Leo Hinkley Managing Director, IRO 954-940-5300

## **BBX Capital**

NYSE: BBX

## Forward Looking Statements

This presentation contains forward-looking statements based largely on current expectations of BBX Capital or its subsidiaries that involve a number of risks and uncertainties. All opinions, forecasts, projections, future plans and other statements, other than statements of historical fact, are forward-looking statements. Forward-looking statements may be identified by the use of words or phrases such as "plans," "believes," "will," "expects," "anticipates," "intends," "estimates," "our view," "we see," "would" and words and phrases of similar import. The forward-looking statements in this presentation are also forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). We can give no assurance that such expectations will prove to have been correct. Actual results, performance, or achievements could differ materially from those contemplated, expressed, or implied by the forward-looking statements contained herein. Forward-looking statements are subject to a number of risks and uncertainties that are subject to change based on factors which are, in many instances, beyond our control. You should not place undue reliance on any forward-looking statement, which speaks only as of the date made. This presentation also contains information regarding the past performance of the Company, its subsidiaries and their respective investments and operations, as well as trends relating to the industries in which the Company or its subsidiaries operate. Prior or current performance or trends is not a guarantee or indication of future performance or trends. Future results could differ materially as a result of a variety of risks and uncertainties. Some factors which may affect the accuracy of the forward-looking statements apply generally to the industries in which the Company operates, including the development, operation, management and investment in residential and commercial real estate, the resort development and vacation ownership industries in which Bluegreen operates, the home improvement industry in which Renin operates, and the sugar, candy and retail industry in which IT'SUGAR operates. Risks and uncertainties include, without limitation, the risks and uncertainties affecting BBX Capital and its subsidiaries, and their respective results, operations, markets, products, services and business strategies, including risks associated with the ability to successfully implement currently anticipated plans and initiatives and to generate earnings, long term growth and increased value, the risk that IT'SUGAR current stores will not be profitable and the new IT'SUGAR stores may not perform as expected, the risk that Renin's sales, margin and other financial performance measures may not continue to improve, the risk that the performance of entities in which BBX Capital has made investments may not be profitable or perform as anticipated; BBX Capital is dependent upon dividends from its subsidiaries, principally Bluegreen, to fund its operations; BBX Capital's subsidiaries may not be in a position to pay dividends, dividend payments may be subject to certain restrictions, including restrictions contained in debt instruments, and may be subject to declaration by such subsidiary's board of directors or managers; the risks relating to acquisitions, including acquisitions in diverse activities, including the risk that they will not perform as expected and will adversely impact the Company's results: risks related to BBX Capital's transaction with the Altman Companies, including that it may not result in the benefits expected or otherwise have a positive impact on BBX Capital or its financial performance; risks relating to the monetization of BBX Capital's legacy assets; risks relating to the valuation of BBX Capital; and risks related to litigation and other legal proceedings involving BBX Capital and its subsidiaries. The Company's investment in Bluegreen Vacations Corporation exposes the Company to risks of Bluegreen's business, including risks relating to its marketing agreements and other strategic alliances and relationships, including its current dispute with Bass Pro, risks related to what we perceive to be its competitive advantages, including that they may not be maintained or result in the benefits expected, risks related to growth opportunities, and risks inherent in the vacation ownership industry, as well as other risks relating to the ownership of Bluegreen's common stock and those risks described in Bluegreen's Annual and Quarterly Reports filed with the SEC. In addition, with respect to BBX Capital's Real Estate and Middle Market Divisions, the risks and uncertainties also include risks relating to the real estate market and real estate development, the risk that joint venture partners may not fulfill their obligations and the projects may not be developed as anticipated or be profitable, and the risk that contractual commitments may not be completed on the terms provided or at all; risks relating to acquisition and performance of operating businesses, including integration risks, risks regarding achieving profitability, the risk that new personnel will not be successful, foreign currency transaction risk, goodwill and other intangible impairment risks, and the risk that assets may be disposed of at a loss. Reference is also made to the other risks and uncertainties described in BBX Capital's Annual Report on Form 10-K for the year ended December 31, 2018, and its Quarterly Report on Form 10-Q for the quarter ended March 31, 2019, including the Risk Factors Section thereof. The Company cautions that the foregoing factors are not exclusive.

## **BBX Capital Corporation**

BBX Capital Corporation (NYSE: BBX) is a Florida-based, holding company whose activities include its 90% ownership of Bluegreen Vacations Corporation (NYSE: BXG) as well as its Real Estate, IT'SUGAR and Renin divisions.



## BBX Capital Executive Team



Alan B. Levan Chairman & CEO



John E. Abdo Vice Chairman



Jarett Levan President



Seth Wise BBX Capital Real Estate President



Ray Lopez Chief Financial Officer



Susan J. Saturday Chief Human Resources Officer

Led by an entrepreneurial team focused on creating value over the long-term

## BBX's Corporate Strategy



Build long-term shareholder value as opposed to focusing on quarterly or annual earnings



Since many of BBX Capital's assets do not generate income on a regular or predictable basis, our objective is to:

Achieve long-term growth as measured by increases in book value and intrinsic value over time



## BBX Capital's Segments\*









<sup>\*</sup>The company also has other investments, including MOD Pizza franchises, Hoffman's Chocolates and Las Olas Confections and Snacks. These businesses are not material to our business and accordingly we are excluding them from this presentation.



## BBX Capital Corporation & Affiliates

A family of companies *dating back more than 45 years*, whose activities have included:

- Real Estate Acquisition and Management \$1 Billion+
- Banking 100 Branches, \$6.5 Billion in Assets
- Commercial Real Estate Lending \$3 Billion+
- Investment Banking & Brokerage 1,000 Investment Professionals
- Homebuilding Thousands of Homes
- Planned Community Development 9,000 Acres
- Asian Themed Restaurants 65 Locations
- Vacation Ownership Resort Network, including 69 resorts, and over 217,000+ vacation club owners
- Designer, Distributor and Manufacturer of Specialty Doors, Hardware and Home Décor Products
- The largest specialty candy retailer in the United States with ~100 locations in over 25 states and Washington, DC

Seeking to invest in companies at the *right time* and optimize BBX's *value add* 



### Past Activities

## **BFC**Financial













## BBX Capital Corporation

As of March 31, 2019

(in thousands)

Consolidated Assets:	\$1,760,676
Shareholders' Equity:	\$ 550,864
Market Capitalization:	\$ 578,762



# BBX Capital Solid Financial Foundation

	2013	2014	2015	2016 <sup>(6)</sup>	2017 <sup>(6)</sup>	2018
(\$ in thousands)						
Total Revenues	\$ 563,991	676,966	744,257	822,153	869,570	947,593
Adjusted EBITDA (1) (2) (5)	\$ N/A	N/A	N/A	103,721	122,853	109,150
Fully Diluted Book Value Per Share (3) (5)	\$ 2.77	2.84	4.21	4.32	5.63	5.70

#### Over \$75M in cash liquidity on our Balance Sheet (4)

- (1) Adjusted EBITDA is a non-GAAP financial measure. See appendix for a reconciliation of BBX Capital's net income to Adjusted EBITDA.
- (2) BBX Capital's assets do not generate net income or Adjusted EBITDA on a regular or predictable basis. Our objective is long-term growth as measured by increases in book value and intrinsic value over time.
- (3) The numerator of fully diluted book value per share for all periods is shareholders' equity. The denominator of fully diluted book value per share for all periods was computed by adding the number of Class A and Class B shares outstanding at year end and the number of non-vested restricted stock awards and exercisable stock options.
- (4) Cash liquidity of BBX Capital Parent Company at March 31, 2019, excluding lines of credit.
- (5) Adjusted EBITDA and fully diluted book value per share are not comparable metrics prior to the BFC Financial and BBX Capital Merger
- (6) Amounts were adjusted for the adoption of the revenue recognition standard and certain other items to maintain comparability with the 2018 presentation.



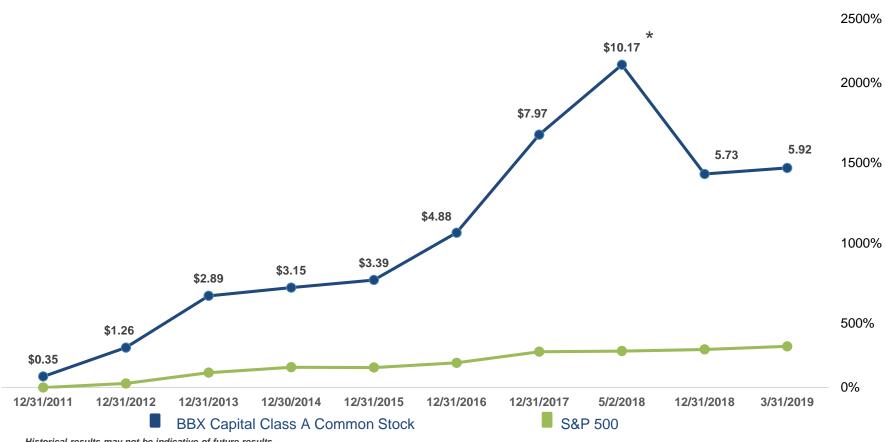
# BBX Capital Solid Financial Foundation

	Q1 2018	Q1 2019	% Increase (Decrease)	2017 <sup>(4) (5)</sup>	2018 <sup>(5)</sup>
(\$ in thousands)					
Total Revenues	\$ 218,064	221,057	1.37%	869,570	947,593
Adjusted EBITDA (1) (2)	\$ 24,978	13,078	(47.64)%	122,853	109,150
Fully Diluted Book Value Per Share (3)	\$ 5.68	5.60	(1.41)%		

- (1) Adjusted EBITDA is a non-GAAP financial measure. See appendix for a reconciliation of BBX Capital's net income to Adjusted EBITDA.
- (2) BBX Capital's assets do not generate net income or Adjusted EBITDA on a regular or predictable basis. Our objective is long-term growth as measured by increases in book value and intrinsic value over time.
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- (4) Amounts were adjusted for the adoption of the revenue recognition standard and certain other items to maintain comparability with the 2018 presentation.
- (5) For the 12 months ended December 31, 2017 and 2018, respectively.



