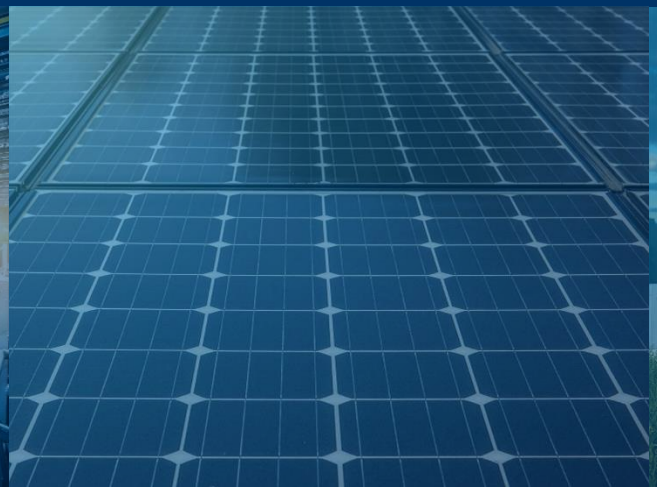
HANNON ARMSTRONG

INVESTING IN CLIMATE SOLUTIONS®

CORPORATE PROFILE

May 2021



FORWARD LOOKING STATEMENTS

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, 2020 (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.

One of the most significant factor is the ongoing impact of the current outbreak of the novel coronavirus (COVID-19), on the U.S., regional and global economies, the U.S. sustainable infrastructure market and the broader financial markets. The current outbreak of COVID-19 has also impacted, and is likely to continue to impact, directly or indirectly, many of the other important factors below and the risks described in the Form 10-K and in our subsequent filings under the Securities Exchange Act of 1934, as amended. Other factors besides those listed could also adversely affect us. Any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. New factors emerge from time to time, and it is not possible for us to predict which factors will arise. In addition, we cannot assess the impact of each factor on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. In particular, it is difficult to fully assess the impact of COVID-19 at this time due to, among other factors, uncertainty regarding the severity and duration of the outbreak domestically and internationally, uncertainty regarding the effectiveness of federal, state and local governments' efforts to contain the spread of COVID-19 and respond to its direct and indirect impact on the U.S. economy and economic activity.

Forward-looking statements are based on beliefs, assumptions and expectations as of March 31, 2021. This guidance reflects the Company's estimates of (i) yield on its existing Portfolio; (ii) yield on incremental Portfolio investments, inclusive of the Company's existing pipeline; (iii) the volume and profitability of securitization transactions; (iv) amount, timing, and costs of debt and equity capital to fund new investments; (v) changes in costs and expenses reflective of the Company's forecasted operations, (vi) the ongoing impact of the current outbreak of the COVID-19 and (vii) the general interest rate and market environment. All guidance is based on current expectations of the future impact of COVID-19 and the economic conditions, the regulatory environment, the dynamics of the markets in which we operate and the judgment of the Company's management team. The Company has not provided GAAP guidance as discussed in the Supplemental Financial Data slide of this presentation. We disclaim any obligation to publicly release the results of any revisions to these forward-looking statements reflecting new estimates, events or circumstances after the date of this presentation.

This presentation 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 herein.

Estimated carbon savings are calculated using the estimated kilowatt hours, gallons of fuel oil, million British thermal units of natural gas and gallons of water saved as appropriate, for each project. The energy savings are converted into an estimate of metric tons of CO2 equivalent emissions based upon the project's location and the corresponding emissions factor data from the U.S. Government and International Energy Agency. Portfolios of projects are represented on an aggregate basis. The carbon and water savings information included in this presentation is based on data from a third-party source that we believe to be reliable. We have not independently verified such data, which involves risks and uncertainties and is subject to change based on various factors.

Past performance is not indicative nor a guarantee of future returns.

WHO WE ARE

HASI
LISTED
NYSE

First U.S. public company solely dedicated to investments in climate solutions

Climate Positive Investor

>$7 Billion
Managed Assets

30%
Annual Total Return[1]

Markets & Asset Classes

Behind-The-Meter

Energy Efficiency

Distributed Solar

Storage

Grid-Connected

Onshore Wind & Solar

Solar Land

Storage

Sustainable Infrastructure

Stormwater Remediation

Ecological Restoration

Resiliency

1) Annual average total shareholder return over five years (as of 3/31/2021)

OUR VISION, PURPOSE, AND VALUES

Our Vision

Every investment improves our climate future

Our Purpose

Make climate-positive investments with superior risk-adjusted returns

Our Values

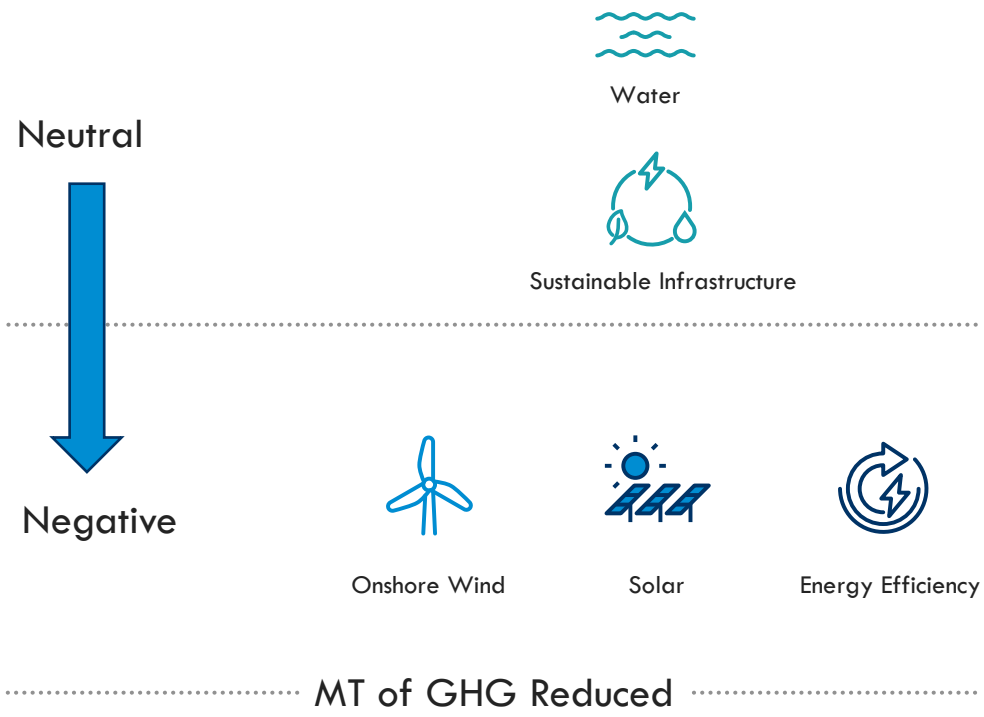
1 Solve client problems

2 Embrace collaboration

3 Ask good questions

OUR INVESTMENT THESIS

We will earn superior risk-adjusted returns by investing on the right side of the climate change line



Supporting Pillars

- Smaller increments of capital expenditure create a more diversified portfolio
- More efficient technologies waste less and thus enable higher economic returns (2nd Law of Thermodynamics)
- Internalized externalities and an embedded option on carbon pricing reduce social costs and friction

PROGRAMMATIC INVESTMENT PLATFORM

Leading Clean Energy and Infrastructure Companies[1]

$1.3b
Annual Programmatic Investment Platform[2]

Typical Asset Capital Stack Position

- Tax Equity (if applicable)
- Senior Debt
- Subordinated Debt
- Structured Equity
- Common Equity

Our programmatic client relationships drive execution efficiency for asset-level investments and pipeline growth

1) Inexhaustive list as of 3/31/2021
2) Annual average of volume from 2016 through 2020

BUSINESS MODEL

Dual income streams:

Investment Income

- On Balance Sheet
- Predictable
- Diversified
- Uncorrelated

Fee Income

- Securitizations
- Advisory
- Programmatic
- Deep investor base

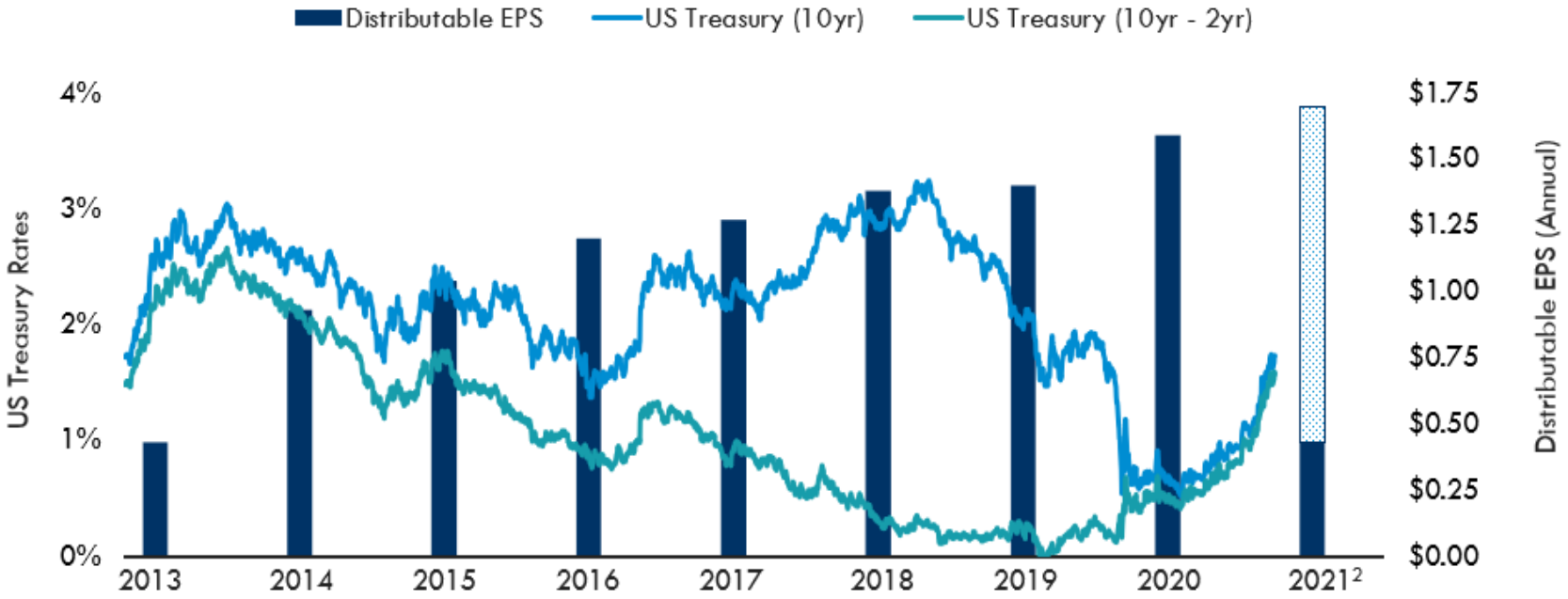
Illustrative Summary[1]

	% of assets
Gross Asset Yield[2]	**7.5%**
- Interest Expense	(3.5%)
= Net Investment Margin	**4.0%**
+ Gain on Sale & Fees	1.5%
- SG&A	(1.5%)
= Illustrative ROA	**4.0%**
Assets/Equity	2.5x
Illustrative ROE	**10%**

Our dual revenue model is driven by
relatively stable investment margins and robust gain on sale

1) This information is hypothetical and for illustrative purposes only and is not based on actual operations nor is it a prediction or projection of future results. The amounts are based on various assumptions and estimates based on the Company's model. Assumptions and estimates may prove to be inaccurate and actual results may prove materially different and will vary between periods based on market conditions and other factors. Investors should note that the illustrative model does not represent management's estimates or projections and should not be relied upon for any investment decision.
2) Gross Asset Yield represents assumed forward looking unlevered estimated return on assets (core) yield.

