
SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

10036

(ZIP CODE)

NOVEMBER 12, 2002 (DATE OF REPORT (DATE OF EARLIEST EVENT REPORTED))

ISTAR FINANCIAL INC. (EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

MARYLAND	1-15371	95-6881527
(STATE OR OTHER JURISDICTION	(COMMISSION	(IRS EMPLOYER
OF INCORPORATION)	FILE NUMBER)	IDENTIFICATION NUMBER)

1114 AVENUE OF THE AMERICAS, 27TH FLOOR NEW YORK, NEW YORK (ADDRESS OF PRINCIPAL EXECUTIVE OFFICES)

> (212) 930-9400 (REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE)

ITEM 5.

Attached as Exhibit 99.1 to this report is a supplemental investor presentation.

ITEM 7. EXHIBITS

99.1 Supplemental presentation.

Page 2

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized.

iSTAR FINANCIAL INC.

Date: November 11, 2002	By:	/s/ Jay Sugarman Jay Sugarman Chairman and Chief Executive Officer
Date: November 11, 2002	By:	/s/ Spencer B. Haber Spencer B. Haber President and Chief Financial Officer

iStar Financial

November 2002

DISCLAIMER	[LOGO]
Statements in this presentation whi forward-looking statements within a Act of 1933 and Section 21E of the iStar Financial Inc. (the "Company" forward-looking statements are base give no assurance that its expectad cause actual results to differ mate include completion of pending inves investments, the availability and o competition within the finance and	ich are not historical fact may be deemed the meaning of Section 27A of the Securities Securities Exchange Act of 1934. Although ") believes the expectations reflected in any ed on reasonable assumptions, the Company can tions will be attained. Factors that could erially from the Company's expectations stments, continued ability to originate new cost of capital for future investments, real estate industries, economic conditions, to time in the Company's SEC reports and the
We use the term "adjusted earnings" adjusted earnings and a detailed re income appears at the end of this p	" in this presentation. A definition of econciliation of adjusted earnings to GAAP net presentation.
	2
OFFERING SUMMARY	[LOG0]
SHARES OFFERED:	8 million primary common shares 2 million secondary common shares
RECENT PRICE:	\$28.20
CURRENT DIVIDEND YIELD:	8.9%
BOOK-RUNNER:	Lehman Brothers
LEAD MANAGER:	Merrill Lynch & Co.
CO-MANAGERS:	Banc of America Securities LLC Bear, Stearns & Co. Inc. Goldman, Sachs & Co. UBS Warburg
	2

3

RECENT DEVELOPMENTS [LOG0]

- o Exceeded \$1 billion in net asset growth for 12 months ended 9/30/02.
 - > Completed an additional \$800 million of gross volume with repeat customers.
- Generated record adjusted earnings of \$272.2 million for 12 months ended 9/30/02, up 8.8% from prior 12 months.
- o Credit quality remains strong despite challenging economic environment.
 - > No loan losses.
 - > Only two loans on non-accrual (\$5.5 million total).
- o Increased committed credit facilities to \$2.7 billion (\$1.3 billion outstanding pre-offering).
- Completed \$900 million match-funded STARs offering at a weighted average coupon of LIBOR+56 bp.
- o $\hfill Received investment grade senior unsecured credit rating from Fitch.$
- o Moody's and S&P raised ratings outlook to "positive" for a move to investment grade.
- o Increased quarterly dividend to \$0.63 for 2002 and announced 5.2% expected increase for Q1'03 (to \$0.6625).
- 0 Delivered 29.2% total rate of return since 9/30/01.

[LOGO]

Dominant provider of structured financing for transactions where corporate credit, real estate and capital markets intersect.