## BBX Capital Stock Performance



Historical results may not be indicative of future results.

- On December 15, 2016, the Company, formerly BFC Financial Corporation, consummated its acquisition of BBX Capital Florida, LLC (formerly BBX Capital Corporation). Prior to such acquisition, the Company held an approximate 82% equity interest and 90% voting interest in the former BBX Capital Corporation. During January 2017, BFC Financial Corporation changed its name to BBX Capital Corporation.
- The Company's Class A Common Stock commenced trading on the NYSE on July 13, 2017. The Company's Class A Common Stock previously traded on the OTCQX.
- Note: Sale of BankAtlantic was closed on July 31, 2012.
- · Our stock price since 2011 (the announcement of the sale of BankAtlantic) through March 31, 2019, is up 1,591.43%
- \* Intra-day 52 week high



## Four Strategic Segments\*

## **BBX Capital**













- 90% ownership interest
- 69 Resorts
- 217,000+ Vacation Club Owners (1)

(1) Data as of 3/31/19





- Developments
- Joint Ventures
- Investments



- One of the largest specialty candy retailers in the U.S.A.
- ~100 Locations
- >25 States



 Designer, manufacturer and distributor of specialty doors, hardware, and home décor products

\*The company also has other investments, including MOD Pizza franchises, Hoffman's Chocolates and Las Olas Confections and Snacks. These businesses are not material to our business and accordingly we are excluding them from this presentation.



## Four Strategic Segments\*

## **BBX Capital**











- 90% ownership interest

**NYSE: BXG** 

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- 217,000+ Vacation Club Owners (1)





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- Joint Ventures
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## **Bluegreen Vacations Overview**



Solara Surfside | Miami Beach, Florida



1994

**Entered Vacation Ownership Industry** 



69 Resorts (1)

45 Club Resorts 24 Club Associate Resorts



**~217,000** (1) Vacation Club Owners



~236,000 (2)

Tours Annually



70%(2)

Capital-Light Revenue



48%(2)

Sales to New Customers



**\$740** million <sup>(2)</sup>

Revenue



\$135 million (2)(3)

Adjusted EBITDA

Data as of 3/31/19.

See appendix for a reconciliation of Adjusted EBITDA to Net Income of \$82 million for the LTM ended 3/31/19.

## Bluegreen Vacations Solid Financial Foundation

	2013	2014	2015	2016 <sup>(2)</sup>	2017 <sup>(2)</sup>	2018	Q1 2019
(\$ in thousands)							
Total Revenues	\$ 515,628	583,193	617,647	719,942	723,052	738,320	168,844
Income before Taxes	\$ 82,507	108,971	124,319	129,624	136,998	128,893	22,172
Adjusted EBITDA (1) (2)	\$ N/A	N/A	132,228	142,256	150,280	141,820	26,197



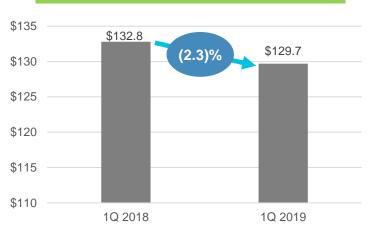
<sup>(1)</sup> Adjusted EBITDA is a non-GAAP financial measure. See Appendix for a reconciliation of Bluegreen's net income to Adjusted EBITDA.

<sup>(2)</sup> Amounts for the years ended 2016 and 2017 were retrospectively adjusted for the adoption of the revenue recognition standard

## First Quarter<sup>(1)</sup> Performance

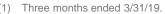
(\$ in millions, except per share data)





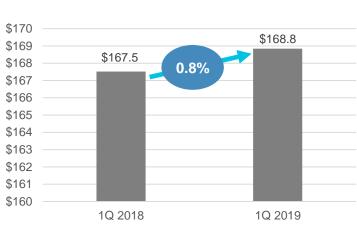
#### Adjusted EBITDA (2)





<sup>(2)</sup> See appendix for reconciliations.

#### Total Revenue



#### **Earnings Per Share**



## Full Year 2018<sup>(1)</sup> Performance

(\$ in millions, except per share data)





#### Adjusted EBITDA (2)





<sup>(2)</sup> See appendix for reconciliations.





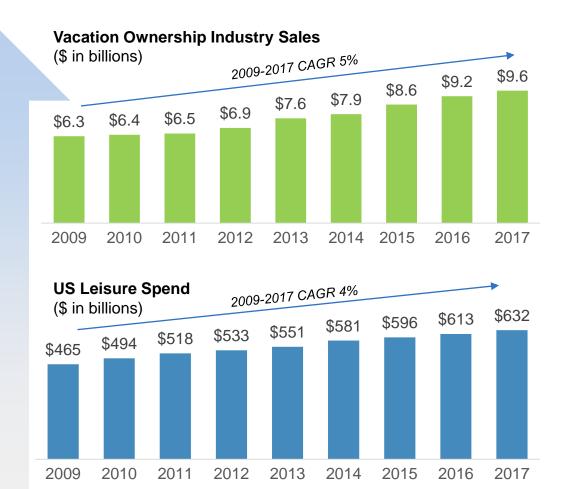
#### **Earnings Per Share**



## The Vacation Ownership Industry

Consistent Historical Industry Growth

Vacations are a Priority for Consumers



Sources: EY: State of the Vacation Timeshare Industry and Euromonitor



## Vacation Ownership Public Peer Group

#### (\$ in millions) Vacation Ownership Interest Sales in 2018 (1) (2)

WYNDHAM HOTELS AND RESORTS	\$2,271
MARRIOTT (3) VACATIONS WORLDWIDE	\$1,487
(1) Hilton Grand Vacations	\$1,410
<b>bluegreen</b> vacations°	\$624

- (1) System-wide (Contract) sales for the year ended December 31, 2018.
- (2) From publicly available information.
- (3) Including Legacy-ILG as if acquired December 31, 2017.



## **Potential Competitive Advantages**



Differentiated Target Demographic



Significant Fee-Based VOI Sales



Multiple Marketing
Channels for New Owners



Strong Net
Owner Growth



Balanced Approach to Growth



**Industry Innovator** 

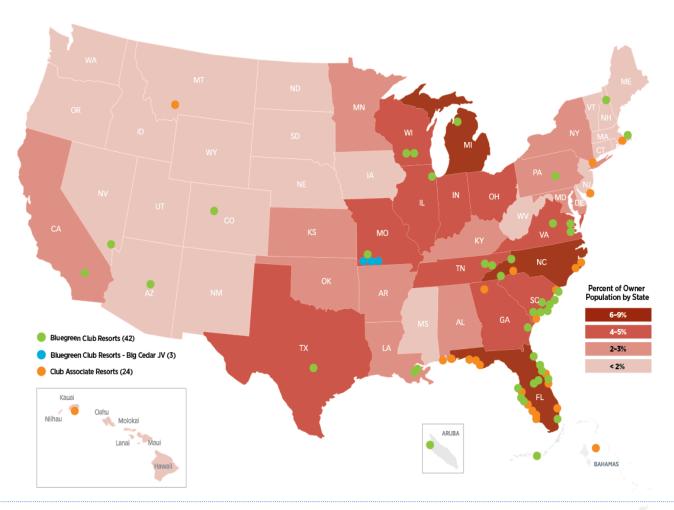


## A Leading Operator of "Drive-To" Vacation Ownership Resorts





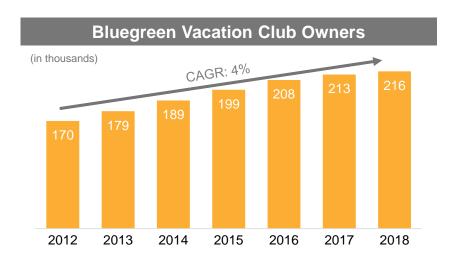
Opportunities for growth in the western US

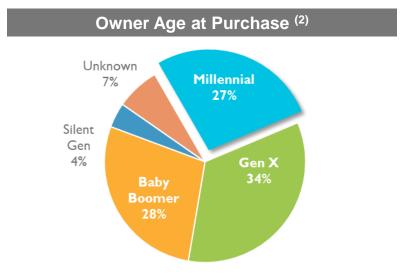


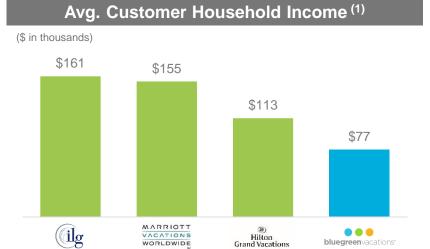
Information as of 12/31/2018



## Large and Differentiated Owner Base







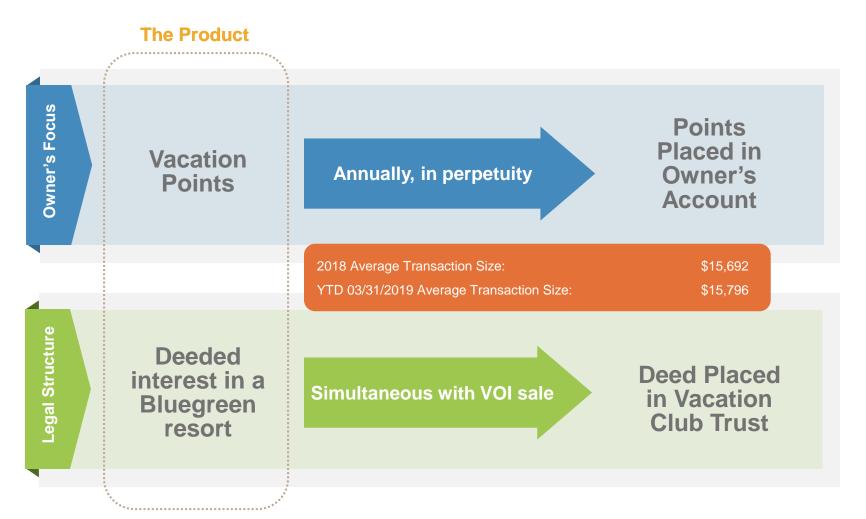


- Above ILG, VAC, and HGV data from 2017, 2018 and 2016 from investor presentations issued by each, respectively. BXG internal data from 2018
- (2) Represents owner age at time of purchase for all sales to new owners 1/1/14-12/31/18.



