



INVESTING
IN
CLIMATE
SOLUTIONS®

EARNINGS PRESENTATION

Second Quarter 2022



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, 2021 (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.

Other important factors that we think could cause our actual results to differ materially from expected results are summarized below, including the ongoing impact of the current outbreak of the novel coronavirus ("COVID-19"), on the U.S., regional and global economies, the U.S. climate solutions 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 Exchange Act. Other factors besides those listed could also adversely affect us. 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 new virus variants and uncertainty regarding whether "herd immunity" can be achieved through vaccination campaigns.

Forward-looking statements are based on beliefs, assumptions and expectations as of June 30, 2022. The guidance discussed herein reflects our estimates of (i) yield on our existing portfolio; (ii) yield on incremental portfolio investments, inclusive of our existing pipeline; (iii) the volume and profitability of transactions; (iv) amount, timing, and costs of debt and equity capital to fund new investments; (v) changes in costs and expenses reflective of our forecasted operations; (vi) the ongoing impact of the current outbreak of COVID-19; (vii) disruptions to the renewable energy supply chain that may result from changes in the regulatory environment and other factors, and (viii) 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 our management team, among other factors. In addition, actual dividend distributions are subject to approval by our Board of Directors on a quarterly basis. We have not provided GAAP guidance as discussed in the Supplemental Financial Data slides 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.

RECENT HIGHLIGHTS

Key Performance Indicators		2Q21	2Q22	Growth (YOY)
EPS	GAAP	\$0.20	\$(0.21)	
	Distributable ¹	\$0.57	\$0.60	+5%
NII	GAAP-based	\$(9.0)m	\$11.1m	
	Distributable ¹	\$33.2m	\$47.9m	+44%
Portfolio Yield ¹		7.7%	7.4%	
Portfolio ²		\$3.0b	\$3.9b	+30%
Managed Assets ¹		\$8.0b	\$9.3b	+16%
Distributable ROE ³		14.4%	13.4%	
Transactions Closed		\$509m	\$340m	
CarbonCount ⁵ ®		0.23	0.24	
WaterCount ⁶ ™		60	301	

Financial Results¹

- Record Distributable EPS of \$0.60
- NII growth of 44% YOY, up 13% from Q1
- Declared dividend of \$0.375 per share
- Affirm guidance for Distributable EPS (2021 – 2024)⁴: 10% – 13% (CAGR) and DPS: 5% – 8% (CAGR)

CarbonCount Highlight:

- In 2Q22 we invested in an efficiency upgrade to light industrial property in Baltimore that results in a CarbonCount of 1.6 MT of CO₂ per \$1000

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) GAAP-based

3) Distributable ROE is calculated using Distributable Earnings for the period and the average of the quarterly ending equity balances for the period.

4) Relative to 2020 baseline

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.

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

MACRO TRENDS IN CLIMATE SOLUTIONS INDUSTRY

1 | Policy Tailwinds

- Inflation Reduction Act of 2022 (“IRA”) would boost renewable energy, while dramatically expanding our investable universe particularly in storage and hydrogen

2 | Improving Economics

- Natural gas prices expected to remain elevated, driving wholesale power prices higher and benefiting GC asset economics
- Rising retail utility rates makes BTM assets even more compelling

3 | Increasing Sophistication and Breadth of Solutions

- Both GC and BTM are becoming sophisticated engineered solutions
- Climate solutions are rapidly expanding in areas beyond electric power

GROWTH IN SUSTAINABLE INFRASTRUCTURE DRIVES CLIENT AND PIPELINE DIVERSIFICATION

Markets



Behind-the-Meter

Residential solar, C&I and community solar opportunities remain strong



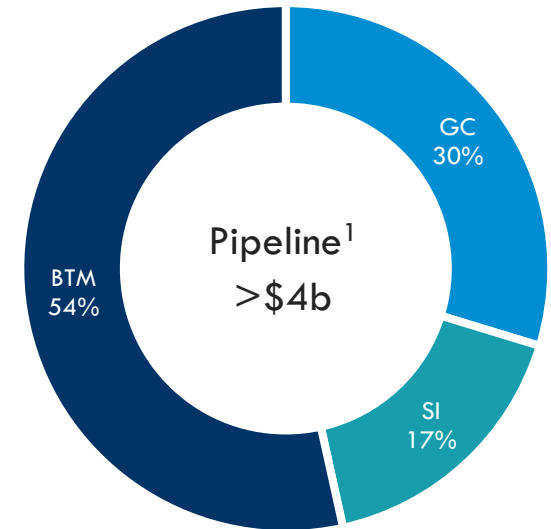
Grid-Connected

Predominantly solar and comprised of operating, under construction, and late-stage development assets