	ORPORATE TENANT LEASING	_
L	ONG-TERM SALE/LEASEBACK	S
CORPORATE CREDIT MARKETS		REAL ESTATE MARKETS
	iSTAR	
CORPORATE FINANCE	CAPITAL MARKETS	STRUCTURED REAL ESTATE FINANCE
SECURED DEBT SENIOR DEBT SUBORDINATE DEBT		SENIOR MORTGAGES JUNIOR MORTGAGES MEZZANINE LOANS
	5	
OUR FRANCHISE		[LOGO]
Unique business platform ser corporate owners of real est		
MORE	EXPERTISE, HIGHER MARG	INS
		(\$100 billion market) iSTAR FINANCIAL (few competitors)
	(\$1 trillion market) LIFE COMPANIES, COMMERCIAL BANKS (multiple competitors)	
(\$300 billion market) CONDUITS (pure commodity)		>
Sources: Rosen Consulting Gr	oup / Lend Lease Real E	state Investments.
Efficient MarketCommodity	Products Inefficien	FLEXIBILITY t MarketStructured Products
	6	
OUR FRANCHISE		[LOGO]
iStar Financial has become solutions to high-end	the largest dedicated p U.S. corporate and rea	
	value-added financial s omers for nearly ten yea	solutions with integrity and ars.
o Developing brand recogn customer events, press		arkets through advertising, onferences.
ROBERT SARVER - Managing Partner, Southwest Value Partners	UNDERSTAND OUR BUSINE ISTAR FINANCIAL PROVI ALTERNATIVE THAT GAVE UP-FRONT AND THE OPPO	ENTREPRENEURIAL LENDERS WHO SS AND CAN MOVE QUICKLY. DED A CREATIVE FINANCING US TAX DEFERRED PROCEEDS RTUNITY TO EARN SIGNIFICANT S INCREASED IN THE MARKET."
ROBERT LANDIN - Managing Director, Olympus Real Estate Corporation	WITH US AS THE CAPITA BUYOUT OF WALDEN RESI	RE OUR LENDER WOULD STICK L STRUCTURE FOR OUR LEVERAGED DENTIAL EVOLVED. ISTAR WAS T DID ENOUGH WORK UP-FRONT TO

	HELP US SOLVE MANY OF TH ALONG THE WAY. ISTAR REA TWO SUBSEQUENT FINANCING THEM."	AFFIRMED THIS COMMITMENT IN
AL HOFFMAN - CEO, WCI Communities	IMPRESSED BY THEIR ABILI ALL THE MOVING PIECES OF	ARGE, HIGHLY STRUCTURED NANCIAL, WE HAVE BEEN VERY TY TO QUICKLY UNDERSTAND OUR CORPORATE CREDIT AND NDING SOLUTIONS WHICH MEET
RICHARD COOPER - Chairman, Amelia Island Company	"I DON'T KNOW ANYONE BET 'OUTSIDE-THE-BOX' SOLUTI BORROWERS' NEEDS. IT'S A LENDER WHO THINKS ABOUT WAY WE DO."	ONS TO REAL ESTATE A PLEASURE TO WORK WITH A
	7	
		[1 000]
HIGH-QUALITY CUSTOMERS		[LOG0]
	[LOGOS]	
	8	
HIGH-QUALITY COLLATERAL		[LOGO]
	[PHOTOS]	
	9	
WHAT WE DO		[LOGO]
		· · · · · · · · · · · · · · · · · · ·
LOANS \$5	.3 BILLION LOAN/CTL ASSETS	LEASES
\$3.0 BILLION	STELLON LONN OIL AGGEIG	\$2.3 BILLION
0 67% 1ST MORTGAGES	0	52% INVESTMENT
> 0% - 66% LTV		GRADE CREDITS
0 33% CORPORATE LOANS/		86% PUBLIC COMPANIES
2ND MORTGAGES/ PARTNERSHIP LOANS	LOANS / LEASES 0	9.1 YEAR AVERAGE TERM
> 59% - 73% LTV	0	117 CORPORATE CREDITS/ 176 FACILITIES
O DSCR: 2.1X	0	MISSION-CRITICAL INVESTMENT FOCUS
0 78 LOANS/402 PROPERTIES	2	

As of September 30, 2002.