## **Bluegreen Vacation Club**

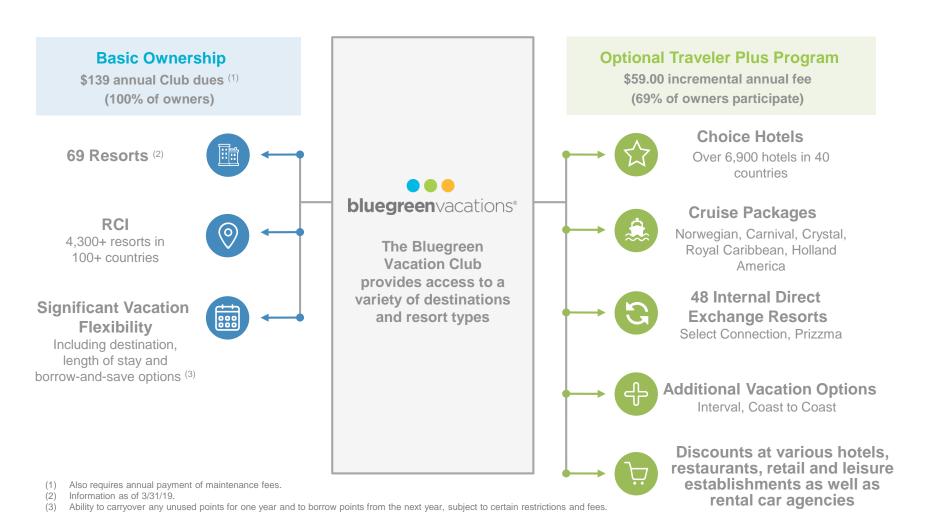
#### The Basics





## **Bluegreen Vacation Club**

#### **Owner Benefits**





## **Vacation Package Marketing Process**











Package Sales Vacation Packages >227,000 (1) Activation
Campaign
Management
>8 million Emails (1)

Reservation, Activation & Confirmation >830,000 Inbound Calls and >550,000 Outbound calls (1) Preview Centers >130,000 Previews (1)

VOI Sales
Over \$305 million
during 2018







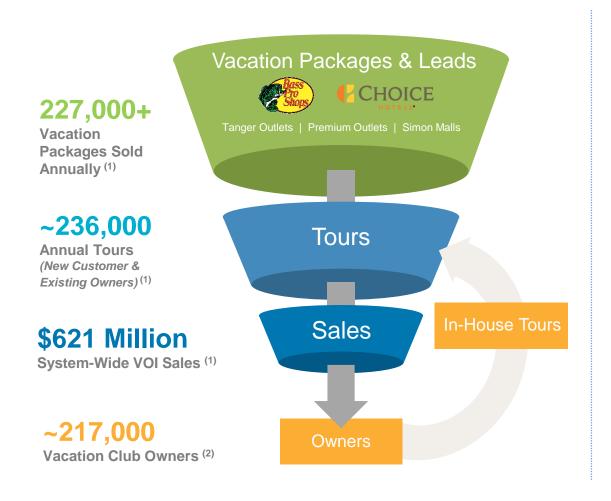




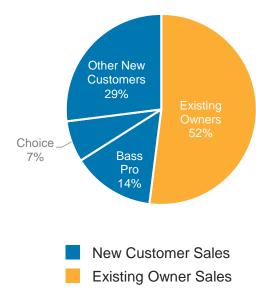
(1) During 2018.



## Sales & Marketing Driven Business







- (1) LTM period ended 3/31/19.
- (2) As of 3/31/19.

## **Strategic Relationships**

#### Bluegreen has multiple channels intended to drive sales within our core demographic



- Extended strategic alliance through 2032
- Expanded opportunities in Choice marketing relationship
- Currently 37 Bluegreen
   Vacations resorts are
   included in Choice's upscale
   Ascend Hotel Collection
   portfolio of unique, boutique
   and historic independent
   hotels and resorts.



- One-way, exclusive in-store Bass Pro marketing relationship (1)
- Operate kiosks in 69 Bass Pro stores
- Virtual reality pilot program launched in Bass Pro stores in Memphis, TN and Springfield, MO





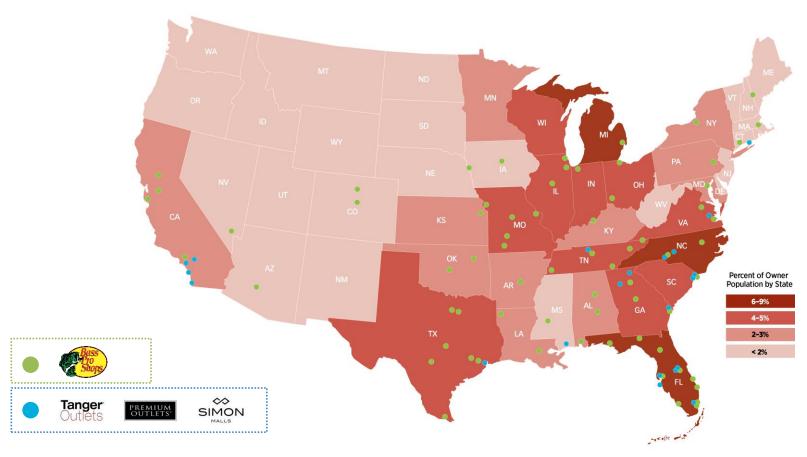


- Active in 21 outlet malls in proximity to Bluegreen resorts
- Sell vacation packages to entice prospective owners to tour Bluegreen preview centers

(1) See the Earnings Release dated May 2, 2019 for a discussion regarding the status of contract with Bass Pro.



# Extensive Reach of Vacation Package Sales Locations Through Various Channels (1)



(1) As of 3/31/19.



## Four Strategic Segments\*

## **BBX Capital**











- NYSF: BXG
- 90% ownership interest
- 69 Resorts
- 217,000+ Vacation Club Owners (1)





- Developments
- Joint Ventures
- Investments



- One of the largest specialty candy retailers in the U.S.A.
- ~100 Locations
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 Designer, manufacturer and distributor of specialty doors, hardware, and home décor products

1) Data as of 3/31/19

<sup>\*</sup>The company also has other investments, including MOD Pizza franchises, Hoffman's Chocolates and Las Olas Confections and Snacks. These businesses are not material to our business and accordingly we are excluding them from this presentation.



## BBX Capital Real Estate



Acquisition, ownership and management of joint ventures and investments in real estate and real estate development projects.

## BBX Capital Real Estate



The following describes current investments and joint ventures in real estate development projects.

See appendix for additional details.

# Beacon Lake BBX Master Planned Development

## Beacon Lake Master Planned Development Developed and owned 100% by BBX Jacksonville, Florida

- Approximately 632 acres
- Master Planned 1,476 Lots
  - 1,280 single family lots
  - 196 townhome lots
- Development is staged in phases





# Beacon Lake BBX Master Planned Development

#### Beacon Lake – Phase I Master Planned Development

Developed and owned 100% by BBX Jacksonville, Florida

- 302 Lots
  - 151 Lots sold to Dream Finders Homes
  - 151 Lots sold to Mattamy Homes
  - 302 Lots taken down as of 3/31/19
  - 188 Homes sold by homebuilders as of 3/31/19
- Land development for Phase I is substantially complete
- Entry feature is substantially complete
- 8,200 SF Amenity Center is completed
- Grand Opening of Amenity Center had approximately 1,500 people in attendance
- Models are now open
- Phase II construction has commenced.
   Toll Brothers has contracted for approximately 100 Lots in Phase II









# Chapel Grove New Investment Development

#### **Chapel Grove**

Pembroke Pines, Florida

- Initial Investment date Q4 2017
- Approximately 11 acres
- Anticipated development of 125 Luxury Townhomes
- Prices range from mid \$300K to low \$400K
- Partner Label & Co
- BBX contributed 46.75% of predevelopment costs into Joint Venture
- Site work is substantially completed
- Vertical construction is currently underway
- 124 townhomes contracted for sale through 3/31/19
- Models are open





(1) Conceptual Renderings



## RoboVault Self-Storage

## RoboVault Self-Storage Self-Storage Facility

Owned 100% by BBX Ft. Lauderdale, Florida

 90,000 SF Self-Storage facility built in 2009 comprised of climate controlled self-storage, wine storage, automobile storage, and safe deposit box units

 One of a kind storage facility that has an automatic crane that brings the units to the customers

 BBX repositioned the legacy asset as a traditional selfstorage facility and executed a lease-up strategy doubling the occupancy in 2.5 years

 RoboVault was <u>sold</u> in Q2 2019 for gross proceeds of \$12.35M



# PGA STATION BBX Master Planned Development

#### **PGA Station**

Pods A & C Owned 100% by BBX
Pod B – Joint Venture Owned 40% by BBX &
60% by Stiles
Palm Beach Gardens, Florida