INTEREST RATES AND DISTRIBUTABLE EPS[1]



Distributable EPS has maintained its upward trajectory independent of interest rate movements or the shape of the yield curve

1) See appendix for an explanation of Distributable Earnings, including a reconciliation to the relevant GAAP measure.
2) Full bar reflects midpoint of run rate guidance as detailed on slide 15.

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COMPELLING VALUE PROPOSITION

Programmatic Growth

- Robust >$3b pipeline supported by deep relationships with leading clean energy and infrastructure companies

Diversified High-Quality Portfolio

- >220 investments across ~10 asset classes

Durable Capital Structure

- Over $9b raised from a diverse array of funding sources
- Credit rating of BB+ underpinned by prudent 1.6x debt to equity ratio and 99% fixed debt

Industry-Leading ESG

- Leading investor in climate solutions with proprietary tools to evaluate portfolio carbon and water reduction impacts

Proven Track Record

- Outstanding credit history with de minimis <30 bps cumulative credit losses[3]
- Stable and growing dividend

Total Return[1]

	1yr	3yr	5yr
HASI	187%	50%	30%
S&P 500 ESG Index	56%	17%	15%
FTSE NAREIT Index	34%	11%	7%
YieldCo Index[2]	34%	15%	13%

Key Metrics[4]

3% - 5%
DPS
3yr Compound Growth Guidance

7% - 10%
Distributable EPS
3yr Compound Growth Guidance

$7.4b
Managed Assets

1) As of 3/31/2021
2) Global X Renewable Energy Producers ETF
3) Calculation represents credit losses as a percentage of cumulative originations, excluding equity method investments.
4) See Appendix for an explanation of Distributable Earnings and Managed Assets, including reconciliations to the relevant GAAP measures, where applicable.

INVESTMENT SPOTLIGHT: BTM PUBLIC PRIVATE PARTNERSHIP

Hawkeye Energy

- >$1b aggregate utility management concession
- Supports University of Iowa's sustainability goals, including obtaining coal-free energy production on or before 2025
- Two campuses spanning 1,700 acres – one of the largest university footprints in the U.S.

Key Investment Highlights	
HASI Investment Size	$115m Funded on 3/10
Structure	Preferred Equity
Market – Asset Class	BTM – Public Private Partnership (P3)
Term	50 years
Counterparty	University of Iowa (Aa1[1])
Clients	ENGIE North America, Meridiam
CarbonCount	0.0 (initially)

Strategic Benefits

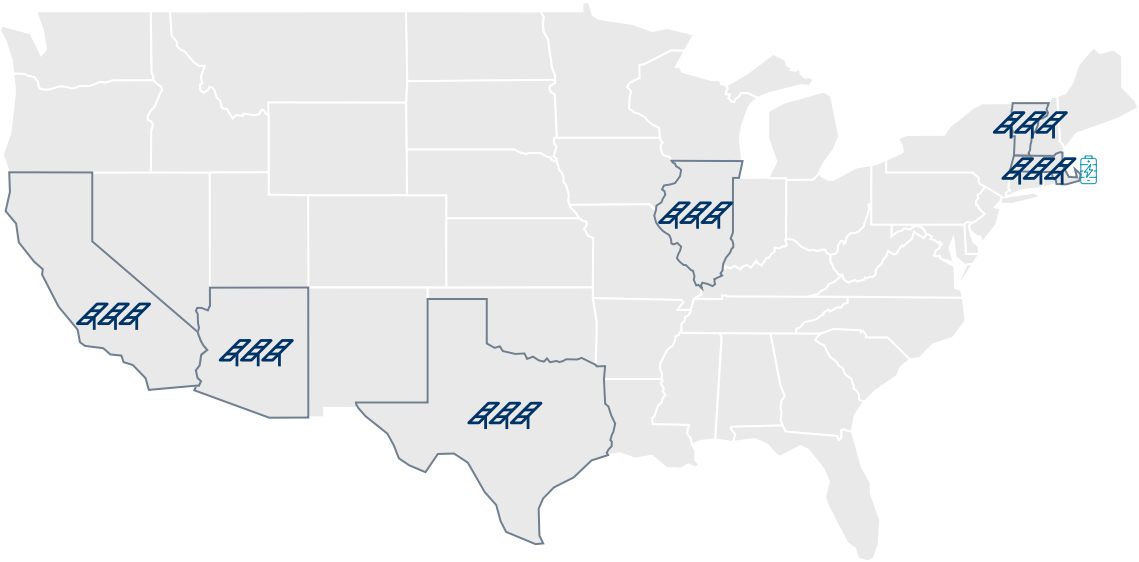
- Expected to generate attractive risk-adjusted returns
- Provides 50 years of contracted cash flows with an investment grade (IG) counterparty
- Further expansion into sizeable higher education P3 market
- Further diversifies and strengthens the credit quality of balance sheet portfolio
- Supports ESG objectives, including significant expected reductions in carbon emissions over the contract life

1) Moody's rating as of 3/31/2020

INVESTMENT SPOTLIGHT: ENGIE BTM PORTFOLIO

Investment Overview

- $93m preferred equity investment with Morgan Stanley as tax equity and ENGIE as sponsor equity co-investors
  - $37m funded by EOY20 with subsequent fundings at predetermined completion milestones
- 70 MW community and C&I solar + 8 MW collocated storage projects located across multiple states
  - Contracted with highly creditworthy consumer, C&I, and co-operative offtakers
- O&M Provider: ENGIE
- CarbonCount®: 0.27



Strategic Highlights

- Unique structure leveraging tax equity financing to bring efficiency to a forward flow of projects
- Significantly grows community and C&I solar portfolios

Key Metrics

24 years	IG	0.27
WAVG Contract Life	WAVG Offtaker Credit Rating	CarbonCount®

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INVESTMENT SPOTLIGHT: CLEARWAY GC PORTFOLIO

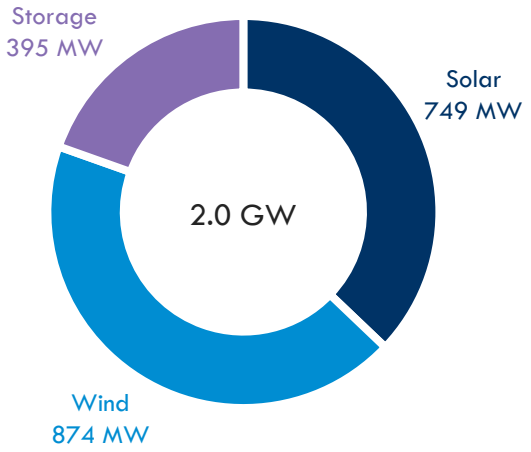
Investment Overview

- $663m preferred equity investment with Clearway Energy, Inc. (CWEN) as equity co-investor
  - $200m initial investment with subsequent fundings as projects achieve commercial operations
- 2.0 GW grid-connected wind, solar, and solar + storage projects
- ~90% of generation is contracted
  - Predominantly IG corporate, utility, university, and municipal offtakers (including Toyota, Cisco, Lowe's, AEP, and Brown University)
- O&M Provider: Clearway Energy Group
- CarbonCount®: 1.06

Strategic Highlights

- First GC solar + storage investment
- Significantly grows portfolio and supports continued growth in recurring NII
- Continued programmatic deal flow with large, ambitious partner focused on U.S. market

Portfolio Technology
(nameplate capacity)



Key Metrics[1]

>14 years	IG	1.06
WAVG Contract Life	WAVG Offtaker Credit Rating	CarbonCount®

1) Weighted average ("WAVG")

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RECENT RESULTS

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RECENT HIGHLIGHTS

Key Performance Indicators		1Q21	1Q20
EPS	GAAP	$0.61	$0.35
	Distributable[1]	$0.43	$0.44
NII	GAAP-based	$4.0m	$12.2m
	Distributable[1]	$30.1m	$29.1m
Portfolio Yield[1]		7.7%	7.7%
Balance Sheet Portfolio		$2.9b	$2.1b
Managed Assets[1]		$7.4b	$6.2b
Debt to Equity Ratio		1.6x	1.4x
Distributable ROE[2]		11.3%	12.2%
Transactions Closed		$188m	$186m
CarbonCount®[3]		0.46	0.07
Incremental Annual Reduction in Carbon Emissions		~87k MT	~14k MT
WaterCount™[4]		128	54
Incremental Annual Water Savings		~24 MG	~10 MG

Financial Results[1]

- Delivered GAAP EPS of $0.61 and Distributable EPS of $0.43
- Established $400m sustainability-linked unsecured revolving credit facility with 10 relationship banks in April
- Grew Portfolio 38% YOY to $2.9b and Managed Assets 19% to $7.4b
- Increased Portfolio Yield QOQ to 7.7%
- Declared dividend of $0.35 per share

ESG Highlights

- Published 2020 Impact Report
- Hannon Armstrong Foundation announced Climate Solutions Scholarship Program

1) See Appendix for an explanation of Distributable Earnings, Distributable Net Investment Income, Portfolio Yield, and Managed Assets, including reconciliations to the relevant GAAP measures, where applicable.
2) Distributable ROE (referred to as Core ROE before 4Q20) is calculated using Distributable Earnings for the period (annualized) and the average of the beginning and ending equity balances for the period.
3) CarbonCount® is a scoring tool that evaluates investments in U.S.-based energy efficiency and renewable energy projects to estimate the expected CO_2 emission reduction per $1,000 of investment.
4) 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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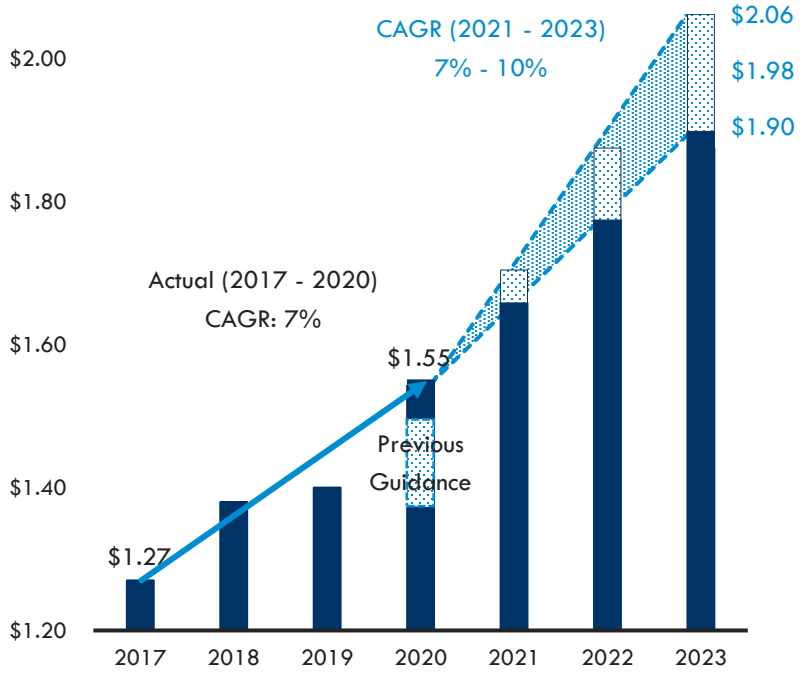
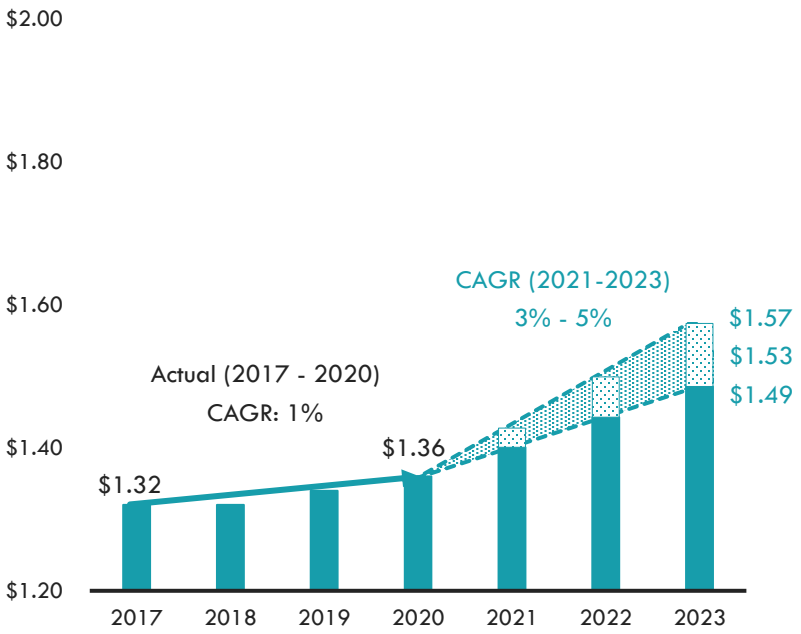
UNCHANGED GUIDANCE[1]

Distributable Earnings per Share



Dividends per Share



Expected Annual Growth (2021 - 2023)
Distributable EPS: 7% - 10%
DPS: 3% - 5%

1) See appendix for an explanation of Distributable Earnings, including a reconciliation to the relevant GAAP measure.