Sustainable Infrastructure

Increasingly driven by new asset classes such as transportation, standalone storage, and renewable natural gas



Robust pipeline driven by diverse set of >40 programmatic and prospective clients – many active in multiple asset classes

DIVERSE PORTFOLIO EXPANDS 30% YOY

Markets¹



Behind-the-Meter

Yield: 7.7%

Avg. Investment: \$9m



Grid-Connected

Yield: 6.9%

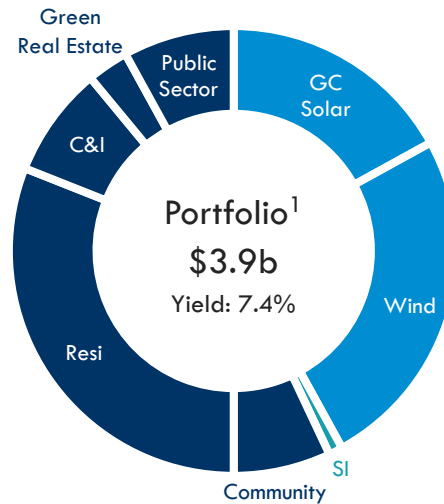
Avg. Investment: \$16m



Sustainable Infrastructure²

Yield: 7.0%

Avg. Investment: \$15m



	Portfolio (%) ⁴	Structural Seniority
Residential	31%	Preferred
Wind	25%	Preferred
GC Solar	17%	Super Senior or Preferred
C&I	8%	Senior or Preferred
Public Sector	8%	Senior or Preferred
Community	7%	Typically Preferred
Green Real Estate	3%	Super Senior or Subordinated Debt
Sustainable Infrastructure	1%	Senior

Diversified and Long-Dated Cashflows

>350
Total Investments³

\$11m
Average Investment³

18 yrs
WAVG Life

1) GAAP-based Portfolio, as of 6/30/22; see Appendix for an explanation of Portfolio Yield.
 2) Includes all other asset classes that are not specifically designated as BTM or GC
 3) Individual investments with outstanding balances > \$1m; GAAP-based Portfolio, as of 6/30/22
 4) Total may not sum due to rounding

FINANCIAL RESULTS (2Q22)

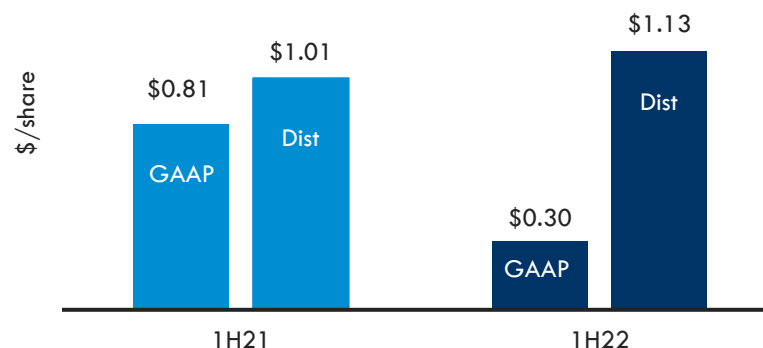
Growth in Distributable EPS driven by NII and strength of Gain on Sale

Results, Unaudited ¹ (\$ in millions, except per share figures)	2Q21	2Q22
GAAP Diluted EPS	\$0.20	\$(0.21)
Distributable EPS	\$0.57	\$0.60
Distributable NII	\$33.2m	\$47.9m
GAAP Gain on Sale and Fees	\$27.4m	\$22.8m

GAAP and Distributable EPS¹

Dist EPS: +12% (YOY)