[LOGO] ASSET QUALITY AND DIVERSIFICATION Asset base broadly diversified by year of origination, asset type, obligor, geography and property type. Loan and CTL Assets at September 30, 2002 (\$5.3 billion) _____ _____ FINANCING STRUCTURE GEOGRAPHIC REGION COLLATERAL TYPE [PIE CHART OMITTED] [PIE CHART OMITTED] [PIE CHART OMITTED] _____ 11 INVESTMENT/UNDERWRITING PROCESS [LOGO] 0 Initial transaction screening and evaluation using proprietary Six Point Methodology SM. > Transaction Source/Review > Structure/Control Collateral Quality Alternative Investment Test > > Equity Sponsor/Corporate Lessee > Liquidity/Match Funding Intensive underwriting process provides for comprehensive review of 0 potential investments from all key disciplines. Investments > Credit > > Risk Management Legal > Capital Markets Multi-tiered approval process. 0 \$0 - \$30 Million: Management Investment Committee > \$30- \$50 Million: Board Investment Committee > Over \$50 Million: Full Board of Directors 12 OUR FRANCHISE [LOGO] Approximately 65% of our originations come from existing customers or other direct sources. The remaining 35% comes from select third-party intermediaries whom we have familiarized over the years with our unique brand of financial solutions. 2001 ORIGINATION SOURCES [The following table was represented by a pie chart in the printed material.] Existing Customers 24% Direct - Customer Direct - Other Lenders 18% 23% Other Third Parties 35%

13

MANAGING GROWTH [LOGO]

Structured and originated \$6.8 billion of financing transactions in nine-year history, with \$2.9 billion of volume from repeat customers.

[The following table was represented by a bar chart in the printed material.]

12/31/95 12/31/96 12/31/97 12/31/98 12/31/99 12/31/00 12/31/01 9/30/02 - ----- ---------- ------ --------- --- ------ ------- \$768 (1) \$933 (1) \$1,210 \$2,250 \$3,267 \$4,283 \$5,517 \$6,819 iStar Financial Private Predecessors iStar Financial

- --------

 Includes third-party senior positions originated, placed and/or structured by SFI.

14

SUPERIOR BUSINESS MODEL [LOGO]

- LESS COMPETITION: Provide level of service, knowledge, creativity and flexibility unavailable from other lenders. Target premium pricing segment of market.
 - > Avoid commodity businesses such as conduit lending, CMBS, RMBS.
- LESS LEVERAGE, HIGHER ROE: Higher ROA yields higher ROE with lower leverage.
 - > Nearly \$2 billion of tangible equity capital in place to support future expansion.
- o LOWER OPERATING COSTS: Better operating efficiency creates lower beta business.
- NO TAXES: REIT structure provides superior returns on equity at a fraction of the leverage of taxable finance companies.
- o LESS INTEREST RATE EXPOSURE: Minimal exposure to changes in interest rates and mismatched maturities.
 - > 100 basis point move in short-term rates has minimal impact on earnings.
- o MORE MANAGEMENT EXPERTISE: Management team with leading talent/experience across all key success disciplines principals, not processors.
 - > Highly disciplined risk management minimizes losses and surprises.
- o MORE ALIGNMENT WITH SHAREHOLDER INTERESTS: Employees and directors own approximately \$150 million of the Company's common equity.

15

DEEP SENIOR MANAGEMENT TEAM	[LOGO]

Management's expertise includes extensive experience across all key disciplines necessary to execute our business plan.

[The following table was represented by an organizational chart in the printed material.]

Sugarman* Chairman/CEO

Haber President

14 years

				-				
Abrams* EVP Investments	Cozzi* EVP Investments	Digel* EVP Investments	Dorsch* EVP Investments	Rice* CFO	Curtis* SVP-Credit	0'Connor* EVP - COO		eneral
26 years	12 years	21 years	19 years	16 years	17 years	21 years	30 yea	ars
Jones* EVP Investments	Lodge* EVP Investments	Olmstead* EVP Investments						
22 years	20 years	22 years	Richardson SVP - Capital Markets	Sinnett SVP - Project Finance	Tretola VP Controller	Rubin SVP - Lo Servici	an SVP	Dugan - HR, Asst. . Counsel
	Investmen	ts	Finan	ce/Acctg.	Project Mgmt.	Asset Mgmt.	Loan Servicing	Legal
	11 Profession	als	Profe	25 ssionals	6 Professionals	34 Professionals	12	3 Professionals

[LOGO]

- -----

*Denotes member of Investment Committee.