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FINANCIAL RESULTS – 1Q21

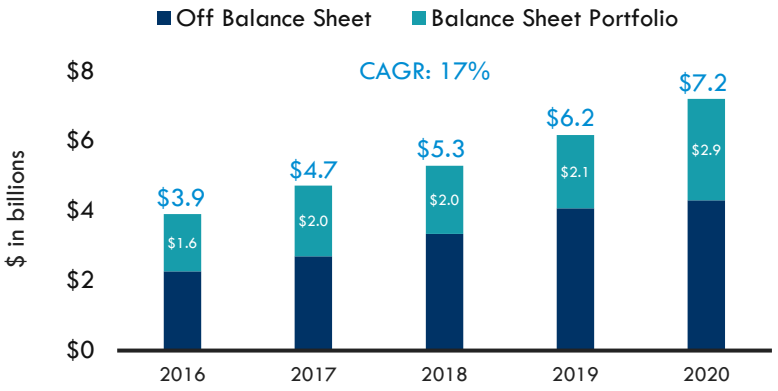
Results, Unaudited[1] ($ in millions, except per share figures)	1Q21	1Q20	Commentary
GAAP Earnings	$51.0	$24.3	Primarily driven by higher balance of Equity Method Investments and income from tax attribute recognition
GAAP Diluted EPS	$0.61	$0.35	
Distributable Earnings	$35.7	$30.8	Higher gain on sale revenue offset by higher interest expense due to higher debt balance and compensation partially due to headcount
Distributable EPS	$0.43	$0.44	
GAAP-based Net Investment Income[2]	$4.0	$12.2	
Distributable Earnings from Equity Method Investments[3]	23.8	16.1	
Other Distributable Adjustments[4]	2.3	0.8	
Distributable Net Investment Income	$30.1	$29.1	Higher income from Equity Method Investments offset by higher interest expense
GAAP Gain on Sale and Fees	$20.1	$10.5	Access to private markets remains strong

Equity Method Summary[1,3]	1Q21	1Q20
GAAP Earnings	$54	$17
Distributable Earnings Adjustment	(30)	(1)
Distributable Earnings	$24	$16
Return of Capital / (Deferred Cash Collections)	(13)	60
HASI Cash Collected	$11	$76

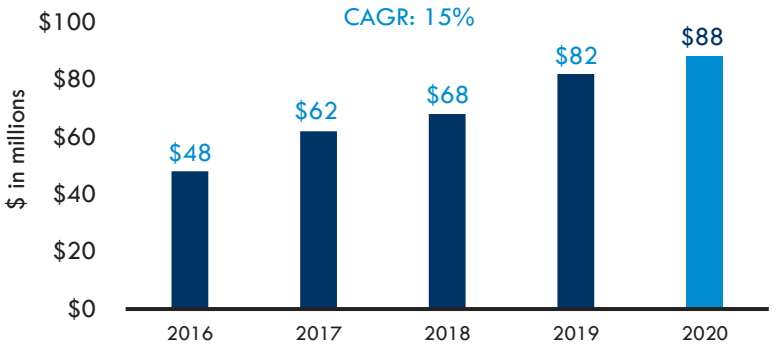
1) See Appendix for an explanation of Distributable Earnings and Distributable Net Investment Income, including reconciliations to the relevant GAAP measures, where applicable.
2) GAAP-based Net Investment Income includes Interest Income and Rental Income, less Interest Expense as reported within our financial statements prepared in accordance with US GAAP.
3) Represents Distributable Earnings from our Equity Method Investments when allocating cash distributions between a return on and return of invested capital. Refer to the Appendix for additional discussion
4) Includes Loss on Debt Extinguishment and Intangible Amortization

GROWTH HIGHLIGHTS

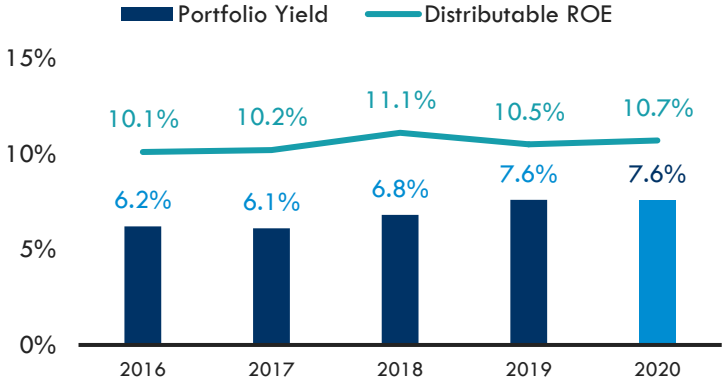
Managed Assets[1]



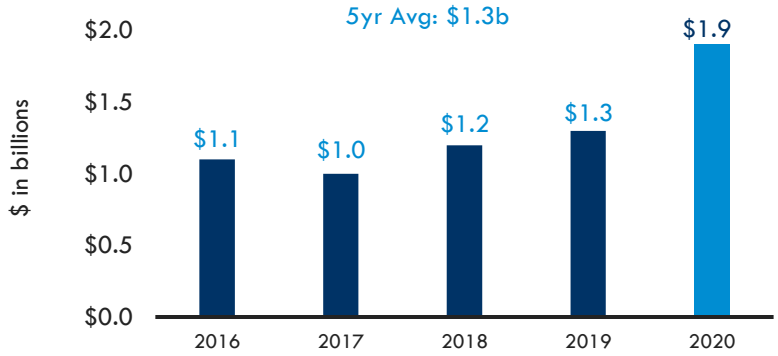
Distributable NII[1]



Portfolio Yield[1] and Distributable ROE[2]



Transaction Volumes



1) See Appendix for an explanation of Distributable Net Investment Income, Managed Assets, and Portfolio Yield, including reconciliations to the relevant GAAP measures, where applicable.
2) Distributable ROE is calculated using Distributable Earnings for the period and the average of the quarterly ending equity balances.

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PROGRAMMATIC INVESTMENT PLATFORM

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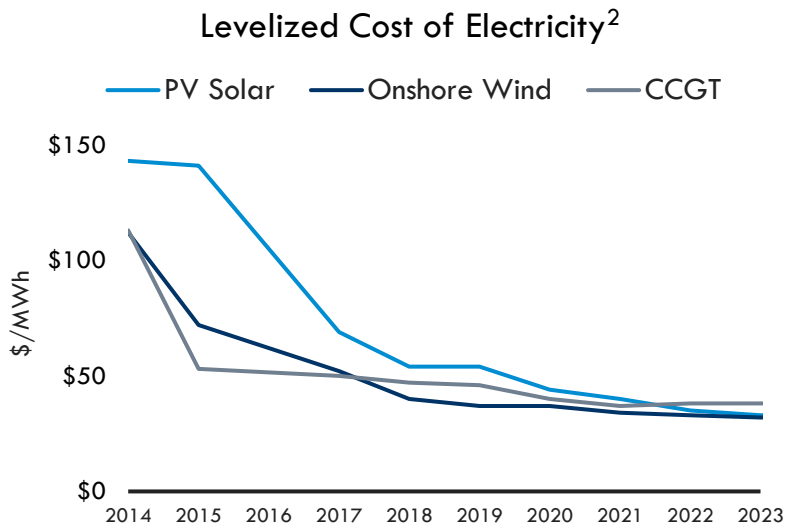
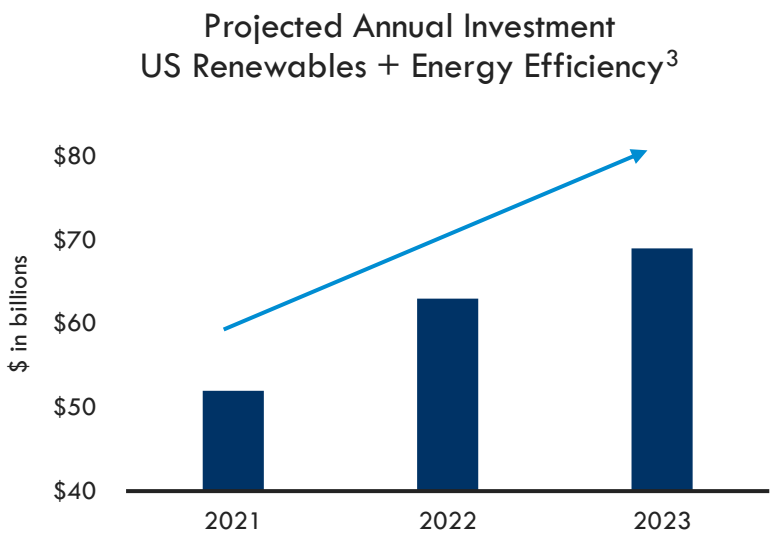
OPPORTUNITY SET

1 in 3 Americans lives in a city or state that has committed to or achieved 100% clean energy[1]





Driven primarily by cost declines and clean energy procurement targets, our opportunity set continues to grow

1) UCLA Luskin Center for Innovation
2) Bloomberg New Energy Finance
3) Bloomberg New Energy Finance and American Council for Energy-Efficient Economy

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ROBUST PIPELINE

Markets

Behind-the-Meter

Weighted toward energy efficiency

Solar (residential, C&I, community) remains strong with increasing storage attachment

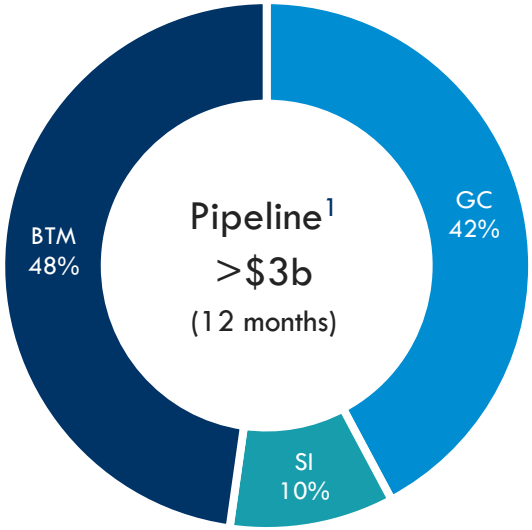
Grid-Connected

Driven by programmatic client relationships

Well-balanced between onshore wind, GC solar, and solar land

Sustainable Infrastructure

Smaller transactions across multiple niche asset classes driven in part by climate change impacts



Programmatic client relationships drive robust well-balanced pipeline

1) As of 3/31/2021

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POWER OF PROGRAMMATIC RELATIONSHIPS

1
Sponsor

5
Distinct Transactions

>$800m
Committed Investment

Initiate Client Partnership with ENGIE

2018

- $50m investment in a C&I solar portfolio located across multiple states

Zippered relationship coupled with access to flexible capital enable the development of solutions embedded across client business units