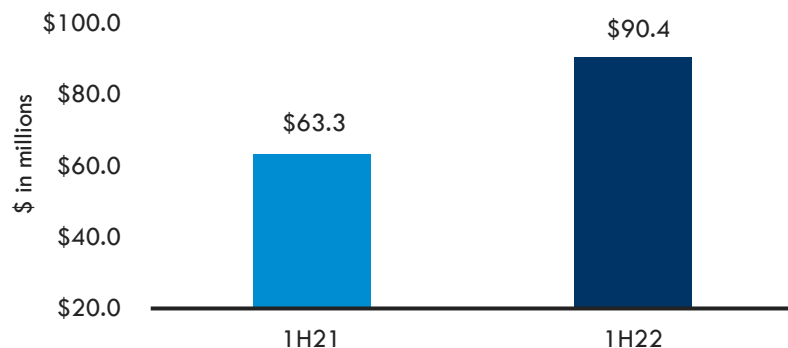
GAAP EPS decline primarily related to change in unrealized losses of project level energy hedges



Distributable NII¹

+43% (YOY)

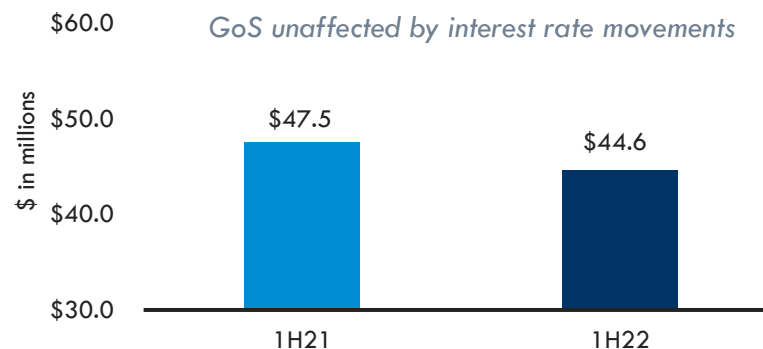
Growing portfolio; margins remain strong



Gain on Sale and Fees

-6% (YOY)

GoS unaffected by interest rate movements



PORTFOLIO GROWTH THROUGH 2023 IN PART DRIVEN BY PREVIOUSLY CLOSED INVESTMENTS

Portfolio: +5% (QOQ)

Line Item	(\$m) ¹
Beginning Portfolio (3/31/22)	\$3,750
Funding of this quarter's investments	294
Funding of prior investments	76
Principal collections	(107)
Syndications and Securitizations ²	(67)
Other	(10)
Ending Portfolio (6/30/22)	\$3,936

Anticipated Funding Schedule of Previously Closed Transactions³

Period	Closed Transactions
2022 (Remaining)	>\$140m
FY23	>\$430m
Total	>\$570m

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 (3/31/22)

3) Anticipated funding schedule for closed transactions subject to completion milestones

FLEXIBLE FUNDING PLATFORM AND IG RATING CONTRIBUTE TO BUSINESS RESILIENCY

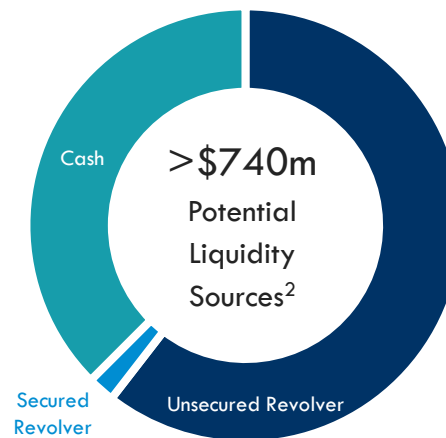
Investment Grade Rating (Baa3) by Moody's

Business Continues to Perform Well in Higher Interest Rate markets

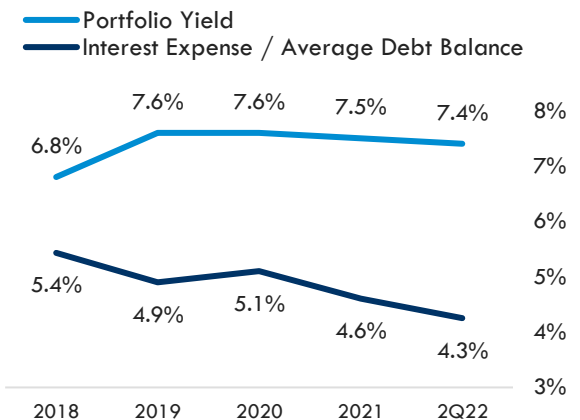
- Well-positioned to meet 2024 guidance. Higher rates were contemplated in guidance based on forward yield curve
- Delivered consistent earnings growth in a variety of interest rate environments
- Strong liquidity and diverse funding options; long-term benefit from IG rating
- GoS from securitizations remains insulated from higher interest rates as vast majority of deals are rate locked at the time of origination