16

COMPREHENSIVE RISK MANAGEMENT

•

ISTAR FINANCIAL HAS ONE OF THE LOWEST LOSS RATIOS IN THE FINANCE INDUSTRY.

- 50+ person risk management team with in-house expertise in asset management, corporate credit, loan servicing, project management and engineering.
- Proactive strategy centered around information sharing, frequent customer contact and "early warning" system.
- Compilation and analysis of asset information is distributed on-line to all iStar Financial professionals on a continuous, real-time basis.
- Comprehensive risk rating process that enables us to evaluate, monitor and pro-actively manage asset-specific credit issues and identify credit trends on a portfolio-wide basis.

[The following table was represented by a bar chart in the printed material.]

Weighted Average Structured Finance Risk Ratings (1=lowest risk, 5=highest risk)

1 4 4	20)) L	
-		-	-	-	
-		-	-	-	
-	-	-	-	-	
-	-	-	-	-	
-	-	-	-	-	
-	-	-	-	-	
-	-		-	-	
-	-	-	-	-	
-	-	-	-	-	
-	-	-	-	-	
-	-	-	-	-	
-		-	-	-	
-	-	-	-	-	
-	-	-	-	-	
-	-	-	-	-	
-	• •		• •	-	
-	-	-	-	-	
-	-	-	-	-	
-	-	-	-	-	
	3/3/23/3/2		31 30 31 30 31 30 30 30 30 30 30 30 30 30 30 30 30 30	L) 1)) 1	

6/30 9/30 12/31 3/31 6/30 9/30 2.71 2.64 2.62 2.63 2.54 2.55 2.55 2.59 2.50 2.53 2.68 2.82

2.75 2.77 2.74 2.81

17

MINIMAL NON-ACCRUAL LOANS [LOGO]

[The following table was represented by a bar chart in the printed material.]

% of Total Book Assets

Q1	Q2	Q3	Q4	Q1	0.0% Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	19	98			19	99			20	00			20	01		2	002 YT	D

18

LEASE EXPIRATION PROFILE [LOGO]

At September 30, 2002, the weighted average remaining lease term of iStar Financial's corporate tenant leasing portfolio was 9.1 years and the portfolio was 97% leased.

> LEASE EXPIRATION PROFILE (AT SEPTEMBER 30, 2002)

[The following table was represented by a bar chart in the printed material.]

[EDGAR REPRESENTATION OF GRAPHIC] 2002 0.9% 2003 2 5%

2003	2.3/0
2004	4.4%
2005	3.4%
2006	5.6%
2007	3.9%
2008	1.7%
2009	27.5%

19

DEEP, BROAD CAPITAL RESOURCES [LOGO]

SECURED CREDIT FACILITIES

- ${\tt State-of-the-art, \ committed \ revolvers \ from \ {\tt RBS, \ Deutsche \ Bank, \ Lehman}}$ 0 Brothers and Goldman Sachs.
- \$2.4 billion (capacity) in place. 0
- 0 \$1.3 billion outstanding.
- Primary source of working capital. 0

MATCH FUNDING FACILITIES

0 iStar Asset Receivables (STARsSM).

- > Recent upgrades strengthen funding capabilities and lower costs.
- o Term lending relationships with a dozen commercial banks and insurance companies.

UNSECURED CREDIT FACILITIES

- o Leading commercial banks, including Bank of America, CIBC, Deutsche Bank, Fleet and UBS.
- o \$300 million (capacity).
- o \$0 outstanding.

UNSECURED CORPORATE BONDS

- O Ba1 (+) / BB+ (+) / BBB- senior unsecured credit ratings.
 - > Positive credit momentum should lead to additional investment grade ratings within 9-15 months.
- o \$625 million outstanding.

As of September 30, 2002.

20

CONSERVATIVE FINANCIAL POLICIES [LOGO]

- o SFI's leverage policies provide for a maximum 2.0x book debt/equity ratio.
 - > Ability to match-fund in long-term, secured debt markets if credit facilities, corporate debt or equity is unavailable.
 - > 15 20% sustainable ROE target.
- o Maintain large equity base.
 - > \$1.9 billion tangible book equity.
- o Maintain diversified sources of investment capital.
- o Match-funding discipline: maturities and interest rates.
 - > 100 basis point change in short term rates has minimal impact on adjusted earnings.
- o Comprehensive reserve policies.
 - > Loans: Loss reserves and asset-specific cash reserves total \$168
 million (567 basis points of book assets).
 - > CTLs: Cash deposits, letters of credit and accumulated depreciation total \$217 million (936 basis points of book assets).

