated in accordance with GAAP, and other companies may define underwriting and fee revenues differently.

Insurance - Underwriting and Fee Margin

We define underwriting and fee margin as income before taxes from our Insurance segment, excluding net investment income, net realized and unrealized gains (losses), employee compensation and benefits, other expenses, interest expense and depreciation and amortization. Underwriting and fee margin represents the underwriting performance of our underwriting and fee-based programs. As such, underwriting and fee margin excludes general administrative expenses, interest expense, depreciation and amortization and other corporate expenses as those expenses support the vertically integrated business model and not any individual component of our business mix. We use this metric as we believe it gives our management and other users of our financial information useful insight into the specific performance of our underlying underwriting and fee program. Underwriting and fee income should not be viewed as a substitute for income before taxes calculated in accordance with GAAP, and other companies may define underwriting and fee margin differently.

Non-GAAP Reconciliations – Underwriting & Fee Revenues & Margin TiptreeInc.

(\$ in thousands)

		For the Year Ended December 31,		
	Q1'22 LTM	2021	2020	2019
Total revenues	\$ 930,286	\$ 984,130	\$ 691,061	\$ 635,085
Less: Net investment income	(10,444)	(17,896)	(9,916)	(8,667)
Less: Net realized and unrealized gains (losses)	(20,370)	2,006	11,944	(6,896)
Underwriting and fee revenues	\$ 899,472	\$ 968,240	\$ 693,089	\$ 619,522

		For the Year Ended December 31,		
	Q1'22 LTM	2021	2020	2019
Income (loss) before income taxes	\$ 63,011	\$ 69,857	\$ 26,948	\$ 37,030
Less: Net investment income	(18,296)	(17,896)	(9,916)	(8,667)
Less: Net realized and unrealized gains (losses)	18,321	2,006	11,944	(6,896)
Plus: Depreciation and amortization	17,386	17,223	10,835	9,105
Plus: Interest expense	18,031	17,576	15,487	14,766
Plus: Employee compensation and benefits	79,489	76,552	65,089	49,789
Plus: Other expenses	76,434	79,227	55,594	50,657
Underwriting and fee margin	\$ 254,376	\$ 244,545	\$ 175,981	\$ 145,784

		As of December 31,		
	Q1'22	2021	2020	2019
Total stockholders' equity	\$ 383,153	\$ 400,181	\$ 373,538	\$ 411,415
Less: Non-controlling interests	16,520	17,227	17,394	13,353
Total stockholders' equity, net of non-controlling interests	\$ 366,633	\$ 382,954	\$ 356,144	\$ 398,062
Total common shares outstanding	34,878	34,124	34,563	35,870
Book value per share	\$ 10.51	\$ 11.22	\$ 11.52	\$ 10.79

We define underwriting and fee revenues as total revenues from our Insurance segment excluding net investment income, net realized and unrealized gains (losses). Underwriting and fee revenues represents revenues generated by our underwriting and fee-based operations and allows us to evaluate our underwriting performance without regard to investment income. We use this metric as we believe it gives our management and other users of our financial information useful insight into our underlying business performance. Underwriting and fee revenues should not be viewed as a substitute for total revenues calculated in accordance with GAAP, and other companies may define underwriting and fee revenues differently.

We define underwriting and fee margin as income before taxes from our Insurance segment, excluding net investment income, net realized and unrealized gains (losses), employee compensation and benefits, other expenses, interest expense and depreciation and amortization. Underwriting and fee margin represents the underwriting performance of our underwriting and fee-based programs. As such, underwriting and fee margin excludes general administrative expenses, interest expense, depreciation and amortization and other corporate expenses as those expenses support the vertically integrated business model and not any individual component of our business mix. We use this metric as we believe it gives our management and other users of our financial information useful insight into the specific performance of our underlying underwriting and fee program. Underwriting and fee income should not be viewed as a substitute for income before taxes calculated in accordance with GAAP, and other companies may define underwriting and fee margin differently.

