Climate-Positive Investor

Hannon Armstrong (NYSE: HASI) makes investments in climate change solutions by providing capital to leading companies in the energy efficiency, renewable energy, and other sustainable infrastructure markets. Our goal is to generate attractive risk-adjusted returns from a diversified portfolio of projects with long-term, predictable cash flows from proven technologies that reduce carbon emissions or increase resilience to climate change.

Our investments have taken many forms, including equity, joint ventures, land ownership, lending, and other financing transactions. In addition to Net Investment Income from our portfolio, we also generate ongoing fees through gain-on-sale securitization transactions, asset management, and other services.

Company Highlights

Programmatic Origination Platform
- Industry leader in growing core markets
- Robust >$2.5b pipeline from leading energy and infrastructure clients
- Tailored investment solutions for customer base which has been developed over 30+ years

Diversified High-Quality Portfolio
- Geographically diverse portfolio of over 200 investments with an average size of $11m
- Because assets save obligors money, generally uncorrelated with the business cycle
- Outstanding credit history with de minimis (~20 bps) cumulative credit losses since IPO

Durable Capital Structure
- Raised $8.9b in secured debt, unsecured debt, and public equity since 2013 IPO
- Rated BB+ by Fitch and S&P
- Fixed-rate term debt funding fixed-rate term assets

Industry-Leading ESG
- Invest exclusively in climate change solutions
- Proprietary tools evaluate the carbon and water reduction impact of investments
- Diverse and independent Board with a female Lead Independent Director

Key Metrics

- Managed assets: >$6 billion
- Invested Annually: >$1 billion
- Market Capitalization: ~$3 billion
- Target Core EPS Growth Rate through 2020: 2% – 6%
Diversified and Long-Dated Cashflows

**Key Markets**

- **BEHIND-THE-METER**
  - Yield 8.1%
- **GRID-CONNECTED**
  - Yield 7.1%
- **SUSTAINABLE INFRASTRUCTURE**
  - Yield 7.0%

- Energy Efficiency
- Distributed Solar
- Storage
- Onshore Wind
- Solar Land
- Stormwater Remediation
- Ecological Restoration
- Resiliency

**Analyst Coverage**

Baird
Ben Kallo
Bank of America
Julien Dumoulin-Smith
B Riley FBR
Chris Souther
BTIG
Greg Lewis

Cowen
Jeff Osborne
JP Morgan
Mark Strouse
Morgan Stanley
Stephen Byrd
Oppenheimer
Noah Kaye

ROTH
Phil Shen
UBS
Jon Windham

**Industry-Leading ESG**

**Environmental**

- Invest exclusively in climate change solutions evaluated by proprietary CarbonCount® tool
- Signatory to the UN-supported Principles for Responsible Investment

**Social**

- One of the few U.S. public companies with a female Lead Independent Board Director
- Launched a multi-year plan for diversity, equity, inclusion, and justice impact

**Governance**

- One of the first U.S. public companies to implement TCFD recommendations in financial filings
- Board of Directors: 86% Independent Directors, 33% of whom are women

**Carbon Reduction**

CarbonCount® 3Q20: 1.67
Cumulative metric tons of CO₂ avoided annually

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**Water Savings**

WaterCount™ 3Q20: 1.94
Cumulative gallons of water saved annually (in million gallons)

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**Contact**

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