- Pods A & C
  - Repositioned legacy asset by obtaining entitlements for 122 room hotel, 188,000 SF of office space and 9,100 SF or medical space
  - Sold off all parcels for \$17.8M including \$7.8M sale of remaining land in April 2019
- Pod B
  - BBX & Stiles partnered to acquire three buildings in the PUD
  - Repositioned entitlement on all three buildings and <u>sold</u> off all buildings for \$16.5M including \$9.2M sale of final two buildings in April 2019





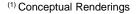
#### Other Investment Activities

#### **CC Homes Miramar**

Miramar, Florida

- Developing 193 Single Family Homes
- Initial Investment Date Q2 2015
- Status Predevelopment
- Partner Codina-Carr Company
- BBX contributed 70% of predevelopment costs into Joint Venture







# Listing of Completed Real Estate Investments and Results Since 2012 (6)

(\$ In millions)	Project Description	Year of		Investment Amount <sup>(1)</sup>	Year of Sale <sup>(2)</sup>		Cumulative	IRR <sup>(8)</sup>
Asset Name	Description	investment	Investment A		Sale (-)		Net Cash Inflows <sup>(3)</sup>	IKK (9)
Bonterra Land Sale	50 Acre Land Sale to Lennar	2013	\$	18.7	2015	\$	30.9	27%
Flagler Land Joint Venture (5)	Land Entitlement	2013	\$	0.9	2015	\$	6.8	324%
Flagler Land Sale	Land Entitlement	2013	\$	3.2	2015	\$	10.9	67%
Gardens on Millenia – Costco and Outparcel	Land Development	2013	\$	9.1	2015	\$	10.0	3%
Village of Victoria Park (4)	Construct 30 Single-Family Homes	2013	\$	1.1	2018	\$	2.9	22%
Bonterra CC Homes (4)	Develop 394 Single-Family Homes	2014	\$	7.4	2017	\$	26.1	62%
The Addison on Millenia (4)(7)	Develop 292 Multifamily Units	2015	\$	6.2	2018	\$	15.7	38%
Gardens on Millenia - JV Retail (4)	Develop Retail	2015	\$	6.3	2018	\$	8.7	16%
Altis at Shingle Creek (4)(7)	Develop 356 Multifamily Units	2016	\$	0.3	2018	\$	3.7	153%

Historical results may not be indicative of future results

<sup>(8)</sup> IRR represents the return to BBX on its investment and was determined based upon the actual timing of cash outflows paid/property contributed by BBX and cash inflows received by BBX throughout the life of the project. Historical returns achieved by any prior investment are not a prediction of future performance or a guaranty of future results.



<sup>(1)</sup> For assets held in joint ventures, "Investment Amount" represents the fair value of property contributed to the venture on the contribution date and cash invested in the venture. For other assets owned by BBX Capital, "Investment Amount" represents the fair value of the property upon foreclosure and subsequent cash invested in the asset.

<sup>(2) &</sup>quot;Year of sale" for single-family home projects represents the year in which the last home was sold.

<sup>3) &</sup>quot;Cumulative Net Cash Inflows" represent cash inflows received through the project's completion date.

<sup>(4)</sup> These assets represent investments in real estate joint ventures that are not consolidated into BBX Capital's financial statements.

<sup>(5)</sup> Asset was held in a joint venture that was consolidated into BBX Capital's financial statements. "Investment Amount" and "Cumulative Net Cash Inflows" are presented net of amounts attributed to noncontrolling interests.

<sup>(6)</sup> This table does not include two student housing projects which were acquired through foreclosure and subsequently sold at a loss. It lists completed projects through 3/31/19 and does not include projects sold or completed subsequent to 3/31/19.

<sup>7)</sup> These properties were sold during Q4 2018.

#### Acquisition of Altman Companies





#### Transaction Details

- On December 3, 2018 BBX Capital Real Estate acquired a 50% interest in apartment developer The Altman Companies, including interests in Altman Development Company, Altman-Glenewinkel Construction, and the Altman Management Company.
- Simultaneously with the investment in Altman, BBX Capital Real Estate acquired a 50% interest in Altman's share of the General Partnership in all the existing developments, see page 42.
- BBX Capital Real Estate has also agreed to acquire an additional 40% interest in Altman in approximately four years and has also agreed to buy the remaining 10% in certain circumstances.



#### Altman Companies

Altman Companies is a real estate development company which operates a fully integrated platform covering all aspects of the development process from site selection, underwriting, design, construction, management and sale of apartment communities. Since 1968, The Altman Companies have developed, constructed, acquired and managed more than 25,000 multi-family homes in Florida, Michigan, Illinois, Tennessee, Georgia, Texas and North Carolina. The company is best known for its communities rented under its Altís brand. Its real estate and development activities are typically financed through a combination of internal and external equity and institutional debt.







#### Acquisition of Altman Companies





Simultaneously with the investment in Altman, BBX Capital Real Estate acquired a 50% interest in Altman's share of the General Partnership in all the existing apartment developments below:

Altis Boca Raton, Boca Raton, FL	398 Units
Altis Bonterra, Hialeah, FL	314 Units
Altis Grand Central, Tampa, FL	314 Units
Altis Lakeline, Austin, TX (1)	354 Units
Altis Pembroke Gardens, Pembroke Pines, FL	280 Units
Altis Promenade, Tampa, FL	338 Units
Altis Wiregrass Ranch, Wesley Chapel, FL	392 Units





## BBX Capital Real Estate

	2014	2015	2016 <sup>(1) (3)</sup>	<b>2017</b> <sup>(1) (3)</sup>	2018 <sup>(3)</sup>	3 Year Average
(\$ in thousands)						
Total Revenues	\$ 18,013	46,642	12,475	8,821	31,264	17,520
EBITDA (2)	\$ (3,799)	36,363	27,990	14,440	28,311	23,580

<sup>(3)</sup> For the fiscal years ended December 31, 2018, 2017 and 2016 respectively.



<sup>(1)</sup> Amounts were adjusted for the adoption of the revenue recognition standard. Total revenue excludes equity earnings from unconsolidated Joint Ventures.

<sup>(2)</sup> See appendix for a reconciliation of BBX Capital Real Estate's net income before income taxes to EBITDA.

## BBX Capital Real Estate

	Q1 2018	Q1 2019
(\$ in thousands)		
Total Revenues	\$ 12,751	6,616
EBITDA (1)	\$ 10,634	2,314

<sup>(1)</sup> See appendix for a reconciliation of BBX Capital Real Estate's net income before income taxes to EBITDA.



## Four Strategic Segments\*

#### **BBX Capital**

















- NYSE: BXG
- 90% ownership interest
- 69 Resorts
- 217,000+ Vacation Club Owners (1)

Acquisition, Ownership and Management of:

- Developments
- Joint Ventures
- Investments

- One of the largest specialty candy retailers in the U.S.A.
- ~100 Locations
- >25 States

 Designer, manufacturer and distributor of specialt doors, hardware, and home décor products

1) Data as of 3/31/19

\*The company also has other investments, including MOD Pizza franchises, Hoffman's Chocolates and Las Olas Confections and Snacks. These businesses are not material to our business and accordingly we are excluding them from this presentation.



#### IT'SUGAR



Headquartered in Deerfield Beach, Florida, IT'SUGAR, LLC ("IT'SUGAR") is one of the largest specialty candy retailers in the United States with approximately 100 locations in over 25 states and Washington, DC.

It is anticipated that 3 - 4 stores will be opened in 2019, including a flagship location in Las Vegas.

BBX Sweet Holdings acquired IT'SUGAR in June 2017.











## IT'SUGAR Vegas Rendering Opening May, 2019





## IT'SUGAR New Stores Opened - 2018







FAO Schweetz New York, NY





Victory Park Dallas, TX

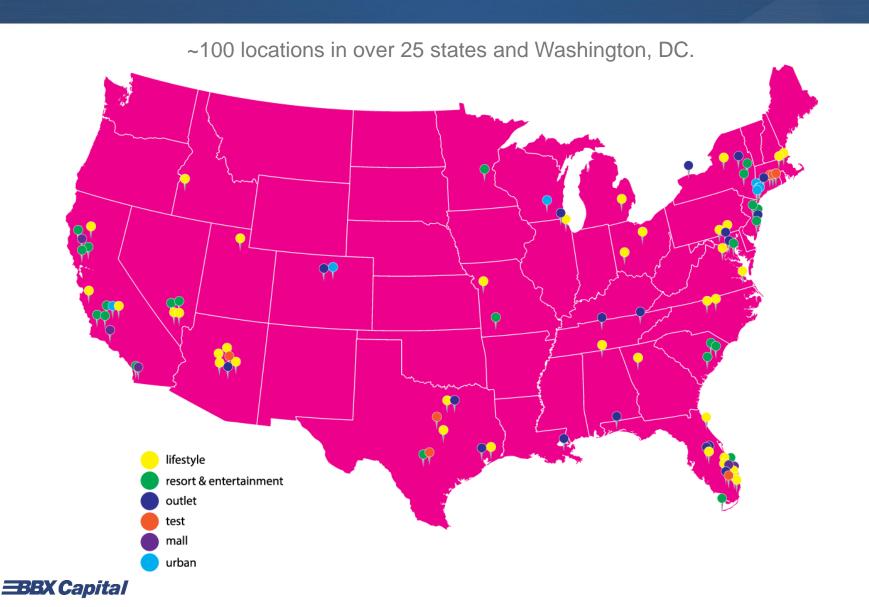


Navy Pier Chicago, IL





## IT'SUGAR Current Footprint



#### IT'SUGAR

	Q1 2018	Q1 2019	2018 <sup>(2)</sup>
(\$ in thousands)			
Total Revenues	\$ 16,700	17,425	79,778
EBITDA (1)	\$ (841)	(841)	2,212



 <sup>(1)</sup> See appendix for a reconciliation of IT'SUGAR's net income (loss) before income taxes to EBITDA.
 (2) For the fiscal year ended 2018. 2017 is not presented in the table as IT'SUGAR was acquired by the Company in June 2017

## Four Strategic Segments\*

#### **BBX Capital**











- NYSE: BXG
- 90% ownership interest
- 69 Resorts
- 217,000+ Vacation Club Owners (1)





- Developments
- Joint Ventures
- Investments



- One of the largest specialty candy retailers in the U.S.A.
- ~100 Locations
- >25 States



 Designer, manufacturer and distributor of specialty doors, hardware, and home décor products

(1) Data as of 3/31/19

<sup>\*</sup>The company also has other investments, including MOD Pizza franchises, Hoffman's Chocolates and Las Olas Confections and Snacks. These businesses are not material to our business and accordingly we are excluding them from this presentation.