21

PRO FORMA CAPITALIZATION

[LOGO]

AS OF SEPTEMBER 30, 2002
(IN THOUSANDS) ACTUAL AS ADJUSTED(1) LONG-TERM DEBT, INCLUDING CURRENT MATURITIES: Unsecured senior
notes \$ 612,337 \$ 612,337 Unsecured revolving credit facilities 0 0 Secured revolving credit facilities 1,258,427 1,044,607 Secured term loans 622,743 622,743
iStar Asset Receivables secured notes

16,283 16,283					
- TOTAL LONG-TERM DEBT \$3,387,560 \$3,173,740 SHAREHOLDERS' EQUITY \$1,877,545 \$2,091,365 TOTAL LONG-TERM					
EGNG TENT EBT/SHAREHOLDERS' EQUITY 1.8x 1.5x					
lotes:					
1) Assumes 8.0 mill:					
share, a 5.0% gro	oss underwri	ting spream	d and s	\$500,000 of of	fering expenses.
		22			
SUPERIOR RISK-ADJUSTE					[LOGO]
SFI has generated	d superior r	isk-adjust	ed retu	ırns on invest	ed capital
	[EDGAR RE	PRESENTATIO	ON OF (CHART]	
	1998(1)		2000	2001	
R0AA R0AE	6.0% 12.4%	6.4% 14.7%		7.1% 17.7%	
		22			
		23			
SOLID EARNINGS GROWTH		23			[LOGO]
	adjusted ear		 73% sir	nce going publ	
	-	nings by 1			
and grown annual a 1998(2)	EDGAR RE	nings by 1 PRESENTATIO 2000	ON OF (
and grown annual a 1998(2)	EDGAR RE	nings by 1 PRESENTATIO	ON OF (CHART]	
and grown annual a 1998(2)	[EDGAR RE 1999 d Earnings (PRESENTATIO	ON OF (s)(1)	CHART] 2001	
and grown annual a 1998(2) Adjusted \$ 93.60	[EDGAR RE 1999 d Earnings (\$ 127.80 of this pre	TRESENTATION PRESENTATION 2000 in million \$ 230.7 esentation	ON OF (s)(1)	CHART] 2001 \$ 255.1	lic.
and grown annual a 1998(2) Adjuster \$ 93.60 (1) See the Appendix adjusted earning:	[EDGAR RE 1999 d Earnings (\$ 127.80 of this pre s to GAAP ne	PRESENTATIO 2000 in million \$ 230.7 esentation	ON OF (s)(1) for a (CHART] 2001 \$ 255.1 Wetailed recor	lic.
and grown annual a 1998(2) Adjuster \$ 93.60 (1) See the Appendix adjusted earning:	[EDGAR RE 1999 d Earnings (\$ 127.80 of this pre s to GAAP ne	PRESENTATIO 2000 in million \$ 230.7 esentation	ON OF (s)(1) for a (CHART] 2001 \$ 255.1 Wetailed recor	lic.
and grown annual a 1998(2) Adjusted \$ 93.60 (1) See the Appendix adjusted earning: (2) AnnualizedCompa COMPELLING TOTAL RATE	[EDGAR RE 1999 d Earnings (\$ 127.80 of this pre s to GAAP ne any went pub OF RETURN	rnings by 1 PRESENTATIO 2000 in million \$ 230.7 esentation et income. plic March : 24	ON OF (s)(1) for a (18, 199	CHART] 2001 \$ 255.1 Wetailed recor	Lic. nciliation of [LOGO]
and grown annual a 1998(2) Adjusted \$ 93.60 (1) See the Appendix adjusted earning: (2) AnnualizedCompa COMPELLING TOTAL RATE	[EDGAR RE 1999 d Earnings (\$ 127.80 of this pre s to GAAP ne any went pub	rnings by 1 PRESENTATIO 2000 in million \$ 230.7 esentation et income. Dlic March : 24	ON OF (s)(1) for a (18, 199	CHART] 2001 \$ 255.1 Metailed recor	Lic. nciliation of [LOGO]
Adjusted \$ 93.60 (1) See the Appendix adjusted earnings (2) AnnualizedCompa COMPELLING TOTAL RATE	[EDGAR RE 1999 d Earnings (\$ 127.80 of this pre s to GAAP ne any went pub OF RETURN annual total	rnings by 1 PRESENTATIO 2000 in million \$ 230.7 esentation ct income. blic March : 24 . rates of p	ON OF (s)(1) for a (18, 199	CHART] 2001 \$ 255.1 detailed recor 98. since 3/20/98	Lic. nciliation of [LOGO] 3(1)