Conservative Leverage and Ample Liquidity

- Raised \$28m of equity and \$200m convertible debt financing in 2Q22
- 1.8x debt to equity¹
- 93% of debt is fixed rate
- No material maturities until 2025²



Portfolio Yield³ vs. Cost of Debt⁴

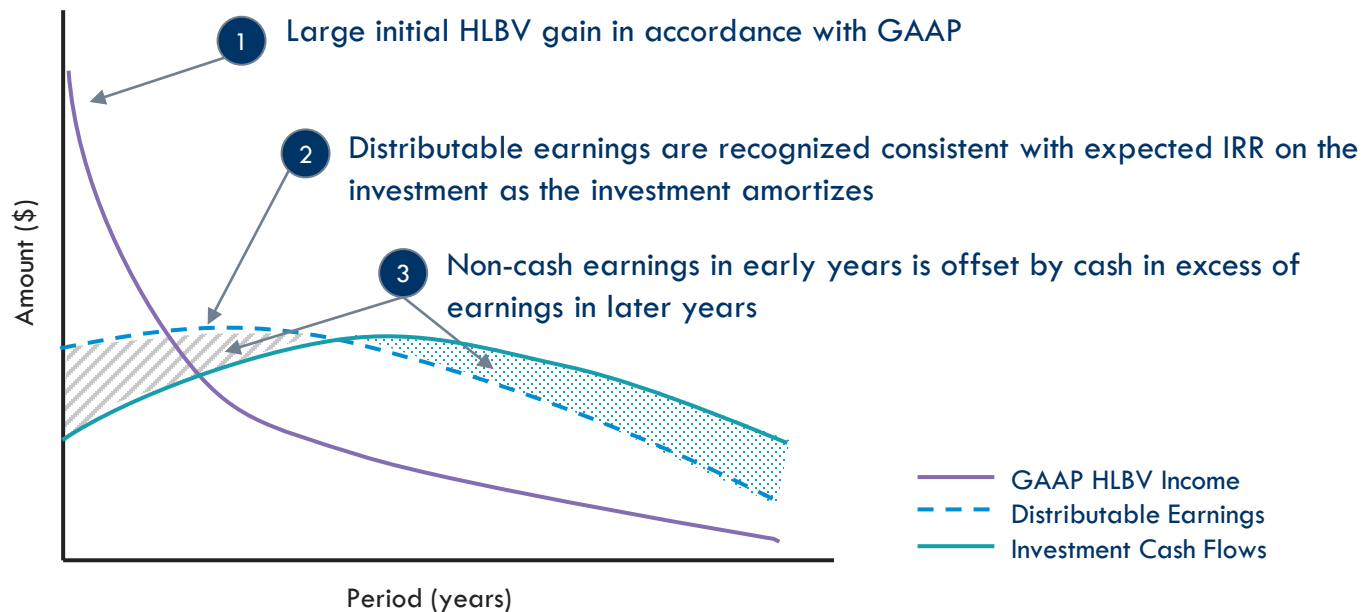


1) Below previously communicated target limit of less than 2.5x
 2) As of 2Q22
 3) See Appendix for an explanation of Portfolio Yield
 4) Excludes incremental interest expense related to debt prepayments

ILLUSTRATIVE GC SOLAR PROJECT ECONOMICS

EQUITY METHOD INVESTMENT

HASI's Cashflows, Distributable Earnings & GAAP Earnings (HLBV)¹



- Distributions to Tax Equity reduce cash available for equity investors, creating some non-cash earnings in the early years
- GAAP Income, Distributable Income, and Cash Flow are expected to equal over the life of an investment

CASH FLOW SOURCES AND USES

- Adjusted cash flows from operations plus other portfolio collections have exceeded dividends
- Excess cash flows are reinvested in the portfolio

