

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

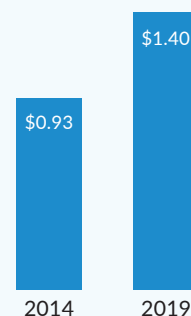
- Invest exclusively in climate change solutions
- Proprietary tools evaluate the carbon and water reduction impact of investments
- Diverse and independent Board with a female Lead Independent Director

ANNUALIZED TOTAL RETURN

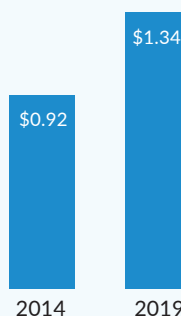
As of 9/30/20	3yr	5yr	7yr
HASI	27%	27%	28%
S&P 500 Index	12%	14%	13%
Vanguard Utilities Index	7%	10%	10%
MSCI US REIT Index	(11)%	(1)%	13%
YieldCos ¹	23%	24%	20%

TRACK RECORD OF GROWTH

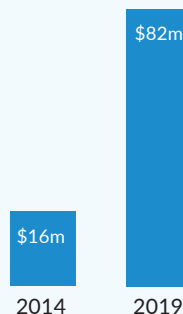
Core Earnings per Share



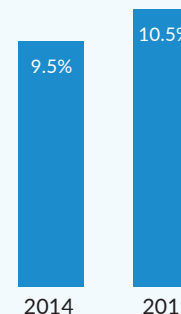
Dividends per Share



Core Net Investment Income



Core Return on Equity



1) YieldCos reflect a simple average of AY, BEP, CWEN, and NEP

Key Metrics

HASI
LISTED
NYSE

>\$6 billion
Managed assets

>\$1 billion
Invested Annually

~\$3 billion
Market Capitalization

2% – 6%
Target Core EPS
Growth Rate
through 2020

Diverse Portfolio

Diversified and Long-Dated Cashflows

208 Total Investments¹

\$11 million Average Investment

16 years Weighted Average Life

Key Markets



BEHIND-THE-METER
Yield 8.1%

- Energy Efficiency
- Distributed Solar
- Storage



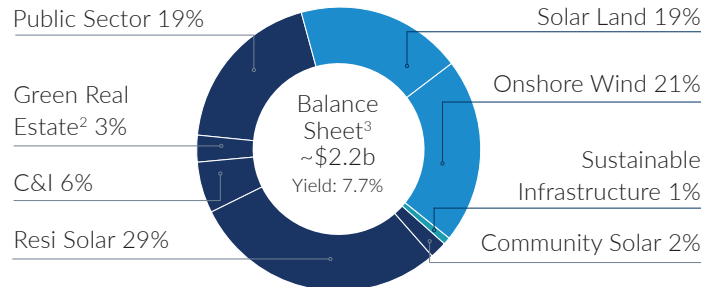
GRID-CONNECTED
Yield 7.1%

- Onshore Wind
- Solar Land



SUSTAINABLE INFRASTRUCTURE⁴
Yield 7.0%

- Stormwater Remediation
- Ecological Restoration
- Resiliency



1) Individual investments with outstanding balances >\$1m
2) Includes Freddie Mac and C-PACE investments
3) As of 9/30/20
4) Includes all other asset classes that are not specifically delineated as BTM or GC

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

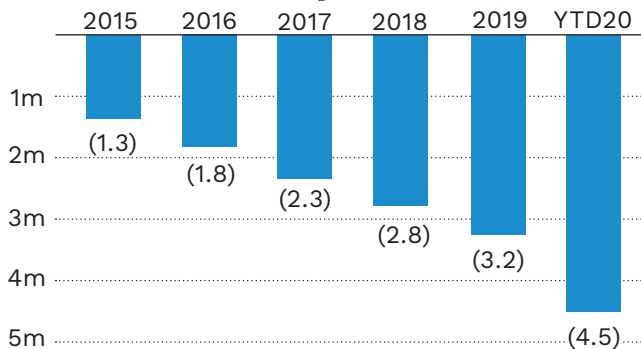
Governance

- 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 Reduction⁵

CarbonCount[®] 3Q20: 1.67

Cumulative metric tons of CO₂ avoided annually

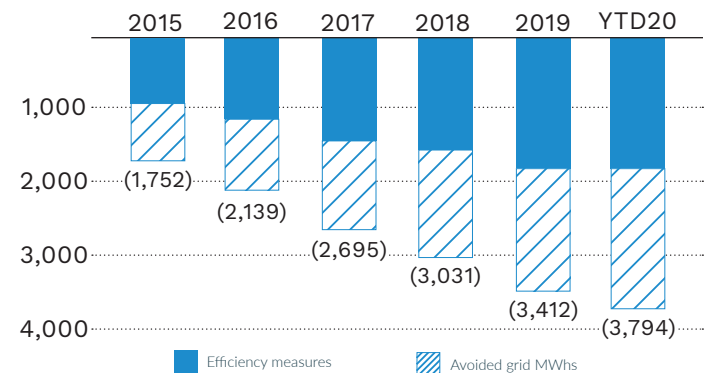


5) CarbonCount[®] is a scoring tool that evaluates investments in U.S.-based energy efficiency and renewable energy projects to estimate the expected CO₂ emission reduction per \$1,000 of investment.

Water Savings⁶

WaterCount[™] 3Q20: 1.94

Cumulative gallons of water saved annually (in million gallons)



6) WaterCount[™] is a scoring tool that evaluates investments in U.S.-based projects to estimate the expected water consumption reduction per \$1,000 of investment.

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Some of the information contained herein are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. When used herein, words such as "believe," "expect," "anticipate," "estimate," "plan," "continue," "intend," "should," "may," "target," or similar expressions, are intended to identify such forward-looking statements. Forward-looking statements are subject to significant risks and uncertainties. Investors are cautioned against placing undue reliance on such statements. Actual results may differ materially from those set forth in the forward-looking statements. Factors that could cause actual results to differ materially from those described in the forward-looking statements include those discussed under the caption "Risk Factors" included in our Form 10-K for the year ended December 31, 2019 (the "Form 10-K"), which was filed with the U.S. Securities and Exchange Commission (SEC), as well as in other reports that we file with the SEC. This document refers to certain financial measures that were not prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). Reconciliations of those non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix of the Corporate Profile available on our website.