2020

- $115m preferred equity investment in a P3[1] with the University of Iowa to operate and upgrade multiple campus utilities in support of university sustainability objectives
- $540m preferred equity investment in a 2.3 GW portfolio of grid-connected wind and solar projects with high credit quality offtakers
- $93m preferred equity investment in a 70 MW portfolio of community and C&I solar (including co-located storage) located across multiple states
- $13m securitized debt investment in a U.S. Veterans Administration energy efficiency project through the use of a Master Purchase Agreement

1) Public-private partnership

DIVERSIFIED HIGH-QUALITY PORTFOLIO

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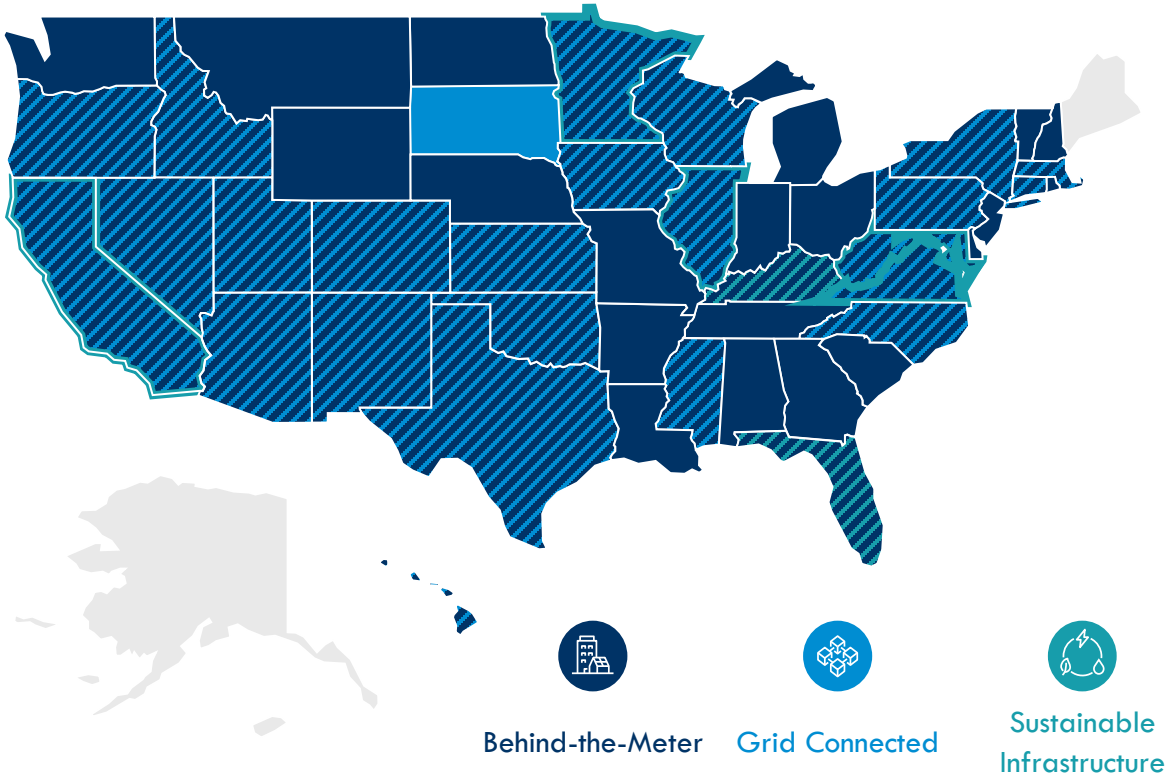
MULTIFACETED DIVERSITY

Our Managed Assets located across 48 states[1] support:

292 Energy Efficiency Investments

>13 GW of Renewables

- 5.6 GW of Wind and Solar Land
- 4.4 GW of Wind
- 2.3 GW of Distributed Solar
- 0.8 GW of Grid-Connected Solar



With assets across the US, our Managed Assets benefit from significant technological, geographic, and resource diversity

1) States that feature multiple colors from the legend indicate Managed Assets from two or more markets.

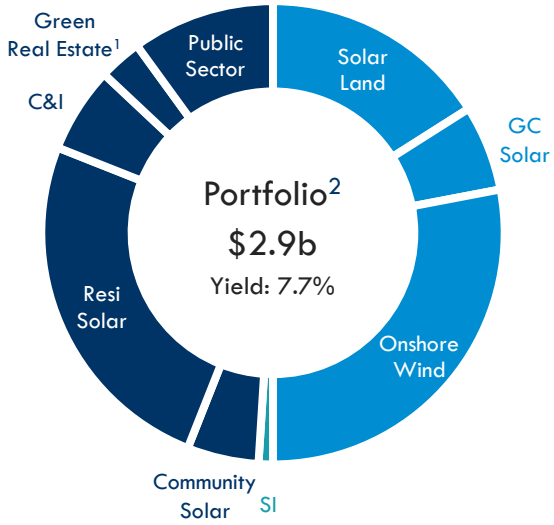
WELL DIVERSIFIED PORTFOLIO

Markets

Behind-the-Meter
Yield: 8.4%

Grid-Connected
Yield: 7.1%

Sustainable Infrastructure[3]
Yield: 7.3%



	1Q21	4Q20
Portfolio Size	$2.9b	$2.9b
Yield	7.7%	7.6%
Onshore Wind	28%	28%
Resi Solar	25%	24%
Solar Land	16%	17%
Public Sector	10%	14%
GC Solar	6%	5%
C&I	6%	5%
Community Solar	5%	3%
Green Real Estate	3%	3%
Sustainable Infrastructure	1%	1%

Diversified and Long-Dated Cashflows

>220
Total Investments[2,4]

$13m
Average Investment[2]

18 yrs
WAVG Life[2]

1) Includes Freddie Mac and C-PACE investments
2) Balance Sheet Portfolio, as of 3/31/2021
3) Includes all other asset classes that are not specifically designated as BTM or GC
4) Individual investments with outstanding balances > $1m

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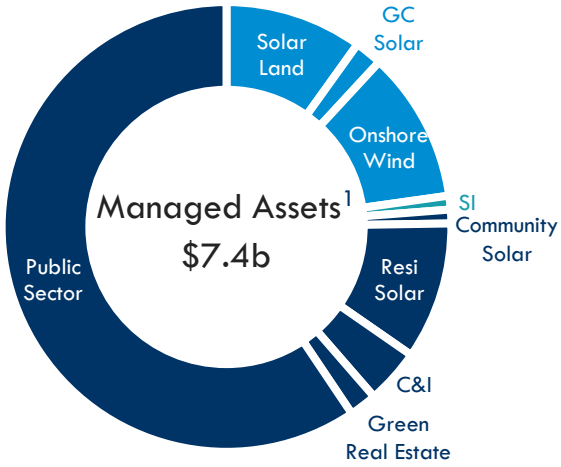
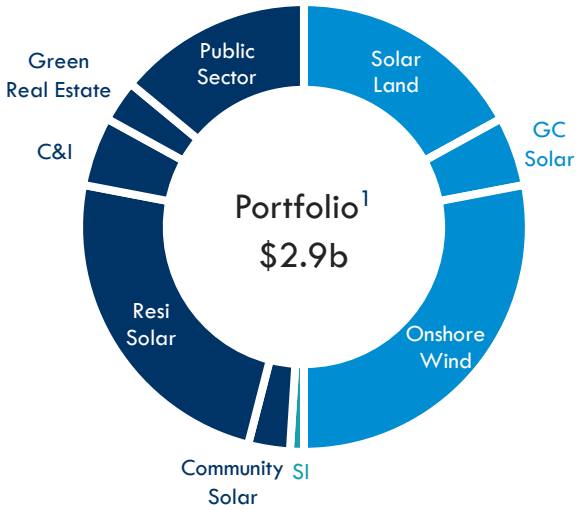
MANAGED ASSETS AND PORTFOLIO BREAKDOWN



Managed Assets	Asset Class	Portfolio
59%	Public Sector	10%
11%	Onshore Wind	28%
10%	Solar Land	16%
10%	Resi Solar	25%
4%	C&I Solar	6%
3%	GC Solar	6%
2%	Community Solar	5%
1%	Green Real Estate[2]	3%
<1%	Sustainable Infrastructure[3]	1%



Managed Assets continue to be dominated by BTM Public Sector
Portfolio diversity remains strong

1) Balance Sheet Portfolio is a subset of Managed Assets; as of 3/31/2021
2) Includes Freddie Mac and C-PACE investments
3) Includes all other asset classes that are not specifically designated as BTM or GC

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STRONG PORTFOLIO WITH POSITIVE CREDIT ATTRIBUTES

Recent Portfolio Performance

Rating	Description	Performance Metric
1	Performing[1]	99%
2	Slightly below metrics[2]	1%
3	Significantly below metrics[3]	~0%

Outstanding Credit History

De minimis <30 bps cumulative credit losses since 2013[4]

Positive Credit Attributes

	Portfolio (%)	Structural Seniority	Obligor Credit
Onshore Wind	28%	Preferred	Typically IG corporates or utilities
Residential Solar	25%	Preferred	>178k consumers WAVG FICO: "Very Good"[5]
Solar Land	16%	Super Senior	Typically IG corporates
Public Sector	10%	Senior	Predominantly IG govt or quasi-govt entities
GC Solar	6%	Preferred	Typically IG corporates or utilities
C&I	6%	Senior or Preferred	Typically IG corporates
Community Solar	5%	Typically Preferred	Typically IG corporates and/or creditworthy consumers
Green Real Estate	3%	Super Senior or Subordinated Debt	Real-estate secured
Sustainable Infrastructure	1%	Senior	Predominantly IG govt entities

1) This category includes our assets where based on our credit criteria and performance to date we believe that our risk of not receiving our invested capital remains low.
2) This category includes our assets where based on our credit criteria and performance to date we believe there is a moderate level of risk to not receiving some or all of our invested capital.
3) This category includes our assets where based on our credit criteria and performance to date, we believe there is substantial doubt regarding our ability to recover some or all of our invested capital. Included in this category are two commercial receivables with a combined total carrying value of approximately $8 million as of March 31, 2021 which we have held on non-accrual status since 2017. We have recorded an allowance for the entire asset amounts. We expect to continue to pursue our legal claims with regards to these assets. This category also includes an equity method investment in a wind project with no book value for which we had previously disclosed in 2019 our allocation of impairment losses recorded by the project sponsor. We moved this investment from Category 2 to Category 3 due to continued underperformance.
4) Calculation represents credit losses as a percentage of cumulative originations, excluding equity method investments.
5) Across 21 states and the District of Columbia; qualitative FICO Rating corresponds to average FICO Score range for consumer obligors (as of lease origination dates).