\$ Millions ¹	YTD 2022	2021	2020	2019
Adjusted Cash Flow from Operations Plus Other Portfolio Collections²	\$149	\$259	\$309	\$314
(-) Dividend	(\$65)	(\$114)	(\$100)	(\$86)
(=) Cash Available for Reinvestment	\$84	\$146	\$209	\$227
(-) Investments Funded ³	(\$410)	(\$960)	(\$1,183)	(\$715)
(+) Capital Raised	\$419	\$796	\$1,206	\$540
Other Sources/Uses of Cash	(\$40)	(\$41)	(\$28)	(\$5)
Change in Cash	\$53	(\$59)	\$204	\$47

- Certain companies consolidate the projects and include project cash flows in Cash Flows from Operations; since we don't consolidate, we report project cash flows in Cash Flows from Investing

1) Amounts may not sum due to rounding

2) See Appendix for an explanation Adjusted Cash Flow from Operations Plus Other Portfolio Collections, including reconciliations to the relevant GAAP measures, where applicable

3) Does not include receivables held-for-sale

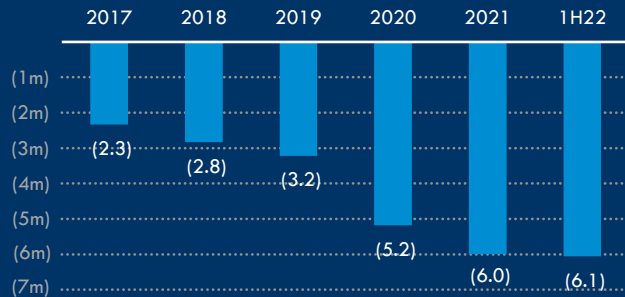
RECENT ESG ACTIVITY

E	Environmental	Internal Price on Carbon
S	Social	Published updated Business Partner Code of Conduct
G	Governance	Submitted comments to SEC on mandatory climate disclosures



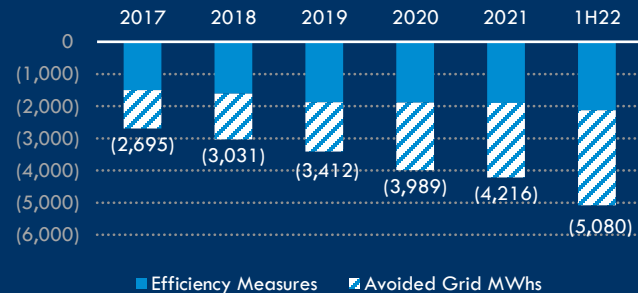
Carbon Emissions¹
Carbon Count[®]: 0.2 (2Q22)

Cumulative Metric Tons of CO₂ Avoided Annually



Water Savings²
Water Count[™]: 301 (2Q22)

Cumulative Gallons of Water Saved Annually (million gallons)



1) 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.
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.

CONTINUED STRONG PERFORMANCE AND BUSINESS OUTLOOK

1

Portfolio Growth with Stable Margins Produces Strong NII Growth

- Portfolio grew 30% YOY
- Distributable NII up 44% YoY

2

Robust Pipeline with Programmatic Clients Drives Consistent Execution

- Growth in Sustainable Infrastructure opportunities strengthens pipeline
- IRA will expand opportunities for clients

3

Despite Industry Headwinds, Strong 1H Allows Affirmed Guidance

- Distributable EPS (2021 – 2024): 10% – 13% (CAGR)
- DPS: 5% – 8% (CAGR)



APPENDIX

EXPLANATORY NOTES

Adjusted Cash Flow from Operations plus Other Portfolio Collections

We operate our business in a manner that considers total cash collected from our portfolio and necessary operating and debt service payments to assess the amount of cash we have available to fund investments and distributions. The line items from our Statement of Cash Flows that are relevant to this measure are highlighted in the Table Below. We believe that the aggregate of these items, which combine as a non-GAAP financial measure titled Adjusted Cash Flow from Operations plus Other Portfolio Collections, is a useful measure of the liquidity we have available from our assets to fund both new investments and our regular quarterly dividends. This non-GAAP financial measure may not be comparable to similarly titled or other similar measures used by other companies. There is also not a directly comparable GAAP measure that demonstrates how we consider cash available for dividend payment.

As shown on this slide Adjusted Cash Flow from Operations plus Other Portfolio Collections differs from Net cash provided by operating activities, in that it (A) excludes Changes in receivables held-for-sale, (B) adds cash flow from Equity method investment distributions received, Proceeds from sales of equity method investments, Principal collections from receivables, Proceeds from sales of receivables, Principal collections from investments, and Proceeds from sales of investments and securitization assets, and (C) subtracts Principal payments on non-recourse debt. This measure is not intended to demonstrate an alternative view of cash available from investment returns for dividend payment.