Management uses Book value per share, which is a non-GAAP financial measure. Management believes the use of this financial measure provides supplemental information useful to investors as it is frequently used by the financial community to analyze company growth on a relative per share basis. Tiptree's book value per share was \$10.51 as of March 31, 2022 compared with \$11.63 as of March 31, 2021. Total stockholders' equity, net of other non-controlling interests for the Company was \$366.6 million as of March 31, 2022, which comprised total stockholders' equity of \$383.2 million adjusted for \$16.5 million attributable to non-controlling interest at certain operating subsidiaries that are not wholly owned by the Company, such as Luxury and management interests in subsidiaries. Total stockholders' equity, net of other non-controlling interests for the Company was \$378.4 million as of March 31, 2021, which comprised total stockholders' equity of \$397.4 million adjusted for \$19.0 million attributable to non-controlling interest at subsidiaries that are not wholly owned by the Company.

Non-GAAP Reconciliations – Adjusted Net Income

(\$ in thousands)

	Twelve Months Ended March 31, 2022					Year Ended December 31, 2021					Year Ended December 31, 2020				
	Tiptree Capital					Tiptree Capital					Tiptree Capital				
	Insurance	Mortgage	Other	Corporate	Total	Insurance	Mortgage	Other	Corporate	Total	Insurance	Mortgage	Other	Corporate	Total
Income (loss) before taxes	\$ 63,011	\$ 19,596	\$ (5,435)	\$ (52,174)	\$ 24,998	\$ 69,857	\$ 28,407	\$ 17,210	\$ (50,132)	\$ 65,342	\$ 26,948	\$ 31,102	\$ (61,242)	\$ (35,660)	\$ (38,852)
Less: Income tax (benefit) expense	(17,673)	(2,764)	2,709	5,275	(12,453)	(18,438)	(4,882)	(1,992)	4,021	(21,291)	(3,725)	(7,066)	13,624	10,794	13,627
Less: Net realized and unrealized gains (losses) ⁽¹⁾	12,535	(8,692)	19,526	–	23,369	(3,732)	(5,798)	(3,091)	–	(12,621)	13,804	4,018	67,668	–	85,490
Plus: Intangibles amortization ⁽²⁾	15,441	–	–	–	15,441	15,329	–	–	–	15,329	9,213	–	–	–	9,213
Plus: Stock-based compensation	3,953	166	205	11,900	16,224	2,006	331	213	8,581	11,131	2,287	2,482	174	3,172	8,115
Plus: Non-recurring expenses	1,911	–	1,071	2,171	5,153	2,158	–	938	2,171	5,267	3,418	–	624	758	4,800
Plus: Non-cash fair value adjustments	–	–	(999)	–	(999)	–	–	(3,170)	–	(3,170)	–	–	(2,141)	–	(2,141)
Less: Tax on adjustments	(4,048)	107	(4,353)	2,727	(5,567)	(398)	(624)	655	4,249	3,882	(8,522)	(1,958)	(14,210)	(4,131)	(28,821)
Adjusted net income	\$ 75,130	\$ 8,413	\$ 12,724	\$ (30,101)	\$ 66,166	\$ 66,782	\$ 17,434	\$ 10,763	\$ (31,110)	\$ 63,869	\$ 43,423	\$ 28,578	\$ 4,497	\$ (25,067)	\$ 51,431
Adjusted net income	\$ 75,130	\$ 8,413	\$ 12,724	\$ (30,101)	\$ 66,166	\$ 66,782	\$ 17,434	\$ 10,763	\$ (31,110)	\$ 63,869	\$ 43,423	\$ 28,578	\$ 4,497	\$ (25,067)	\$ 51,431
Average stockholders' equity	284,177	64,061	117,245	(75,207)	390,276	300,820	60,432	113,718	(88,111)	386,859	285,760	47,202	138,606	(79,092)	392,476
Adjusted return on average equity	26.4%	13.1%	10.9%	NM%	17.0%	22.2%	28.8%	9.5%	NM%	16.5%	15.2%	60.5%	3.2%	NM%	13.1%

(\$ in thousands)