#### Designer, distributor, and manufacturer of:



**International Distribution** 

Canada, United States, and Europe



- Hardware
- Home Décor Products



**Lean Management** 

Focused on Improving Sales and Margin



**Balanced Sales Mix** 

50% of Sales from Big Box Retail



**Barn Door Systems** 

**Driving Growth** 



#### Lowe's Millwork Vendor of the Year - 2016



















	2014	2015	2016 <sup>(1)</sup>	2017 (1)	2018
(\$ in thousands)					
Total Revenues	\$ 57,839	56,461	65,068	68,935	68,417
Adjusted EBITDA (2)	\$ (174)	(68)	1,852	4,595	4,984
Book Value	\$ 7,155	6,132	10,807	12,698	13,114



<sup>(1)</sup> Amounts were adjusted for the adoption of the revenue recognition standard.(2) See appendix for a reconciliation of Renin's net income to Adjusted EBITDA.



	Q1 2018	Q1 2019
(\$ in thousands)		
Total Revenues	\$ 14,986	19,343
Adjusted EBITDA (1)	\$ 574	1,596
Book Value	\$ 12,390	13,350



<sup>(1)</sup> See appendix for a reconciliation of Renin's net income to Adjusted EBITDA.

#### Four Strategic Segments\*

#### **BBX Capital**











- NYSE: BXG
- 90% ownership interest
- 69 Resorts
- 217,000+ Vacation Club Owners (1)

(1) Data as of 3/31/19





- Developments
- Joint Ventures
- Investments



- One of the largest specialty candy retailers in the U.S.A.
- ~100 Locations
- >25 States



 Designer, manufacturer and distributor of specialty doors, hardware, and home décor products

<sup>\*</sup>The company also has other investments, including MOD Pizza franchises, Hoffman's Chocolates and Las Olas Confections and Snacks. These businesses are not material to our business and accordingly we are excluding them from this presentation.



• Consider the market cap of the Bluegreen Vacations stock owned by BBX, and consider it a tracking stock to BXG based on its ownership stake of 90%



Plus – BBX Capital's book value, excluding Bluegreen Vacations (3)



Plus – the market value of BBX Capital's net assets in excess of book value



- Plus Bluegreen's opportunity to narrow the delta between its trading multiple and the trading multiples of Hilton Grand Vacations and Marriott Vacations (4)
  - (1) BBX Capital consolidated book value as of 3/31/19 of \$550.9 million minus 90% of Bluegreen Vacations book value as of 3/31/19 of \$432.3 million

There are many ways to value a company and its securities. Valuation is a complex analytical process involving determinations as to the most appropriate and relevant methods of financial analysis. The sum-of-the-parts is only one of many possible methodologies.



Bluegreen (NYSE: BXG) Market Capitalization/Equity Value as of 3/31/19	\$1,106 billion		
BBX Capital's 90% Ownership of Bluegreen Vacations Corporation	\$	999 million	
BBX Capital's Market Capitalization as of 3/31/19	\$	579 million <sup>(2)</sup>	
BBX Capital's Fully Diluted Shares Outstanding for the quarter ended 3/31/19		98 million <sup>(1)</sup>	
BBX Capital's Stock Price on 3/31/19	\$	5.92	

<sup>(1)</sup> Includes unvested shares

There are many ways to value a company and its securities. Valuation is a complex analytical process involving determinations as to the most appropriate and relevant methods of financial analysis. The sum-of-the-parts is only one of many possible methodologies.



<sup>(2)</sup> Market capitalization is calculated based on the Company's issued and outstanding Class A and Class B common stock times the quoted closing price on the applicable exchange as of March 31, 2019.

 Consider the market cap of the Bluegreen Vacations stock owned by BBX, and consider it a tracking stock to BXG based on its ownership stake of 90%



Plus – BBX Capital's book value, excluding Bluegreen Vacations (1)



Plus – the market value of BBX Capital's net assets in excess of book value

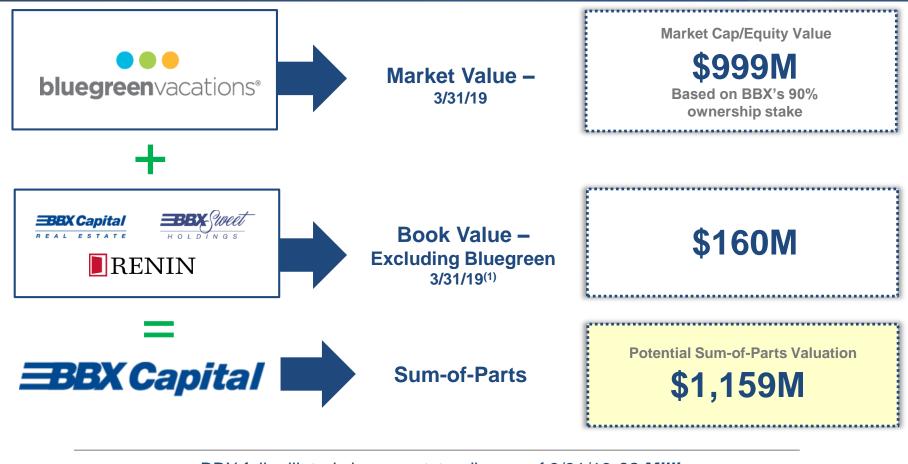


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There are many ways to value a company and its securities. Valuation is a complex analytical process involving determinations as to the most appropriate and relevant methods of financial analysis. The sum-of-the-parts is only one of many possible methodologies.



# BBX Capital: Valuable Assets Offer Potential Additional Upside



BBX fully diluted shares outstanding as of 3/31/19 **98 Million** 

(1) BBX Capital consolidated book value as of 3/31/19 of \$550.9 million minus 90% of Bluegreen Vacations book value as of 3/31/19 of \$432.3 million

There are many ways to value a company and its securities. Valuation is a complex analytical process involving determinations as to the most appropriate and relevant methods of financial analysis. The sum-of-the-parts is only one of many possible methodologies.



 Consider the market cap of the Bluegreen Vacations stock owned by BBX, and consider it a tracking stock to BXG based on its ownership stake of 90%



Plus – BBX Capital's book value, excluding Bluegreen Vacations (1)



 Plus – the market value of BBX Capital's net assets, excluding Bluegreen Vacations, in excess of book value, if any

(1) BBX Capital consolidated book value as of 3/31/19 of \$550.9 million minus 90% of Bluegreen Vacations book value as of 3/31/19 of \$432.3 million

There are many ways to value a company and its securities. Valuation is a complex analytical process involving determinations as to the most appropriate and relevant methods of financial analysis. The sum-of-the-parts is only one of many possible methodologies.



## A Diversified Holding Company

#### Summary

90% owner of Bluegreen Vacations, a profitable and growing "drive-to" vacation ownership company, with a compelling valuation opportunity

Track record of identifying growth opportunities, becoming value-add partners, with a strong financial footing

Current portfolio of assets in diverse verticals

Led by an entrepreneurial team focused on creating value over the long-term

# **BBX Capital**

NYSE: BBX

Thank You!

Leo Hinkley Managing Director, IRO 954-940-5300

# **BBX Capital**

Appendix:

## BBX Capital Corporation

Date	Book Value (\$)	Fully Diluted Book Value <sup>(1)</sup> (\$ Per Share)	Fully Diluted Book Value Per Share Increase/Decrease Over Prior Year %	Stock Price	Stock Price Increase/Decrease Over Prior Year %	S&P 500 Index Increase/Decrease Over Prior Year %
12/31/2011	\$ 121,534	\$ 1.53	(18%)	\$ 0.35	(5%)	(1%)
12/31/2012	\$ 298,967	\$ 3.50	132%	\$ 1.26	260%	13%
12/31/2013	\$ 239,421	\$ 2.77	(21%)	\$ 2.89	129%	30%
12/31/2014	\$ 252,906	\$ 2.84	3%	\$ 3.20	11%	11%
12/31/2015	\$ 376,826	\$ 4.21	48%	\$ 3.39	6%	(1%)
12/31/2016	\$ 466,406	\$ 4.32	3%	\$ 4.88	44%	10%
12/31/2017	\$ 585,468	\$ 5.63	30%	\$ 7.97	63%	19%
12/31/2018	\$ 549,620	\$ 5.70	1%	\$ 5.73	(28%)	(6%)
Returns %						
Compound ann	nual gain %		21%		49%	10%
Overall gain %			273%		1,537%	99%

<sup>(1) 2016</sup> and 2017 Book Value (\$) and Fully Diluted Book Value (\$ Per Share) were adjusted for the adoption of the revenue recognition standard.

Note: Sale of BankAtlantic was closed on July 31, 2012.