Also, Adjusted Cash Flow from Operations plus Other Portfolio Collections differs from Net cash provided by (used in) investing activities in that by definition it excludes many of the uses of cash used in our investing activities such as in Equity method investments, Purchases of and investments in receivables, Purchases of real estate, Purchases of investments, Funding of escrow accounts, and excludes Withdrawal from escrow accounts, and Other.

In addition, Adjusted Cash Flow from Operations plus Other Portfolio Collections is not comparable to Net cash provided by (used in) financing activities.

ADJUSTED CASH FLOW FROM OPERATIONS PLUS OTHER PORTFOLIO COLLECTIONS

GAAP CASHFLOW STATEMENT

\$ Millions	2022 YTD	2021	2020	2019
Cash flows from operating activities				
Net income (loss)	27	127	83	82
Adjustments to reconcile net income to net cash provided by operating activities	0	0	0	0
Provision for loss on receivables	9	0	10	8
Depreciation and amortization	2	4	4	4
Amortization of financing costs	6	11	8	6
Equity-based compensation	16	17	17	14
Equity method investments	(12)	(95)	13	(34)
Non-cash gain on securitization	(15)	(48)	(55)	(57)
Gain (loss) on sale of receivables and investments	(0)	(1)	14	13
Changes in receivables held-for-sale	—	(52)	(22)	0
Loss on debt extinguishment	-	15	0	0
Changes in accounts payable and accrued expenses	4	11	8	5
Change in accrued interest on receivables and investments	(7)	(1)	(24)	(18)
Other	(4)	(6)	(3)	6
Net cash provided by operating activities	+	(27)	13	73
Cash flows from investing activities				
Equity method investments	(137)	(402)	(886)	(152)
Equity method investment distributions received	+	36	22	99
Proceeds from sales of equity method investments	+	2	0	0
Purchases of and investments in receivables	(265)	(553)	(256)	(498)
Principal collections from receivables	+	88	149	133
Proceeds from sales of receivables	+	5	76	59
Purchases of real estate	(5)	0	0	0
Purchases of investments	(2)	(5)	(40)	(46)
Principal collections from investments	+	0	0	2
Proceeds from sales of investments and securitization assets	+	7	15	69
Funding of escrow accounts	0	(12)	(23)	(29)
Withdrawal from escrow accounts	15	2	8	31
Other	(1)	5	4	2
Net cash provided by (used in) investing activities	(256)	(703)	(832)	(201)
Cash flows from financing activities				
Proceeds from credit facilities	100	100	126	102
Principal payments on credit facilities	-	(22)	(135)	(328)
Proceeds from issuance of commercial paper notes	50	50	0	0
Proceeds from issuance of non-recourse debt	0	0	16	131
Principal payments on non-recourse debt	+	(14)	(38)	(207)
Proceeds from issuance of senior unsecured notes	-	1,000	771	507
Redemption of senior unsecured notes	-	(500)	0	0
Proceeds from issuance of convertible notes	200	0	144	0
Payments on deferred funding obligations	-	0	0	(19)
Net proceeds of common stock issuances	78	201	298	138
Payments of dividends and distributions	(65)	(114)	(100)	(86)
Withholdings on employee share vesting	(3)	(14)	(17)	(9)
Redemption premium paid	0	(14)	0	0
Payment of debt issuance costs	(8)	(18)	0	0
Other	(3)	(0)	(15)	(10)
Net cash provided by (used in) financing activities	336	631	962	219
Increase (decrease) in cash, cash equivalents, and restricted cash	53	(59)	204	47
Cash, cash equivalents, and restricted cash at beginning of period	251	310	107	59
Cash, cash equivalents, and restricted cash at end of period	304	251	310	107