DURABLE CAPITAL STRUCTURE

HANNON ARMSTRONG

EXPANDED FLEXIBLE FUNDING PLATFORM

Established sustainability-linked unsecured revolving credit facility, which enhances liquidity and funding platform flexibility in April

- Capacity of $400m (replaces previous $50m facility)
- Provides for interest rate reductions if certain levels of CarbonCount metric are achieved on a quarterly basis
- 10 participants: J.P. Morgan, Bank of America, Barclays, Credit Suisse, KeyBank, Morgan Stanley, RBC, SMBC, Wells Fargo, and Goldman Sachs

HASI Funding Platform

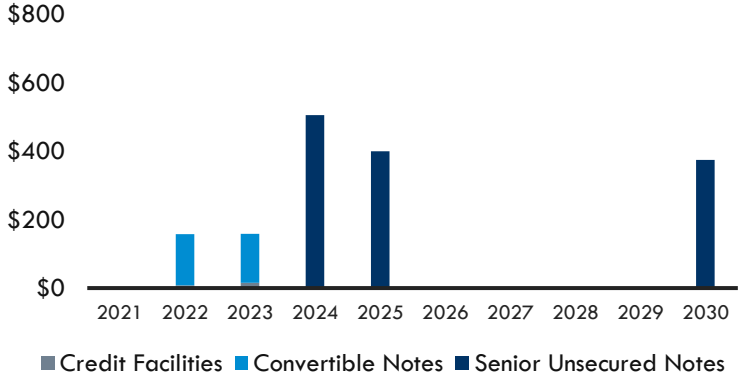
Conservative leverage profile

- 1.6x debt to equity[1]

Minimal refinance and interest rate risk

- 99% of funded debt is fixed rate
- Laddered recourse debt maturities[2]

Recourse Debt Maturities ($m)[3]



1) Below previously communicated limit of 2.5x
2) Our convertible notes, which mature in 2022 and 2023, may be settled in shares, so this does not necessarily reflect a cash need.
3) As of 3/31/2021 (only includes drawn balances)

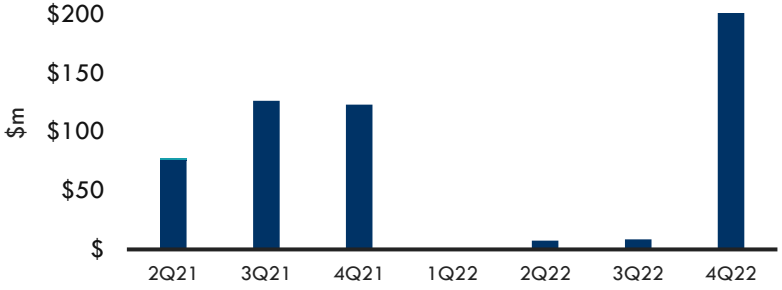
BALANCE SHEET UPDATE

Maintained Portfolio Size

- Addition of several new investments offset by active utilization of securitization platform

Line Item	($ in millions)[1]
Beginning Portfolio (12/31/2020)	$2,908
Funding of this quarter's investments	36
Funding of prior investments	132
Principal collections	(37)
Syndications and Securitizations[2]	(173)
Other	51
Ending Portfolio (3/31/21)	$2,917

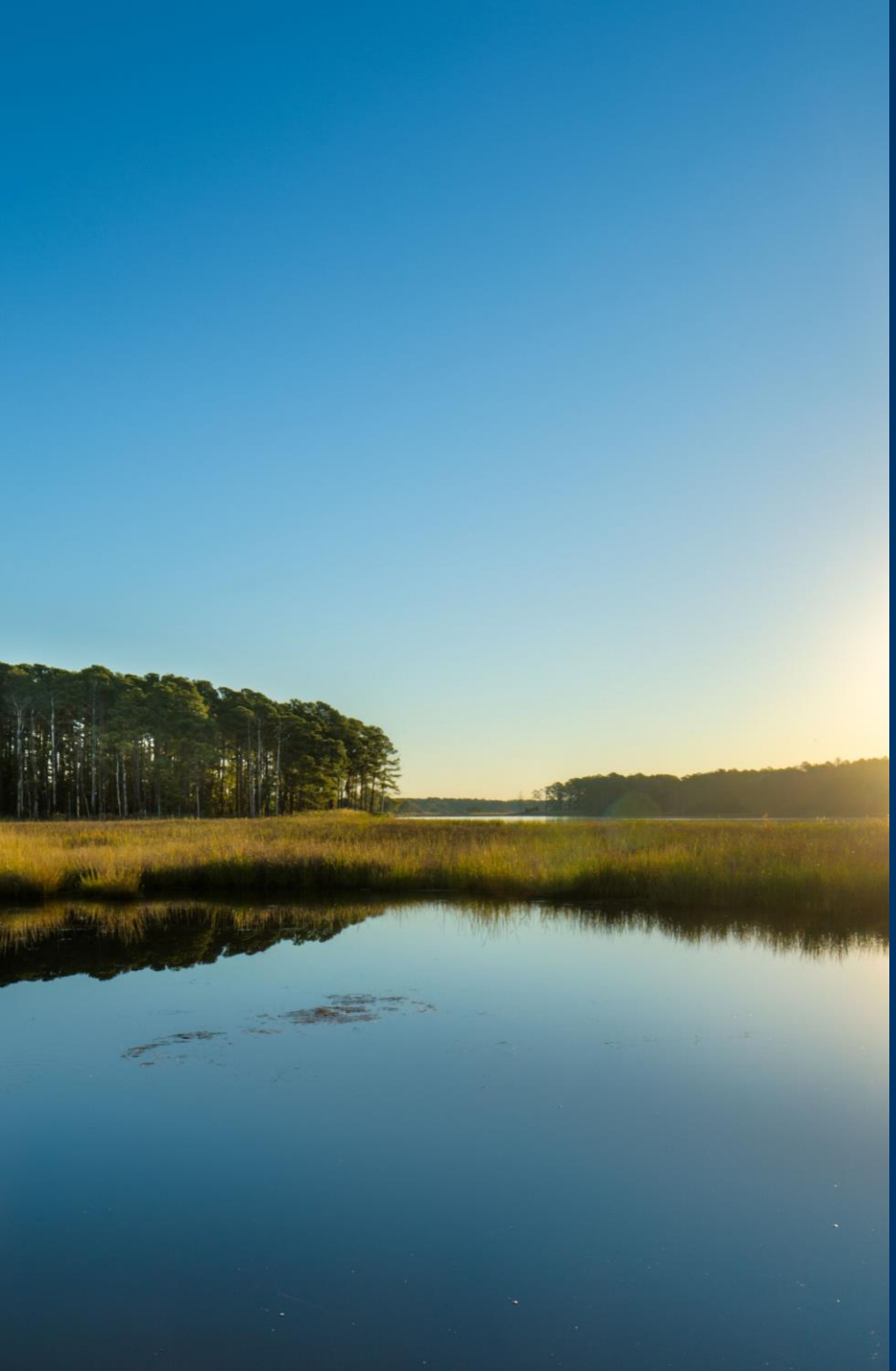
Anticipated Funding of Announced ENGIE and Clearway Investments (>$540m)



Assets	3/31/21 ($ in millions)[1]
Cash	$232
Equity method investments	1,386
Government receivables	135
Commercial receivables	988
Receivables held-for-sale	24
Real estate	358
Investments	26
Securitization assets	165
Other	117
Total Assets	$3,431
Liabilities and Equity	
Credit facility	$20
Non-recourse debt	463
Convertible notes	290
Senior unsecured notes	1,280
Other	67
Total Liabilities	$2,120
Total Equity	$1,311
Total Liabilities and Equity	$3,431

1) Subtotals may not sum due to rounding.
2) Includes only securitizations of assets on the balance sheet as of the end of the previous quarter (12/31/2020)

HANNON ARMSTRONG



INDUSTRY LEADING ESG

HANNON ARMSTRONG

RECENT ESG ACTIVITY

E Environmental

- Published 2020 Impact Report
- Kicked off participation in Chesapeake Bay Foundation's Walk the Watershed event

S Social

- Hannon Armstrong Foundation announced Climate Solutions Scholars Program
- Joined Business for America in advocating for the John Lewis Voting Rights Act

G Governance

- Expanded Board and enhanced DEIJ with appointments of Clay Armbrister and Nancy Floyd
- Filed proxy with enhanced disclosures and Annual Shareholder Meeting scheduled for June 3

Recognition

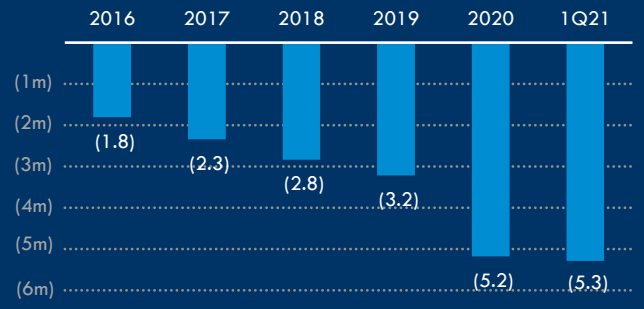
CCBJ

Climate Change Business Journal honored Hannon Armstrong and ENGIE for outstanding business performance in the climate change industry for the 2.3 GW JV announced in July 2020

Carbon Emissions[1]

Carbon Count® 1Q21: 0.46

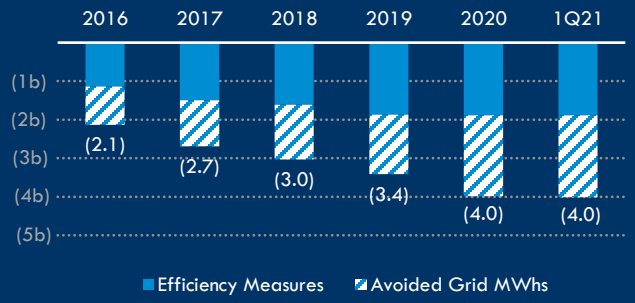
Cumulative Metric Tons of CO_2 Avoided Annually (millions)



Water Savings[2]

Water Count™ 1Q21: 128

Cumulative Gallons of Water Saved Annually (billions)



1) CarbonCount® is a scoring tool that evaluates investments in U.S.-based energy efficiency and renewable energy projects to estimate the expected CO_2 emission reduction per $1,000 of investment.
2) 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.

HANNON ARMSTRONG

CARBONCOUNT®: TRANSPARENT, COMPARABLE, ACCOUNTABLE

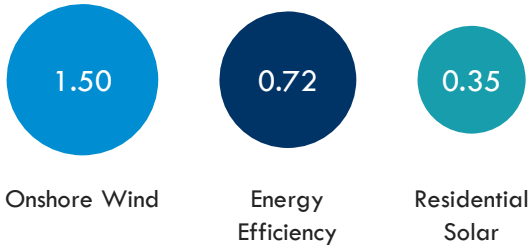
CarbonCount® is a proprietary scoring tool for evaluating investments in U.S. based renewable energy, energy efficiency, and climate resilience projects to determine the efficiency by which each dollar of invested capital reduces annual carbon dioxide equivalent (CO2e) emissions

$$\frac{\text{Annual Hourly MWh Generation Avoided by Underlying Renewable Energy and/or Efficiency Project(s)} \times \text{Location Specific Hourly Grid Emissions Factor Metric Tons of } CO_2 \text{ / MWh}}{\text{Total Capital Cost of the Projects}} = \text{carbon}CO_2\text{unt®}$$

Metric Tons of CO_2 Offset Annually per $1,000 invested

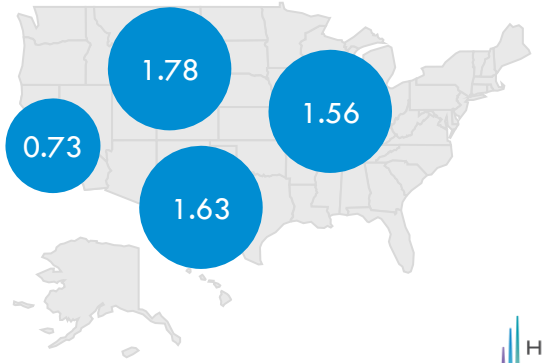
Indicative CarbonCount® by Technology Type

Impact of capacity factor and cost per MW



Indicative CarbonCount® for an Identical Sample Wind Project in Different Regions

Impact of grid fuel mix



HANNON ARMSTRONG

GREEN DEBT ISSUANCES

Sustainable Yield Bonds Off Balance Sheet

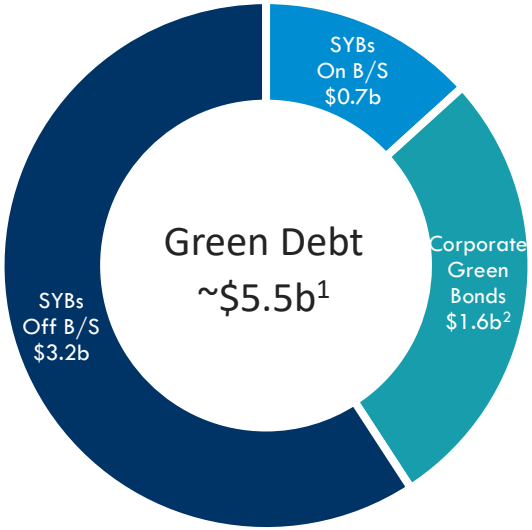
Securitizations typically of public sector receivables and managed off balance sheet