#### **BBX** Capital Corporation

#### Reconciliation of Net Income to EBITDA and Adjusted EBITDA

(\$'s in thousands)	<b>2016</b> <sup>(1)</sup>	2017 <sup>(1)</sup>	4Q 2017	4Q 2018	<b>2018</b> <sup>(2)</sup>
Net Income	\$ 42,596	102,303	54,535	15,667	55,793
Provision (Benefit) for income taxes	36,390	(9,702)	(39,723)	9,642	31,639
Income before income taxes	78,986	92,601	14,812	25,309	87,432
Add/(less):					
Interest income (other than interest					
earned on VOI notes receivable)	(4,399)	(3,706)	( 827)	(1,441)	(5,631)
Interest expense	36,037	35,205	7,623	11,213	41,938
Interest expense on receivable-					
backed debt	(18,348)	(17,809)	(4,445)	(5,175)	(19,514)
Franchise taxes	186	178	51	19	199
Depreciation and amortization	12,906	16,762	4,982	5,776	21,788
EBITDA	105,368	123,231	22,196	35,701	126,212
EBITDA attributable to non-					
controlling interests	(10,005)	(14,531)	(4,984)	(5,972)	(26,674)
Loss (gain) on assets held-for-sale	(1,423)	46	2	(6)	3
Foreign Exchange (gain) loss	(219)	193	(118)	23	(68)
Corporate realignment cost	-	9,133	4,613	6,843	9,677
One-time special bonus	10,000	-	-	-	-
Payment to Bass Pro	-	4,781	4,781	-	<u>-</u>
Adjusted EBITDA	\$ 103,721	122,853	26,490	36,589	109,150

BBX Sweet Holdings, in order to maintain comparability with the presentation of Adjusted EBIDTA for 2018.



The Company considers EBITDA and Adjusted EBITDA to be an indicator of its operating performance, and it is used to measure its and its subsidiaries ability to service debt, fund capital expenditures and expand its business. EBITDA is also used by companies, lenders, investors and others because it excludes certain items that can vary widely across different industries or among companies within the same industry. For example, interest expense can be dependent on a company's capital structure, debt levels and credit ratings. Accordingly, the impact of interest expense on earnings BBX Capital

The relative contains a companies. Additionally, the tax positions of companies can adjust on the extraction of the companies and adjusted containing and cont

The Company considers Adjusted EBITDA to be a useful supplemental measure of its operating performance that facilitates the comparability of historical financial periods. EDITDA and Adjusted EBITDA should not be considered as an alternative to income before income taxes as an indicator of the company's financial performance, or as an alternative to cash flow from operating activities as a measure of its liquidity. The Company's computation of EBIDTA and Adjusted EBITDA may differ from the methodology utilized by other companies. Investors are cautioned that items excluded from EBITDA and Adjusted EBITDA are significant components in understanding and assessing the Company's financial performance.

Amounts were adjusted for the adoption of the revenue recognition standard.

For the year ended December 31, 2017 and 2018, respectively.

calculation, no adjustments were made for interest income earned on Bluegreen's VOI notes receivable or the interest expense incurred on debt that is secured by such notes receivable because they are both considered to be part of the operations of Bluegreen's business. Including the amortization of product displays provided to customers that are

#### IT'SUGAR

#### Reconciliation of income (loss) before income taxes to EBITDA

	2018 <sup>(1)</sup>	Q1 2018	Q1 2019
(\$ in thousands)			
Income (loss) before income taxes	\$ (2,384)	(1,934)	(1,923)
Add/Subtract:			
Interest expense (income)	\$ 40	(1)	22
Depreciation and amortization	\$ 4,556	1,094	1,060
EBITDA	\$ 2,212	(841)	(841)

<sup>(1)</sup> For the year ended December 31, 2018.

EBITDA should not be considered as an alternative to net income as an indicator of IT'SUGAR's financial performance or as an alternative to cash flow from operating activities as a measure of its liquidity. The Company's computation of IT'SUGAR's EBITDA may differ from the methodology utilized by other companies, and investors are cautioned that items excluded from EBITDA are significant components in understanding and assessing IT'SUGAR's financial performance.



IT'SUGAR's EBITDA is defined as its earnings, or net income, before taking into account interest expense, income taxes, and depreciation and amortization.

The Company considers IT'SUGAR's EBITDA to be an indicator of IT'SUGAR's operating performance, and is used to measure IT'SUGAR's ability to service debt, fund capital expenditures and expand its business. EBITDA is also used by companies, lenders, investors and others because it excludes certain items that can vary widely across different industries or among companies within the same industry.

#### Renin Holdings

#### Reconciliation of income (loss) before taxes to Adjusted EBITDA

	2014	2015	2016 <sup>(1)</sup>	2017 <sup>(1)</sup>	Q1 2018	2018	Q1 2019
(\$ in thousands)							
Income (loss) before income taxes	\$ (2,043)	(2,058)	857	2,180	(30)	2,461	1,056
Add/Subtract:							
Interest expense	\$ 551	406	396	509	158	638	140
Depreciation and amortization	\$ 603	546	818	1,713	498	1,953	405
EBITDA	\$ (889)	(1,106)	2,071	4,402	626	5,052	1,601
Foreign exchange (gain) loss	\$ 715	1,038	(219)	193	(52)	(68)	(5)
Adjusted EBITDA	\$ (174)	(68)	1,852	4,595	574	4,984	1,596

Amounts were adjusted for the adoption of the revenue recognition standard.

Renin's EBITDA is defined as its earnings, or net income, before taking into account interest expense, income taxes, and depreciation and amortization, including the amortization of product displays provided to customers for marketing purposes that are presented as a reduction of trade sales under GAAP.

Renin's Adjusted EBITDA is defined as EBITDA adjusted for foreign exchange gains and losses, as exchange rates may vary significantly among companies.

The Company considers Renin's EBITDA and Adjusted EBITDA to be an indicator of Renin's operating performance, and they are used to measure Renin's ability to service debt, fund capital expenditures and expand its business. EBITDA is also used by companies, lenders, investors and others because it excludes certain items that can vary widely across different industries or among companies within the same industry.

The Company considers Renin's Adjusted EBITDA to be a useful supplemental measure of Renin's operating performance that facilitates the comparability of historical financial periods.



#### BBX Capital Real Estate

#### Reconciliation of income before income taxes to EBITDA

	2014	2015	2016 <sup>(1)</sup>	2017 <sup>(1)</sup>	2018
(\$ in thousands)					
Income before income taxes	\$ 471	45,474	30,993	16,084	30,214
Add/(subtract):					
Interest income	\$ (5,072)	(9,921)	(3,606)	(2,225)	(2,277)
Interest expense	-	-	-	-	-
Depreciation and amortization	\$ 802	810	603	581	374
EBITDA	\$ (3,799)	36,363	27,990	14,440	28,311

EBITDA should not be considered as an alternative to net income as an indicator of BBX Capital Real Estate's financial performance or as an alternative to cash flow from operating activities as a measure of its liquidity. The Company's computation of BBX Capital Real Estate's EBITDA may differ from the methodology utilized by other companies, and investors are cautioned that items excluded from EBITDA are significant components in understanding and assessing BBX Capital Real Estate's financial performance.



<sup>(1)</sup> Amounts were adjusted for the adoption of the revenue recognition standard.

BBX Capital Real Estate's EBITDA is defined as its earnings, or net income, before taking into account interest expense, income taxes, and depreciation and amortization.

The Company considers BBX Capital Real Estate's EBITDA to be an indicator of BBX Capital Real Estate's operating performance, and is used to measure BBX Capital Real Estate's ability to service debt, fund capital expenditures and expand its business. EBITDA is also used by companies, lenders, investors and others because it excludes certain items that can vary widely across different industries or among companies within the same industry.

#### BBX Capital Real Estate

#### Reconciliation of income before income taxes to EBITDA

	Q1 2018	Q1 2019
(\$ in thousands)		
Income before income taxes	\$ 12,067	2,423
Add/(subtract):		
Interest income	\$ (1,534)	(202)
Depreciation and amortization	\$ 101	93
EBITDA	\$ 10,634	2,314

BBX Capital Real Estate's EBITDA is defined as its earnings, or net income, before taking into account interest expense, income taxes, and depreciation and amortization.

The Company considers BBX Capital Real Estate's EBITDA to be an indicator of BBX Capital Real Estate's operating performance, and is used to measure BBX Capital Real Estate's ability to service debt, fund capital expenditures and expand its business. EBITDA is also used by companies, lenders, investors and others because it excludes certain items that can vary widely across different industries or among companies within the same industry.

EBITDA should not be considered as an alternative to net income as an indicator of BBX Capital Real Estate's financial performance or as an alternative to cash flow from operating activities as a measure of its liquidity. The Company's computation of BBX Capital Real Estate's EBITDA may differ from the methodology utilized by other companies, and investors are cautioned that items excluded from EBITDA are significant components in understanding and assessing BBX Capital Real Estate's financial performance.



#### Portfolio of Real Estate Projects (4)

Asset Name	Project Size	s Status		Start Date	Expected Exit/Sales Date (3)	Carrying Amount of Investment <sup>(2)</sup> (in millions)	Remaining Investment (in millions)	Estimated Future Proceeds <sup>(3)</sup> (in millions)
Multifamily Apartment Developments								
Altis at Lakeline (1) (5)	354 Apartm	nents	Completed / Under Contract	2014	2019	\$4.2	-	\$9.3
Altis Boca Raton (1)	398 Apartm	nents	Completed / Stabilized	2015	2019	\$1.9	-	\$2.3 - \$2.5
Altis at Bonterra (1)	314 Apartm	nents	Completed / Stabilized	2015	2019	\$21.5	-	\$41.3 - \$51.4
Altis Pembroke Gardens (1)	280 Apartm	nents	Completed / Stabilized	2015	2019	\$1.3	-	\$1.1 - \$1.2
Altis Wiregrass (1)	392 Apartm	nents	Completed / Under Lease Up	2016	2020	\$1.9	-	\$2.0 - \$2.2
Altis at Grand Central (1)	314 Apartm	nents	Under Development	2017	2021	\$2.6	-	\$3.2 - \$3.5
Altis at Promenade (1)	338 Apartm	nents	Under Development	2017	2021	\$2.2	-	\$3.2 – \$3.6
Altis Ludlam (1)	310 Apartm	nents	Pre-Development	2018	TBD	\$0.7	TBD	TBD
Altis Preserve (1)	350 Apartm	nents	Under Development	2018	2022	\$0.7	TBD	\$1.7 - \$1.9

<sup>(1)</sup> These assets represent investments in real estate ventures that are not consolidated into our financial statements.