28.6%	-1.7%	-3.4%	-6.3%
iStar Financial	Russell 1000 Financial Index	S&P 500 Index	NASDAQ

25

COMPELLING TOTAL RATE OF RETURN [LOGO]

Total rates of return since 12/31/99

[The following table was represented by a bar chart in the printed material.]

Annual Shareholder Returns (Assumes All Dividends Reinvested)

122.8%	-5.8%	-36.3%	-66.3%
iStar Financial	Russell 1000 Financial Index	S&P 500 Index	NASDAQ

26

STRONG CURRENT RETURNS [LOGO]

o Increased quarterly dividends 80% since going public.

- Conservative dividend payout ratios (78%-82% of adjusted earnings) create substantial safety cushion.
- o 20%-25% of 2002 dividend expected to represent tax-deferred return of capital.

[The following table was represented by a bar chart in the printed material.]

\$0.35	\$0.38	\$0.41	\$0.42	\$0.43	\$0.44	\$0.57	\$0.60	\$0.60	\$0.60	\$0.60	\$0.6125	\$0.6125	\$0.6125	\$0.6125	\$0.63	\$0.63	\$0.63
Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Ν.		/	\			/	Λ			/	Ν.			/	Λ		/
	1998			19	999			20	000			20	001		2	2002 YI	ΓD

27

SIGNIFICANT RATINGS UPSID	E POTENTIAL		[LOGO]
		he A-rated finance c nd profitability metr	
		iStar	Peer Group

	Financial	Median (1)	
Senior Unsecured Credit Rating	BBB-/BB+(+)/ Ba1(+)	A/A-/A3	
Tangible Book Equity (\$ in millions)	\$1,878	\$902	
Total Liabilities / Tangible Equity	1.9x	7.4x	
EBIDA/ Interest	2.5x	2.1x	
ROAA	6.1%	3.6%	
G&A/Revenue	6.5%	17.8%	
Rating Agency Risk-Based Capital Adequacy Score	2.01	0.93	

- ----

(1) Peer Group includes CIT Group, Financial Federal Corp., GATX Financial, Textron Financial and Transamerica Finance Corp. Balance sheet data as of latest available quarter. Income statement data as of latest available trailing twelve months.

28

[LOGO]

CORPORATE HIGHLIGHTS

- o Largest independent finance company in attractive \$100 \$150 billion market niche.
- o Consistent, nine-year track record of superior results.
- Intensive risk management and employee ownership lead to best loss performance in finance industry.
- o Significant investor upside could be realized through:
 - > Continued strong total rate of return (growth and dividends).
 - > Potential for multiple expansion.
 - > Potential for ratings upgrade.

29

[LOGO]

APPENDIX

30

CASE STUDY: PORTFOLIO FINANCE		[LOGO]
San Diego Office Portfolio		
	0	Collateral: Cross collateralized portfolio of downtown office buildings totaling 1.1 million sf.
	0	Equity Sponsor: Southwest Value Partners, a leading private real estate investment firm.
[2007.0]	0	Investment Structure: 1st and 2nd mortgages.
[РНОТО]	0	Credit Statistics:
		> LTV: 0% - 70%.
		> DSCR: 2.43x.
	0	Match Funding Vehicle: STARsSM.
	0	Match-Funded ROE: 18.14%.
3:	1	
CASE STUDY: STRUCTURED FINANCE		[LOGO]
Charlotte, NC		
	0	Collateral: 1,794,941 sf, 11-building office / mixed use corporate campus on 206 acres.