Sustainable Yield Bonds On Balance Sheet

Non-recourse, asset-backed debt managed on balance sheet

Corporate Green Bonds

Senior unsecured or convertible bonds issued as corporate obligations



Since 2013, we have raised ~$5.5b of green debt, including securitizations and non-recourse and corporate issuances

1) From 2013 IPO through 3/31/2021
2) ICMA's Green Bond Principles applicable to corporate unsecured green bonds and convertible green bonds due 2023 but not necessarily to convertible green bonds due 2022

HANNON ARMSTRONG

STRONG COMPETITIVE POSITIONING

HANNON ARMSTRONG

COMPETITIVE ADVANTAGES

Deep Programmatic Relationships

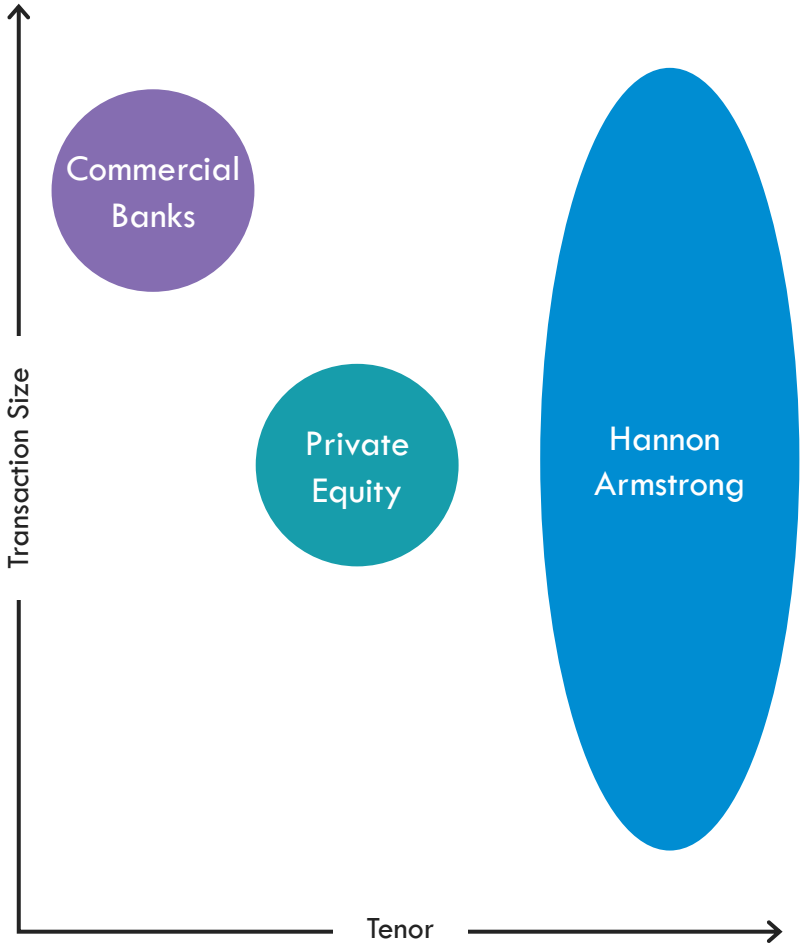
Long-term zippered relationships built on shared values, established trust, and absence of competition tension

Flexible Capital Solutions

Bespoke products specifically tailored to address client needs

Permanent Capital

Supports long duration transactions – both small and large – and the embedding of solutions across client business units



HANNON ARMSTRONG

COMPETITIVE POSITIONING

HASI's diverse portfolio provides competitive dividend protection with a total return growth track record that exceeds that of other yield sectors

	Hannon Armstrong	REITs[1]	YieldCos[2]
Cashflow Seniority	Typically senior	Typically levered	Typically levered
Portfolio Diversification	>220 projects diversified by geography, technology, and offtaker	Typically exposed to single asset class	Typically less than 50 projects
Asset Liability Management	Primarily long-term, fixed-rate assets funded by long-term, fixed-rate debt	Often cyclical assets funded by short-term borrowing	Primarily long-term, fixed-rate assets funded by long-term, fixed-rate debt
ESG Impact	Industry-Leading	Varies	Varies
Total Average Annual Shareholder Return[3]	30%	7%	13%
Dividend Yield[4]	2.9%	2.9%	3.0%

1) FTSE NAREIT Index
2) Global X Renewable Energy Producers ETF
3) Over five years (as of 3/31/2021)
4) Indicative (as of 5/7/2021)

HANNON ARMSTRONG: KEY STRENGTHS

Strong programmatic investment platform

- Deep relationships with the leading clean energy and infrastructure firms who are driving the energy transition

Well-diversified funding platform

- Flexibility supports competitive cost of capital

Policy as a tailwind

- Executive orders and proposed federal legislation expected to contribute to continued growth in existing markets and asset classes

Proven track record

- Durable and consistent growth in Distributable Earnings independent of the level of interest rates or the shape of the yield curve

Key Metrics[1]

3% - 5%	7% - 10%	$7.4b
DPS	Distributable EPS	Managed Assets
3yr Compound Growth Guidance	3yr Compound Growth Guidance	

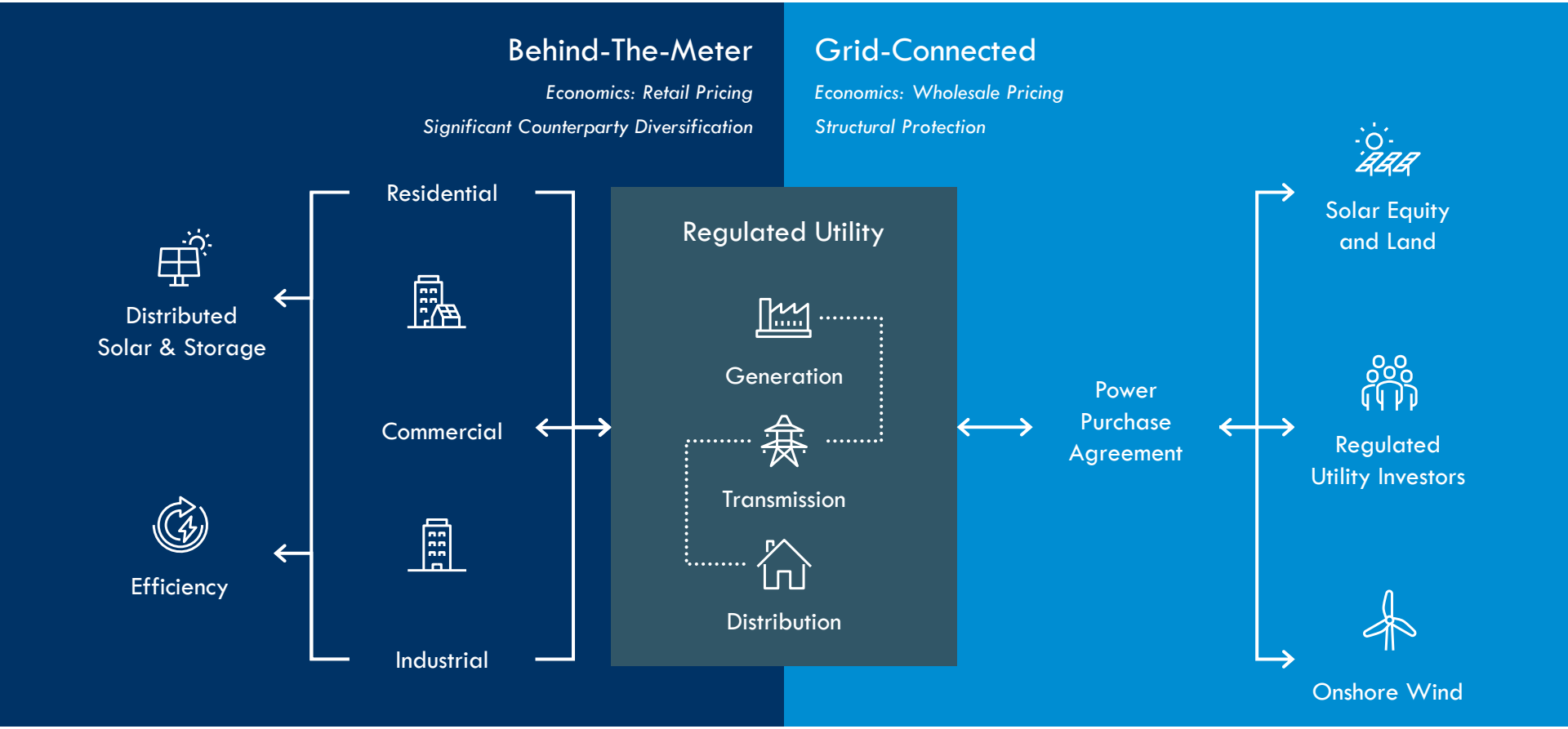
1) See Appendix for an explanation of Distributable Earnings and Managed Assets, including reconciliations to the relevant GAAP measures, where applicable.

APPENDIX

HANNON ARMSTRONG

WHERE WE INVEST

We invest strategically in both behind-the-meter and grid-connected assets to generate superior risk-adjusted returns



HANNON ARMSTRONG

ILLUSTRATIVE INVESTMENTS

BEHIND-THE-METER

Public-Private Partnership

>$100 million

Preferred equity investment in a P3 with the University of Iowa to operate, maintain, and upgrade university energy and water utilities in support of low carbon campus sustainability objectives

Clients: Public entities; publicly traded energy service companies

BEHIND-THE-METER

C&I Solar

<$50 million

Equity investment in a distributed portfolio of ~200 C&I projects, including high credit quality corporates such as FedEx and Target

Clients: Solar sponsors

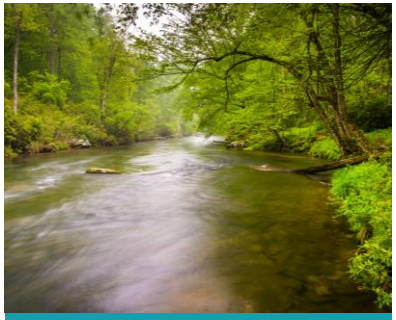
GRID-CONNECTED

Utility-Scale Wind & Solar

>$500 million

Equity investment (with preferred cash flow position) in a 2.3 GW portfolio, including high credit quality corporate and utility off-takers such as Amazon, Walmart, and Xcel Energy

Clients: Wind and solar sponsors



SUSTAINABLE INFRASTRUCTURE

Stormwater Remediation

<$10 million

Four separate projects to slow pollution runoff into downstream waterways across the Chesapeake Bay region

Clients: Environmental development firms

ILLUSTRATIVE INVESTMENTS

BEHIND-THE-METER

Residential Solar

<$30 million

Portfolio of high credit quality residential leases diversified across geographic and power markets

Clients: Residential solar providers

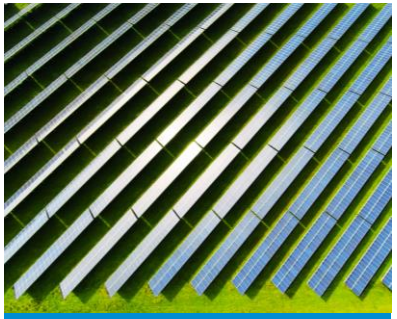
BEHIND-THE-METER

Green Real Estate

<$20 million

Joint venture to acquire securitized housing loans that incentivize energy and water efficiency investments

Clients: Government-sponsored enterprises



GRID-CONNECTED

Utility-Scale Solar Land

>$100 million

Acquisition of 4,000 acres of land and lease streams underlying dozens of utility-scale solar projects with a capacity of nearly 700 MW

Clients: Utilities; solar sponsors

SUSTAINABLE INFRASTRUCTURE

Ecological Restoration

<$20 million

Investments in mitigation credits for wetland and stream restoration projects across four states