	Year Ended December 31, 2019					Year Ended December 31, 2018				
	Tiptree Capital					Tiptree Capital				
	Insurance	Mortgage	Other	Corporate	Total	Insurance	Mortgage	Other	Corporate	Total
Income (loss) before taxes from continuing operations	\$ 37,030	\$ 2,959	\$ 23,391	\$ (34,241)	\$ 29,139	\$ 14,172	\$ 335	\$ (4,059)	\$ (30,244)	\$ (19,796)
Income (loss) before taxes from discontinued operations ⁽³⁾	–	–	–	–	–	–	–	57,484	–	57,484
Less: Income tax (benefit) expense	(8,455)	(640)	(4,457)	4,535	(9,017)	(4,054)	118	(13,241)	9,372	(7,805)
Less: Net realized and unrealized gains (losses) ⁽¹⁾	(6,896)	2,056	(6,148)	–	(10,988)	11,664	(528)	18,771	–	29,907
Plus: Intangibles amortization ⁽²⁾	7,510	–	–	–	7,510	9,077	–	–	–	9,077
Plus: Stock-based compensation	2,891	170	–	3,299	6,360	3,458	152	–	3,049	6,659
Plus: Non-recurring expenses	1,975	–	202	2,079	4,256	2,559	–	1,179	(1,380)	2,358
Plus: Non-cash fair value adjustments	–	–	(153)	–	(153)	–	–	(56,293)	–	(56,293)
Less: Tax on adjustments	(1,249)	(616)	1,248	1,108	491	(5,605)	(130)	8,227	(1,800)	692
Adjusted net income	\$ 32,806	\$ 3,929	\$ 14,083	\$ (23,220)	\$ 27,598	\$ 31,271	\$ (53)	\$ 12,068	\$ (21,003)	\$ 22,283
Adjusted net income	\$ 32,806	\$ 3,929	\$ 14,083	\$ (23,220)	\$ 27,598	\$ 31,271	\$ (53)	\$ 12,068	\$ (21,003)	\$ 22,283
Average stockholders' equity	266,397	32,785	161,133	(54,978)	405,337	253,244	31,483	114,529	(1,238)	398,018
Adjusted return on average equity	12.3%	12.0%	8.7%	NM%	6.8%	12.3%	(0.2)%	10.5%	NM%	5.6%

- (1) For the year ended December 31, 2019, includes \$7,598 gain on sale of our CLO management business
- (2) Specifically associated with acquisition purchase accounting. See Note (8) Goodwill and Intangible Assets, net.
- (3) Includes discontinued operations related to Care. For more information, see Note (4) Dispositions, Assets and Liabilities Held for Sale and Discontinued Operations of 2021 Form 10-K.

Tiptree Capital – Realized Investment IRR%

(\$ in millions)

<u>Category</u>	<u>Investments</u>	<u>Invested Capital¹</u>	<u>Realized Investment</u>	<u>MOIC</u>	<u>IRR %</u>
Financials	Realized: MFCA, Telos, PFG, Siena, CLO sub-notes, hedges	\$ 305.0	\$ 598.0	2.0x	25.6%
	Unrealized: Reliance, Luxury, credit investment	67.8	-	-	-
Real Assets	Realized: Star Asia, Care	179.9	288.2	1.6x	21.5%
	Unrealized: Invesque, Marine	103.3	-	-	-
Tiptree Capital	Realized	\$ 484.9	\$ 886.2	1.8x	24.5%
	Unrealized	\$ 171.1	-	-	-

All Figures above presented before corporate taxes and corporate expenses.

Invested Capital: Represents initial purchase consideration plus subsequent contributions (if applicable).

Realized Investment: Represents total realized proceeds including cash distributions and cash or marketable securities received upon realization event.

MOIC: Represents multiple on Invested Capital which is the ratio of Realized Investment to Invested Capital.

IRR %: Represents the internal rate of return on invested capital based on the realized proceeds of cash or marketable securities and including the timing of contributions and distributions. Our IRR calculation may differ from those used by others. Past performance is not indicative of future results.

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