	0	Equity Sponsor: Blackacre Capital Management, the real estate investment arm of Cerberus Capital.
	0	Investment Structure: 1st mortgage.
[РНОТО]	0	Credit Statistics:
		> LTV: 0% - 78%.
		> DSCR: 1.92x.
	0	Match Funding Vehicle: STARsSM (2003).
	0	Match-Funded ROE: 18.32%.
	32	
CASE STUDY: CORPORATE FINANCE		[LOGO]
140 Apartment Communities		
	0	Collateral: Diversified portfolio of 140 apartment communities located primarily in 10 major U.S. markets.
	0	Equity Sponsor: Olympus Real Estate.
		o \$400 million equity investment junior to iStar.
	0	Investment Structure: Subordinate capital.
[РНОТО]	0	Credit Statistics:
		> LTV: 61% - 83%.
		> DSCR: 1.31x.
	0	Match Funding Vehicle: Syndicated term loan.
	0	Match-Funded ROE: 21.81%.
	33	
CASE STUDY: CORPORATE TENANT LEASING		[LOGO]
Tyson's Corner, VA		
		Collateral: 574,558 square foot newly-constructed Class A+ office building with structured parking.
	0	Corporate Sponsor: Northrop Grumman Corporation (NYSE: NOC).
	0	Credit Rating: Baa3 / BBB
[РНОТО]	0	Investment Structure: Credit tenant lease guaranteed by Northrop.
	0	Match Funding Vehicle: STARsSM (2003).
	0	Match-Funded ROE: 15.00%.
	34	
ADJUSTED EARNINGS		[L0G0]

Adjusted earnings represents net income computed in accordance with GAAP, before gain (loss) from discontinued operations, extraordinary items and

cumulative effect of change in accounting principle, plus depreciation and amortization, less preferred stock dividends. See "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our Annual Report on Form 10-K for the fiscal year ended December 31, 2001.

We believe that to facilitate a clear understanding of the historical operating results of our company, adjusted earnings should be examined in conjunction with net income as shown in the "Consolidated Statements of Operations" in our Annual Report on Form 10-K dated December 31, 2001. Adjusted earnings should not be considered as an alternative to net income (determined in accordance with GAAP) as an indicator of our performance, or to cash flows from operating activities (determined in accordance with GAAP) as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs or available for distribution to our shareholders. We believe that adjusted earnings more closely approximates operating cash flow and is a useful measure for investors to consider, in conjunction with net income and other GAAP measures, in evaluating our financial performance. This is primarily because we are a commercial finance company that focuses on real estate lending and corporate tenant leasing; therefore, our net income (determined in accordance with GAAP) reflects significant non-cash depreciation expense on corporate tenant lease assets. It should be noted that our manner of calculating adjusted earnings may differ from the calculation of similarly-titled measures by other companies.

YEARS ENDED RECONCILIATION OF ADJUSTED EARNINGS TO GAAP NET INCOME: DECEMBER 31, ------------------ 2001 2000 1999 1998(1) ---- -------------- Net income \$229,912 \$217,586 \$38,886 \$63,775 Add: Joint venture income 965 937 1,603 0 Add: Depreciation 35,642 34,514 11,016 4,122 Add: Joint venture depreciation and amortization 4,044 3,662 365 0 Add: Amortization of deferred financing costs 20,720 13,140 6,121 3,238 Less: Preferred dividends (36,908)(36,908) (23, 843)(944) Less: Gain from discontinued operations (1, 145)(2,948) 0 0 Add: Extraordinary loss early extinguishment of debt 1,620 705 0 0 Add: Cumulative effect of change in accounting principle 282 0 0 0 Less: Net income allocable to class B shares 0 0 (826) 0 Add: Cost incurred in acquiring former

external advisor(2) 0 0 94,476 0 --------Adjusted diluted earnings allocable to common shareholders \$255,132 \$230,688 \$127,798 \$70,191 ======== ========

(1) Annualized - Company went public March 18, 1998.

 (2) This amount represents a non-recurring, non-cash charge of approximately \$94.5 million relating to the acquisition of our former external advisor on November 4, 1999.

35