Clients: Environmental development firms

EVOLUTION AS A PUBLIC COMPANY

2013

IPO

First Sustainable Yield® Bond (SYB) issued for efficiency assets

2014

First sustainability report card published

Significant utility-scale wind and solar land investments

2015

Launch of CarbonCount® scoring tool

Significant preferred equity wind investments

2016

Significant microgrid investment (Parris Island Marine Base)

Portfolio: $1.6b

Market Cap: >$1b

2017

$150M public convertible bonds issued

First U.S. company to commit to Task Force on Climate-related Financial Disclosures (TCFD)

2018

Refinanced and extended $450m credit facility and expanded to 6 lenders

First Commercial Property Assessed Clean Energy (C-PACE) investments

2019

Received inaugural corporate debt rating of BB+ from S&P and Fitch

Issued $500m in inaugural unsecured green bonds

First investments in energy management-as-a-service and community solar asset classes

Market Cap: >$2b

2020

Issued >$900m in unsecured and convertible green bonds

Portfolio: $2.9b

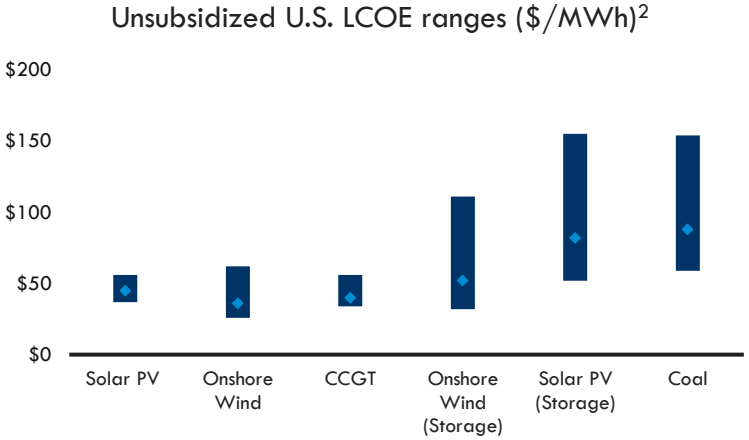
Market Cap: >$4b

Over the last eight years, we have enhanced our access to the capital markets and expanded into new, growing asset classes to drive portfolio growth

POLICY AS A TAILWIND

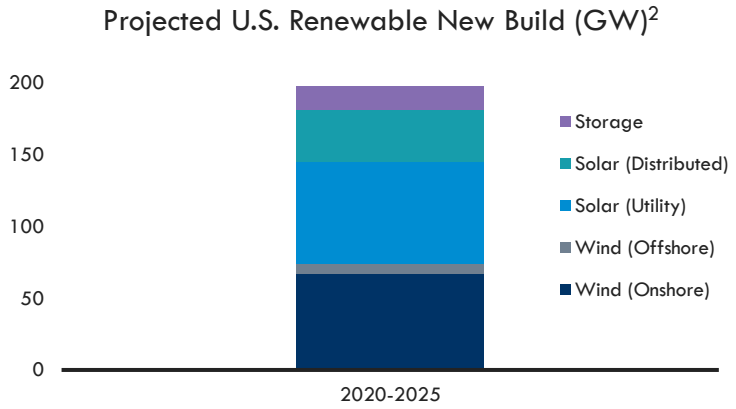
U.S. renewables already competitively priced and poised for continued growth

- Significant cost reductions have resulted in an unsubsidized LCOE[1] today that place renewables on par with or cheaper than alternatives
- Through 2025, nearly 200 GW of new build renewables and storage are projected to come online in the U.S. (even with scheduled phase out of tax credits)[2]



Biden Administration and Congress have historic opportunity to price externalities, drive demand for climate solutions, and support environmental justice

- Carbon Fee and Dividend
- Expansion of Federal Energy Savings Performance Contracting (ESPC)
- Federal Renewable Procurement Target
- Direct federal climate investments and subsidies to marginalized communities



1) Levelized Cost of Electricity (LCOE) is a measure of the average net present cost of electricity generation for a generating plant over its lifetime.
2) Bloomberg New Energy Finance

HANNON ARMSTRONG

RESIDENTIAL SOLAR PORTFOLIO: POSITIVE CREDIT ATTRIBUTES

Customer

- **Priority Payment:** Monthly electricity bill savings typically range from 5% and 30%[1]
- **Affordable:** Average monthly payments typically less than $150 and paid via ACH[2]
- **Creditworthy:** Higher than average FICO scores
- **Transferrable:** UCC fixture filing typically results in lease transfers or buyouts as part of home sale

FICO Score	HASI Portfolio[3]	United States[4]
WAVG	748	703
>720	66%	45%
>660	96%	80%

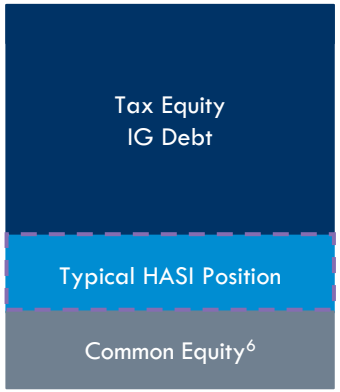
Portfolio

- **Diversity:** >178k consumers across 21 states[5] originated by reputable publicly traded providers

Capital Structure

- **Preferred Position:** Structured mezzanine or preferred equity investments
  - Subordinated to investment grade debt and tax equity
  - Senior to first-loss common equity held by providers who are motivated to hit target returns
- **Multiple Sophisticated Investors:** Large institutional investors also underwrite these portfolios
  - Along with rating agencies, require bankruptcy remote entities and backup servicing and transition plans

Illustrative Capital Stack



Internal Rigorous Underwriting and Management

- **Advance Rates:** Reflects expected portfolio default rates based on rating agency analysis and internal stress tests
- **Portfolio Management:** Sophisticated internal capabilities and detailed monthly review

1) Relative to comparable utility rates as of each investment's financial close date
2) Automated clearing house ("ACH)"
3) Consists of a total of >178k leases, which represent the funded amounts of Portfolio as of 3/31/2021. FICO scores for the unfunded portion are not yet determined but are required to meet a certain threshold.
4) For United States, "Average" represents 2019 average for all U.S. consumers as reported by Experian (January 2020) while ">720" and ">660" represents cumulative U.S. homeowners as reported by Experian (April 2020).
5) In addition to the District of Columbia
6) In our SunStrong Joint Venture with SunPower, we also hold a stake in the common equity tranche.

HANNON ARMSTRONG

GREEN BOND FRAMEWORK

In alignment with ICMA's Green Bond Principles (2018)[1]

1 Definition of "Eligible Green Projects"

"Eligible Green Projects" means projects intended to reduce carbon emissions or provide other environmental benefits in the following categories:

1. *Behind-The-Meter ("BTM")*: Distributed building or facility projects that reduce energy usage or cost through the use of solar generation and energy storage or energy efficient improvements, including heating, ventilation and air conditioning systems ("HVAC"), lighting, energy controls, roofs, windows, building shells, and/or combined heat and power systems
2. *Grid Connected ("GC")*: Projects that deploy cleaner energy sources, such as solar and wind to generate power where the off-taker or counterparty is part of the wholesale electric power grid; and
3. *Sustainable Infrastructure*: Upgraded transmission or distribution systems, water and storm water infrastructure, seismic retrofits and other projects, that improve water or energy efficiency, increase resiliency, positively impact the environment or more efficiently use natural resources.

2 Process for Project Evaluation and Selection

As part of our investment process, we intend to calculate the ratio of the estimated first year of metric tons of carbon emissions avoided (or that will be avoided) by the investment divided by the capital to be invested to understand the impact the investment is expected to have on climate change.

3 Management of Proceeds of the Notes

We intend to utilize the net proceeds of this offering to acquire or refinance, in whole or in part, Eligible Green Projects. Eligible Green Projects may include projects with disbursements made during the twelve months preceding the issue date of the Notes and projects with disbursements to be made following the issue date. Prior to the full investment of such net proceeds, we intend to invest such net proceeds in interest-bearing accounts and short-term, interest-bearing securities which are consistent with our intention to qualify for taxation as a REIT

4 Reporting

During the term of the Notes, until such time as the net proceeds from this offering have been fully allocated to Eligible Green Projects, we will publish annual updates on our website detailing, at a minimum, the allocation of the net proceeds from this offering to specific Eligible Green Projects along with the associated CarbonCount®.

1) ICMA's Green Bond Principles applicable to corporate unsecured green bonds and convertible green bonds due 2023 but not necessarily to convertible green bonds due 2022

SUPPLEMENTAL FINANCIAL DATA

Explanatory Notes

Distributable Earnings and Earnings on Equity Method Investments

We are changing the name of our primary Non-GAAP earnings metric from core (Pre-CECL) earnings to Distributable Earnings with no change in the historical method of calculation. We will no longer be reporting a core earnings metric which includes the CECL provision.

We calculate distributable earnings as GAAP net income (loss) excluding non-cash equity compensation expense, provisions for loss on receivables, amortization of intangibles, non-cash provision (benefit) for taxes, gains or (losses) from modification or extinguishment of debt facilities, any one-time acquisition related costs or non-cash tax charges and the earnings attributable to our non-controlling interest of our Operating Partnership. We also make an adjustment to our equity method investments in the renewable energy projects as described below. Judgment will be utilized in determining when we will reflect the losses on receivables in our distributable earnings. In making this determination, we will consider certain circumstances such as, the time period in default, sufficiency of collateral as well as the outcomes of any related litigation. In the future, distributable earnings may also exclude one-time events pursuant to changes in GAAP and certain other adjustments as approved by a majority of our independent directors.

Certain of our equity method investments in renewable energy and energy efficiency projects are structured using typical partnership "flip" structures where the investors with cash distribution preferences receive a pre-negotiated return consisting of priority distributions from the project cash flows, in many cases, along with tax attributes. Once this preferred return is achieved, the partnership "flips" and the common equity investor, often the operator or sponsor of the project, receives more of the cash flows through its equity interests while the previously preferred investors retain an ongoing residual interest. We have made investments in both the preferred and common equity of these structures. Regardless of the nature of our equity interest, we typically negotiate the purchase prices of our equity investments, which have a finite expected life, based on our assessment of the expected cash flows we will receive from these projects discounted back to the net present value, based on a target investment rate, with the expected cash flows to be received in the future reflecting both a return on the capital (at the investment rate) and a return of the capital we have committed to the project. We use a similar approach in the underwriting of our receivables.

Under GAAP, we account for these equity method investments utilizing the HLBV method. Under this method, we recognize income or loss based on the change in the amount each partner would receive, typically based on the negotiated profit and loss allocation, if the assets were liquidated at book value, after adjusting for any distributions or contributions made during such quarter. The HLBV allocations of income or loss may be impacted by the receipt of tax attributes, as tax equity investors are allocated losses in proportion to the tax benefits received, while the sponsors of the project are allocated gains of a similar amount. In addition, the agreed upon allocations of the project's cash flows may differ materially from the profit and loss allocation used for the HLBV calculations.

The cash distributions for those equity method investments where we apply HLBV are segregated into a return on and return of capital on our cash flow statement based on the cumulative income (loss) that has been allocated using the HLBV method. However, as a result of the application of the HLBV method, including the impact of tax allocations, the high levels of depreciation and other non-cash expenses that are common to renewable energy projects and the differences between the agreed upon profit and loss and the cash flow allocations, the distributions and thus the economic returns (i.e. return on capital) achieved from the investment are often significantly different from the income or loss that is allocated to us under the HLBV method. Thus, in calculating Distributable Earnings, for certain of these investments where there are characteristics as described above, we further adjust GAAP net income (loss) to take into account our calculation of the return on capital (based upon the investment rate) from our renewable energy equity method investments, as adjusted to reflect the performance of the project and the cash distributed. We believe this equity method investment adjustment to our GAAP net income (loss) in calculating our Distributable Earnings measure is an important supplement to the HLBV income allocations determined under GAAP for an investor to understand the economic performance of these investments where HLBV income can differ substantially from the economic returns.