<sup>(5)</sup> Sold subsequent to 3/31/19



<sup>(2)</sup> For our consolidated investments, the carrying amount of our investment represents the carrying amount of the real estate asset associated with the applicable project, and for our other investments, which are unconsolidated real estate joint ventures, the carrying amount of our investment represents our investment in the applicable joint venture recognized under the equity method of accounting, as of March 31, 2019.

<sup>(3)</sup> The above information under the headings "Expected Exit/Sales Date" and "Estimated Future Proceeds" is forward looking and inherently uncertain. The information is based on our current assumptions and expectations which are largely based on factors not within our control. These factors include, but are not limited to, economic conditions generally and conditions that affect the project in particular, the performance of our joint venture partners in managing the projects, potential overruns in development and operating costs, tenant demand for retail, storage and multifamily rental units, buyer demand for single family housing, and the values of the underlying real estate upon sale or exit. Accordingly, there is no assurance that we will achieve results consistent with this forward looking information, and our actual results could differ materially from the information provided. For a discussion of other factors that may impact our actual results, and additional risks and uncertainty related to BBX Capital Real Estate's projects, see the risks, uncertainties and cautionary factors discussed in our 2018 Annual Report on Form 10-K.

<sup>4)</sup> Excludes two projects sold in Q4 2018. See "Listing of Completed Real Estate Investments and Results since 2012" on Page 40.

#### Portfolio of Real Estate Projects

Asset Name	Project Size	Status	Start Date	Expected Exit/ Sales Date (3)	Carrying Amount of Investment <sup>(2)</sup> (in millions)	Remaining Investment (in millions)	Estimated Future Proceeds (3) (in millions)
Single Family Developme	ents						
Miramar CC Homes (1)	193 Homes	Predevelopment	2015	TBD	\$4.0	TBD	TBD
Beacon Lake (4)	1,476 Lots	Under Development Lots under contract, 491 Lots closed, 302	2016	2018 - 2025	\$22.8	TBD	TBD
Chapel Grove Townhomes <sup>(1)</sup>	125 Townhomes	Under Development Units under contract, 124 Units closed, 40	2017	2018 - 2019	\$4.1	-	\$5 - \$5.5
Retail Developments							
Gardens on Millenia–Land	1 Outparcel	Completed – Land Lease	2013	TBD	\$1.3	-	\$2.0 - \$2.2

<sup>(4)</sup> A portion of the carrying amount of the Beacon Lake investment was funded by Community Development Bonds. A pro rata portion of the Community Development Bond obligations attaches to each parcel in the development and BBX Capital will be responsible for making payments from time to time subject to future sale of the parcels.



<sup>(1)</sup> These assets represent investments in real estate ventures that are not consolidated into our financial statements.

<sup>(2)</sup> For our consolidated investments, the carrying amount of our investment represents the carrying amount of the real estate asset associated with the applicable project, and for our other investments, which are unconsolidated real estate joint ventures, the carrying amount of our investment represents our investment in the applicable joint venture recognized under the equity method of accounting, as of March 31, 2019.

<sup>(3)</sup> The above information under the headings "Expected Exit/Sales Date" and "Estimated Future Proceeds" is forward looking and inherently uncertain. The information is based on our current assumptions and expectations which are largely based on factors not within our control. These factors include, but are not limited to, economic conditions generally and conditions that affect the project in particular, the performance of our joint venture partners in managing the projects, potential overruns in development and operating costs, tenant demand for retail, storage and multifamily rental units, buyer demand for single family housing, and the values of the underlying real estate upon sale or exit. Accordingly, there is no assurance that we will achieve results consistent with this forward looking information, and our actual results could differ materially from the information provided. For a discussion of other factors that may impact our actual results, and additional risks and uncertainty related to BBX Capital Real Estate's projects, see the risks, uncertainties and cautionary factors discussed in our 2018 Annual Report on Form 10-K.

## Portfolio of Real Estate Projects

Asset Name	Project Size	Status	Start Date	Expected Exit/Sales Date (3)	Carrying Amount of Investment <sup>(2)</sup> (in millions)	Remaining Investment <sup>(3)</sup> (in millions)	Estimated Future Proceeds <sup>(3)</sup> (in millions)
Mixed Use Development	s						
PGA Pod B <sup>(1) (5)</sup>	145,000 SF	Completed – Under Contract	2013	2019	\$0.7	-	\$3.3
PGA Pods A&C (5)	18 Acres	Completed – Under Contract	2014	2019	\$6.8	-	\$8.9
Bayview Site (1)	3 Acres	Predevelopment	2014	TBD	\$1.5	TBD	TBD
The Main Las Olas	Office, Retail & 341 Apartments	Under Development <sup>(4)</sup>	2018	TBD	\$1.5	\$2.5	\$7.2
Operating Property							
RoboVault (5)	90,000 SF Storage Facility	Completed – Available for sale	2013	2019	\$6.9	-	\$11.8

<sup>(5)</sup> Sold subsequent to 3/31/19



<sup>(1)</sup> These assets represent investments in real estate ventures that are not consolidated into our financial statements.

<sup>(2)</sup> For our consolidated investments, the carrying amount of our investment represents the carrying amount of the real estate asset associated with the applicable project, and for our other investments, which are unconsolidated real estate joint ventures, the carrying amount of our investment represents our investment in the applicable joint venture recognized under the equity method of accounting, as of March 31, 2019.

<sup>(3)</sup> The above information under the headings "Expected Exit/Sales Date" and "Estimated Future Proceeds" is forward looking and inherently uncertain. The information is based on our current assumptions and expectations which are largely based on factors not within our control. These factors include, but are not limited to, economic conditions generally and conditions that affect the project in particular, the performance of our joint venture partners in managing the projegts, potential overruns in development and operating costs, tenant demand for retail, storage and multifamily rental units, buyer demand for single family housing, and the values of the underlying real estate upon sale or exit. Accordingly, there is no assurance that we will achieve results consistent with this forward looking information, and our actual results could differ materially from the information provided. For a discussion of other factors that may impact our actual results, and additional risks and uncertainty related to BBX Capital Real Estate's projects, see the risks, uncertainties and cautionary factors discussed in our 2018 Annual Report on Form 10-K.

<sup>(4)</sup> Closed 1Q 2019



### **Examples of Altman Companies Apartment Developments COMMUNITIES**



Altís Grand Central | TAMPA, FL (1)



Altís Wiregrass Ranch | TAMPA, FL



Altís Boca Raton | BOCA RATON, FL



Altís at Kendall Square | MIAMI, FL





### **Examples of Altman Companies Apartment Developments COMMUNITIES**



Altís Shingle Creek | ORLANDO, FL



Altís Bonterra | HIALEAH, FL





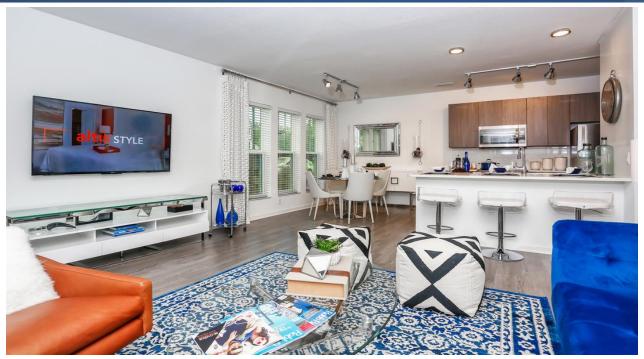
Altis Pembroke Gardens | PEMBROKE PINES, FL (1)



Altís Lakeline |, AUSTIN TEXAS (1)