We believe a non-GAAP measure, such as Distributable Earnings, that adjusts for the items discussed above is and has been a meaningful indicator of our economic performance and is useful to our investors as well as management in evaluating our performance as it relates to expected dividend payments over time. As a REIT, we are required to distribute substantially all of our taxable income to investors in the form of dividends and we believe our dividends are a principal focus of our investors. Additionally, we believe that our investors also use Distributable Earnings, or a comparable supplemental performance measure, to evaluate and compare our performance to that of our peers, and as such, we believe that the disclosure of Distributable Earnings is useful to our investors.

However, Distributable Earnings does not represent cash generated from operating activities in accordance with GAAP and should not be considered as an alternative to net income (determined in accordance with GAAP), or an indication of our cash flow from operating activities (determined in accordance with GAAP), or a measure of our liquidity, or an indication of funds available to fund our cash needs, including our ability to make cash distributions. In addition, our methodology for calculating Distributable Earnings may differ from the methodologies employed by other companies to calculate the same or similar supplemental performance measures, and accordingly, our reported Distributable Earnings may not be comparable to similar metrics reported by other companies.

Explanatory Notes

Managed Assets

As we both consolidate assets on our balance sheet and securitize assets off-balance sheet, certain of our receivables and other assets are not reflected on our balance sheet where we may have a residual interest in the performance of the investment, such as servicing rights or a retained interest in cash flows. Thus, we present our investments on a non-GAAP "Managed Assets" basis, which assumes that securitized receivables are not sold. We believe that our Managed Asset information is useful to investors because it portrays the amount of both on- and off-balance sheet receivables that we manage, which enables investors to understand and evaluate the credit performance associated with our portfolio of receivables, investments and residual assets in off-balance sheet securitized receivables. Our non-GAAP Managed Assets measure may not be comparable to similarly titled measures used by other companies.

Distributable Net Investment Income

Distributable Net Investment Income is calculated as GAAP-based Net Investment Income (Interest Income and Rental Income less Interest Expense) as reported within our financial statements prepared in accordance with US GAAP plus Distributable Earnings from our Equity Method Investments when allocating cash distributions between a return on and return of invested capital plus amortization of real estate intangibles. We utilize this measure in operating our business and believe it is useful information for our investors for the reasons discussed in our core earnings measure.

Portfolio Yield

We calculate portfolio yield as the weighted average underwritten yield of the investments in our Portfolio as of the end of the period. Underwritten yield is the rate at which we discount the expected cash flows from the assets in our portfolio to determine our purchase price. In calculating underwritten yield, we make certain assumptions, including the timing and amounts of cash flows generated by our investments, which may differ from actual results, and may update this yield to reflect our most current estimates of project performance. We believe that portfolio yield provides an additional metric to understand certain characteristics of our Portfolio as of a point in time. Our management uses portfolio yield this way and we believe that our investors use it in a similar fashion to evaluate certain characteristics of our portfolio compared to our peers, and as such, we believe that the disclosure of portfolio yield is useful to our investors.

Guidance

The Company expects that annual Distributable Earnings per share will grow at a compounded annual rate of 7% to 10% from 2021 to 2023, relative to the 2020 baseline of $1.55 per share, which is equivalent to a 2023 midpoint of $1.98 per share. The Company also expects that annual dividends per share will grow at a compound annual rate of 3% to 5% from 2021 to 2023, relative to the 2020 baseline of $1.36 per share, which is equivalent to a 2023 midpoint of $1.53 per share. This guidance reflects the Company's judgments and estimates of (i) yield on its existing Portfolio; (ii) yield on incremental Portfolio investments, inclusive of the Company's existing pipeline; (iii) the volume and profitability of securitization transactions; (iv) amount, timing, and costs of debt and equity capital to fund new investments; (v) changes in costs and expenses reflective of the Company's forecasted operations, (vi) the ongoing impact of COVID-19 and the speed and efficacy of vaccine distribution on economic conditions and (vii) the general interest rate and market environment. All guidance is based on current expectations of the ongoing and future impact of COVID-19 and the speed and efficacy of vaccine distribution on economic conditions, the regulatory environment, the dynamics of the markets in which we operate and the judgment of the Company's management team. The Company has not provided GAAP guidance as discussed in the Forward-Looking Statements section of this press release.

INCOME STATEMENT

HANNON ARMSTRONG SUSTAINABLE INFRASTRUCTURE CAPITAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA)

(UNAUDITED)

	For the Three Months Ended March 31,	
	2021	2020
Revenue		
Interest income	$ 25,100	$ 23,889
Rental income	6,469	6,470
Gain on sale of receivables and investments	17,490	4,905
Fee income	2,636	5,570
Total revenue	**51,695**	**40,834**
Expenses		
Interest expense	27,582	18,135
Provision for loss on receivables	505	648
Compensation and benefits	15,210	8,897
General and administrative	4,884	3,409
Total expenses	**48,181**	**31,089**
Income before equity method investments	**3,514**	**9,745**
Income (loss) from equity method investments	54,481	16,588
Income (loss) before income taxes	**57,995**	**26,333**
Income tax (expense) benefit	(6,779)	(1,923)
Net income (loss)	**$ 51,216**	**$ 24,410**
Net income (loss) attributable to non-controlling interest holders	192	102
Net income (loss) attributable to controlling stockholders	**$ 51,024**	**$ 24,308**
Basic earnings (loss) per common share	$ 0.65	$ 0.36
Diluted earnings (loss) per common share	$ 0.61	$ 0.35
Weighted average common shares outstanding—basic	77,493,021	67,172,104
Weighted average common shares outstanding—diluted	86,866,581	73,140,922

HANNON ARMSTRONG

BALANCE SHEET

HANNON ARMSTRONG SUSTAINABLE INFRASTRUCTURE CAPITAL, INC.

CONDENSED CONSOLIDATED BALANCE SHEETS

(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA)

(UNAUDITED)

	March 31, 2021 (unaudited)	December 31, 2020
Assets		
Cash and cash equivalents	$ 232,329	$ 286,250
Equity method investments	1,386,252	1,279,651
Government receivables	135,054	248,455
Commercial receivables, net of allowance of $36 million and $36 million, respectively	987,682	965,452
Receivables held-for-sale	23,612	—
Real estate	358,405	359,176
Investments	26,147	55,377
Securitization assets	164,955	164,342
Other assets	117,054	100,364
Total Assets	**$ 3,431,490**	**$ 3,459,067**
Liabilities and Stockholders' Equity		
Liabilities:		
Accounts payable, accrued expenses and other	$ 68,276	$ 59,944
Credit facilities	19,509	22,591
Non-recourse debt (secured by assets of $584 million and $723 million, respectively)	462,523	592,547
Senior unsecured notes	1,280,281	1,283,335
Convertible notes	289,580	290,501
Total Liabilities	2,120,169	2,248,918
Stockholders' Equity:		
Preferred stock, par value $0.01 per share, 50,000,000 shares authorized, no shares issued and outstanding	—	—
Common stock, par value $0.01 per share, 450,000,000 shares authorized, 78,319,134 and 76,457,415 shares issued and outstanding, respectively	783	765
Additional paid in capital	1,489,168	1,394,009
Accumulated deficit	(181,992)	(204,112)
Accumulated other comprehensive income (loss)	(5,359)	12,634
Non-controlling interest	8,721	6,853
Total Stockholders' Equity	1,311,321	1,210,149
Total Liabilities and Stockholders' Equity	**$ 3,431,490**	**$ 3,459,067**

RECONCILIATION OF GAAP NET INCOME TO DISTRIBUTABLE EARNINGS

	For the three months ended March 31, 2021		For the three months ended March 31, 2020	
	(dollars in thousands, except per share amounts)			
	$	*per share*	*$*	*per share*
Net income attributable to controlling stockholders [1]	$ 51,024	$ 0.61	$ 24,308	$ 0.35
Distributable earnings adjustments:				
Reverse GAAP (income) loss from equity method investments	(54,481)		(16,588)	
Add equity method investments earnings	23,837		16,085	
Equity-based compensation charges	5,499		3,548	
Provision for loss on receivables	505		648	
(Gain) loss on debt modification or extinguishment	1,499		—	
Other adjustments [2]	7,794		2,847	
Distributable earnings [3]	**$ 35,677**	**$ 0.43**	**$ 30,848**	**$ 0.44**

(1) Represents GAAP diluted earnings per share and is the most comparable GAAP measure to our distributable earnings per share.

(2) See Other adjustments table below.

(3) Distributable earnings per share for the three months ended March 31, 2021 and 2020, are based on 82,561,956 shares and 69,597,038 shares outstanding, respectively, which represents the weighted average number of fully-diluted shares outstanding including our restricted stock awards and restricted stock units and the long-term incentive plan units and non-controlling interest in our Operating Partnership. We include any potential common stock issuance in this calculation related to our convertible notes using the treasury stock method and any potential common stock issuances related to share based compensation units in the amount we believe is reasonably certain to vest. We believe the use of the treasury stock method is an appropriate representation of the potential dilution when considering the economic behaviors of the holders of the instrument.

RECONCILIATION OF GAAP-BASED NII TO DISTRIBUTABLE NII

	Three months ended March 31,	
	2021	2020
	(in thousands)	
Interest income	$ 25,100	$ 23,889
Rental income	6,469	6,470
GAAP-based investment revenue	31,569	30,359
Interest expense	27,582	18,135
GAAP-based net investment income	3,987	12,224
Equity method earnings adjustment [1]	23,837	16,085
Non-cash loss on debt extinguishment [2]	1,499	—
Amortization of real estate intangibles [3]	772	772
Distributable net investment income	**$ 30,095**	**$ 29,081**

(1) Reflects adjustment for equity method investments described above.

(2) Adds back non-cash write-off of prepayment of non-recourse debt included in interest expense in our income statement.

(3) Adds back non-cash amortization related to acquired real estate leases.

ADDITIONAL GAAP TO NON-GAAP RECONCILIATIONS

The table below provides a reconciliation of the Other adjustments:

	For the Three Months Ended March 31,	
	2021	2020
	(in thousands)	
Other adjustments		
Amortization of intangibles [1]	$ 823	$ 822
Non-cash provision (benefit) for income taxes	6,779	1,923
Net income attributable to non-controlling interest	192	102
Other adjustments	**$ 7,794**	**$ 2,847**

(1) Adds back non-cash amortization of lease and pre-IPO intangibles.

The table below provides a reconciliation of GAAP SG&A expenses to Distributable SG&A expenses:

	For the Three Months Ended March 31,	
	2021	2020
	(in thousands)	
GAAP SG&A expenses		
Compensation and benefits	$ 15,210	$ 8,897
General and administrative	4,884	3,409
Total SG&A expenses (GAAP)	**$ 20,094**	**$ 12,306**
Distributable SG&A expenses adjustments:		
Non-cash equity-based compensation charge [1]	$ (5,499)	$ (3,548)
Amortization of intangibles [2]	(51)	(50)
Distributable SG&A expenses adjustments	(5,550)	(3,598)
Distributable SG&A expenses	**$ 14,544**	**$ 8,708**

(1) Reflects add back of non-cash amortization of equity-based compensation. Outstanding grants related to equity-based compensation are included in the distributable earnings per share calculation.

(2) Adds back non-cash amortization of pre-IPO intangibles.

ADDITIONAL GAAP TO NON-GAAP RECONCILIATIONS

	As of	
	March 31, 2021	December 31, 2020
	(dollars in millions)	
Equity method investments	$ 1,386	$ 1,280
Government receivables	135	248
Commercial receivables, net of allowance	988	965
Receivables held-for-sale	24	—
Real estate	358	359
Investments	26	55
GAAP-Based Portfolio	2,917	2,907
Assets held in securitization trusts	4,500	4,308
Managed assets	$ 7,417	$ 7,215