### Examples of Altman Companies Apartment Developments APARTMENT INTERIORS











### Examples of Altman Companies Apartment Developments APARTMENT INTERIORS

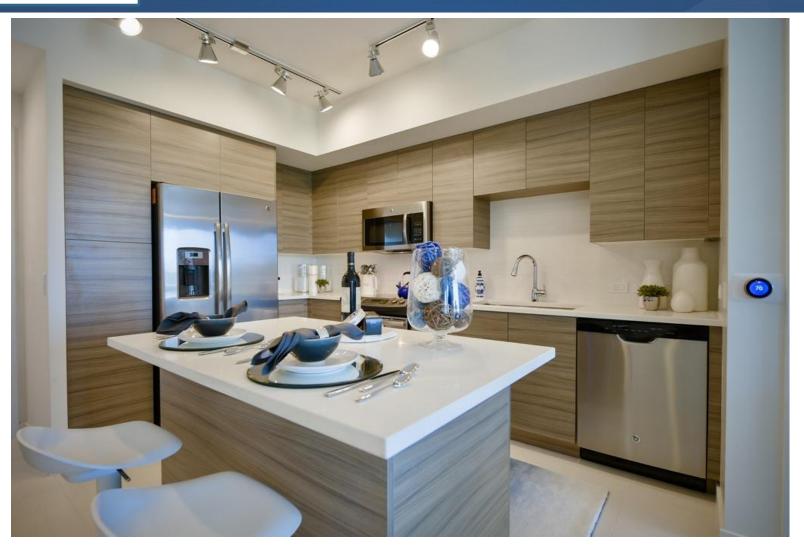








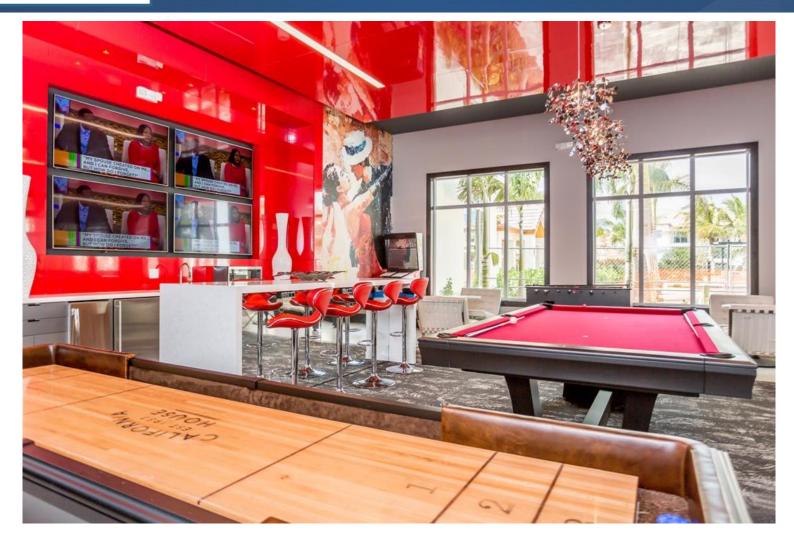
### Examples of Altman Companies Apartment Developments APARTMENT INTERIORS







# Examples of Altman Companies Apartment Developments AMENITIES | INTERIOR







# Examples of Altman Companies Apartment Developments AMENITIES | INTERIOR









# Examples of Altman Companies Apartment Developments AMENITIES | INTERIOR









# Examples of Altman Companies Apartment Developments AMENITIES | EXTERIOR









# Examples of Altman Companies Apartment Developments AMENITIES | EXTERIOR









# Examples of Altman Companies Apartment Developments AMENITIES | EXTERIOR





#### CONSOLIDATED STATEMENTS OF INCOME AND COMPREHENSIVE INCOME

For the Three Months Ended

(In thousands)

	March 31,			
	2019	2018		
Revenue:				
Gross sales of VOIs	\$ 62,884	\$ 64,160		
Provision for loan losses	(11,153)	(8,019)		
Sales of VOIs	51,731	56,141		
Fee-based sales commission revenue	45,212	45,854		
Other fee-based services revenue	29,568	28,024		
Cost reimbursements	20,236	16,200		
Interest income	22,008	21,122		
Other income, net	89	181		
Total revenue	168,844	167,522		
Costs and expenses:				
Cost of VOIs sold	3,848	1,812		
Cost of other fee-based services	22,868	17,411		
Cost reimbursements	20,236	16,200		
Selling, general and administrative expenses	90,214	93,549		
Interest expense	9,506	7,767		
Total costs and expenses	146,672	136,739		
Income before non-controlling interest and				
provision for income taxes	22,172	30,783		
Provision for income taxes	5,303	7,201		
Net income	16,869	23,582		
Less: Net income attributable to				
non-controlling interest	1,716	2,607		
Net income attributable to Bluegreen				
Vacations Corporation shareholders	\$ 15,153	\$ 20,975		
Comprehensive income attributable to				
Bluegreen Vacations Corporation shareholders	¢ 15152	¢ 20.075		
SHALCHULUCIS	\$ 15,153	\$ 20,975		

#### CONSOLIDATED STATEMENTS OF INCOME AND COMPREHENSIVE INCOME

(In thousands, except share and per share data)

	For the Three Months Ended  March 31,			
	2019			2018
Earnings per share attributable to				
Bluegreen Vacations Corporation				
shareholders - Basic and diluted	\$	0.20	\$	0.28
Weighted average number of common shares outstanding:				
Basic and diluted		74,446		74,734
Cash dividends declared per share	\$	0.17	\$	0.15

#### CONSOLIDATED STATEMENTS OF CASH FLOW

(In thousands)

For the Three Months Ended March 31, 2019 2018 **Operating activities:** Net income 16.869 \$ 23.582 Adjustments to reconcile net income to net cash provided by operating activities: Depreciation and amortization 4,486 3,946 Loss on disposal of property and equipment 10 Provision for loan losses 11,145 8,006 2,281 Provision for deferred income taxes 3,247 Changes in operating assets and liabilities: (7,607)Notes receivable (5,264)Prepaid expenses and other assets (9,131)(5,177)Inventory (8,237)(9,673)Accounts payable, accrued liabilities and other, and deferred income 1,126 (5,204)Net cash provided by operating activities 10,942 13,463 **Investing activities:** Purchases of property and equipment (7,507)(5,462)Net cash used in investing activities (7,507)(5,462)Financing activities: Proceeds from borrowings collateralized 13,487 by notes receivable 25,761 Payments on borrowings collateralized by notes receivable (34,968)(33,947)Payments under line-of-credit facilities and notes payable (8,168)(16,487)Payments of debt issuance costs (105)(98)Dividends paid (12,655)(11,210)Net cash used in financing activities (42,409)(35,981)Net decrease in cash and cash equivalents and restricted cash (38,974)(27,980)Cash, cash equivalents and restricted cash at beginning of period 273,134 243,349 Cash, cash equivalents and restricted cash at end of period 234,160 215,369 Supplemental schedule of operating cash flow information: Interest paid, net of amounts capitalized 8,271 6,685 Income taxes paid 812 4,182



#### **CONSOLIDATED BALANCE SHEETS**

(In thousands, except share data)

,	 March 31, 2019		December 31, 2018	
ASSETS				
Cash and cash equivalents	\$ 189,875	\$	219,408	
Restricted cash (\$20,714 and \$28,400 in VIEs at March 31, 2019				
and December 31, 2018, respectively)	44,285		53,726	
Notes receivable, net (\$318,111 and \$341,975 in VIEs				
at March 31, 2019 and December 31, 2018, respectively)	435,629		439,167	
Inventory	342,386		334,149	
Prepaid expenses	17,948		10,097	
Other assets	48,931		49,796	
Operating lease assets	24,031		_	
Intangible assets, net	61,577		61,845	
Loan to related party	80,000		80,000	
Property and equipment, net	102,431		98,279	
Total assets	\$ 1,347,093	\$	1,346,467	
LIABILITIES AND SHAREHOLDERS' EQUITY				
Liabilities				
Accounts payable	\$ 16,169	\$	19,515	
Accrued liabilities and other	80,827		80,364	
Operating lease liabilities	25,263		_	
Deferred income	17,051		16,522	
Deferred income taxes	93,337		91,056	
Receivable-backed notes payable - recourse	74,744		76,674	
Receivable-backed notes payable - non-recourse (in VIEs)	363,183		382,257	
Lines-of-credit and notes payable	125,436		133,391	
Junior subordinated debentures	71,504		71,323	
Total liabilities	867,514		871,102	
Commitments and Contingencies				
Shareholders' Equity				
Common stock, \$.01 par value, 100,000,000 shares authorized; 74,445,923				
shares issued and outstanding at March 31, 2019 and December 31, 2018	744		744	
Additional paid-in capital	270,369		270,369	
Retained earnings	 161,139		158,641	
Total Bluegreen Vacations Corporation shareholders' equity	 432,252		429,754	
Non-controlling interest	 47,327		45,611	
Total shareholders' equity	 479,579		475,365	
Total liabilities and shareholders' equity	\$ 1,347,093	\$	1,346,467	



#### **ADJUSTED EBITDA RECONCILIATION**

(In thousands)

	F	For the Three Months Ended  March 31,			
		2019	2018		
Net income attributable to shareholders	\$	15,153	\$	20,975	
Net income attributable to the					
non-controlling interest in					
Bluegreen/Big Cedar Vacations		1,716		2,607	
Adjusted EBITDA attributable to the					
non-controlling interest					
in Bluegreen/Big Cedar Vacations		(1,781)		(2,612)	
Loss (gain) on assets held for sale		9		(20)	
Add: depreciation and amortization		3,365		2,927	
Less: interest income (other than interest					
earned on VOI notes receivable)		(1,846)		(1,434)	
Add: interest expense - corporate and other		4,244		3,056	
Add: franchise taxes		34		81	
Add: provision for income taxes		5,303		7,201	
Corporate realignment cost		_		476	
Total Adjusted EBITDA	\$	26,197	\$	33,257	



#### **ADJUSTED EBITDA RECONCILIATION**

(In thousands)

	For	the Twelve Months Ended
(in thousands)		March 31, 2019
Net income attributable to shareholders	\$	82,140
Net income attributable to the		
non-controlling interest in Bluegreen/Big Cedar Vacations		11,499
Adjusted EBITDA attributable to the		
non-controlling interest in Bluegreen/Big Cedar Vacations		(11,637)
Loss on assets held for sale		32
Add: depreciation and amortization		12,830
Less: interest income (other than interest earned		
on VOI notes receivable)		(6,456)
Add: interest expense - corporate and other		16,383
Add: franchise taxes		152
Less: benefit for income taxes		26,643
Add: corporate realignment cost		3,174
Total Adjusted EBITDA	\$	134,760



#### OTHER FINANCIAL DATA

(In thousands)

### For the Three Months Ended March 31.

	<b>March 31</b> ,			
		2019	2018	
Financing Interest Income	\$	20,017	\$	19,590
Financing Interest Expense		(5,262)		(4,711)
Non-Financing Interest Income		1,991		1,532
Non-Financing Interest Expense		(4,244)		(3,056)
Mortgage Servicing Income		1,490		1,445
Mortgage Servicing Expense		(1,380)		(1,586)
Title Revenue		2,728		2,689
Title Expense		(1,210)		(1,242)