Adjusted Cash Flow from Operations Plus Other Portfolio Collections

\$ Millions

YTD 2022	149
2021	259
2020	309
2019	314

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%

Positive Credit Attributes

Asset Class	Portfolio (%) ⁶	Structural Seniority	Obligor Credit
Residential	31%	Preferred	Typically IG corporates or utilities
Wind	25%	Preferred	>240k consumers WAVG FICO: "Very Good" ⁵
GC Solar	17%	Super Senior or Preferred	Typically IG corporates or utilities
C&I	8%	Senior or Preferred	Typically IG corporates
Public Sector	8%	Senior or Preferred	Predominantly IG govt or quasi-govt entities
Community	7%	Typically Preferred	Typically creditworthy consumers and/or IG corporates
Green Real Estate	3%	Super Senior or Subordinated Debt	Real-estate secured
Sustainable Infrastructure	1%	Senior	Predominantly IG govt entities

Outstanding Credit History

De minimis <20 bps cumulative credit losses since 2012⁴

- 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 6/30/22, which we have held on non-accrual status since 2017. We had previously recorded an allowance for the entire asset amounts. In the second quarter of 2022, we received a court decision indicating that our appeal was not successful, and accordingly we charged off the full amount of the receivable. We have excluded the write off from Distributable earnings due to the infrequent occurrence of credit losses as well as the unique nature of the receivables in that assignment of land lease payments from wind projects represent a small portion of our total portfolio.
- 4) Calculation represents credit losses as a percentage of cumulative originations, excluding equity method investments.
- 5) As of Q2 2022; located 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).
- 6) Total may not sum due to rounding

SUPPLEMENTAL FINANCIAL DATA

Explanatory Notes

Distributable Earnings and Earnings on Equity Method Investments

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 cash equity investors receive 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 underwritten cash flows we will receive from these projects discounted back to the net present value, based on a target investment rate, with the 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. The investment tax credit typically used in solar projects is a one-time credit realized in the quarter when the project is considered operational for tax purposes and is fully allocated under HLBV in that quarter (subject to an impairment test), while the production tax credit used in wind is a ten year credit and thus is allocated under HLBV over a ten year period. 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, which is 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.

SUPPLEMENTAL FINANCIAL DATA

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 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

We expect that annual Distributable Earnings per share will grow at a compounded annual rate of 10% to 13% from 2021 to 2024, relative to the 2020 baseline of \$1.55 per share, which is equivalent to a 2024 midpoint of 2.40 per share. We also expect growth of annual dividends per share to be at a compounded annual rate of 5% to 8%. This guidance reflects our judgments and estimates of (i) yield on its existing portfolio; (ii) yield on incremental portfolio investments, inclusive of our 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 our 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 our management team, among other factors. In addition, actual dividend distributions are subject to approval by our Board of Directors on a quarterly basis. We have not provided GAAP guidance as discussed in the Forward-Looking Statements section of the press release.

INCOME STATEMENT

HANNON ARMSTRONG SUSTAINABLE INFRASTRUCTURE CAPITAL, INC.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA)

	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2022	2021	2022	2021
Revenue				
Interest income	\$ 33,358	\$ 25,016	\$ 63,601	\$ 50,117
Rental income	6,609	6,462	13,108	12,931
Gain on sale of receivables and investments	19,664	24,426	36,762	41,916
Fee income	3,172	2,990	7,809	5,625
Total revenue	62,803	58,894	121,280	110,589
Expenses				
Interest expense	28,827	40,463	55,479	68,045
Provision for loss on receivables	8,064	906	8,685	1,411
Compensation and benefits	22,246	12,422	37,176	27,633
General and administrative	7,408	4,966	14,546	9,850
Total expenses	66,545	58,757	115,886	106,939
Income before equity method investments	(3,742)	137	5,394	3,650
Income (loss) from equity method investments	(19,585)	22,252	27,981	76,734
Income (loss) before income taxes	(23,327)	22,389	33,375	80,384
Income tax (expense) benefit	4,789	(5,981)	(6,209)	(12,760)
Net income (loss)	\$ (18,538)	\$ 16,408	\$ 27,166	\$ 67,624
Net income (loss) attributable to non-controlling interest holders	(89)	434	270	626
Net income (loss) attributable to controlling stockholders	\$ (18,449)	\$ 15,974	\$ 26,896	\$ 66,998
Basic earnings (loss) per common share	\$ (0.21)	\$ 0.20	\$ 0.31	\$ 0.85
Diluted earnings (loss) per common share	\$ (0.21)	\$ 0.20	\$ 0.30	\$ 0.81
Weighted average common shares outstanding—basic	87,049,777	78,372,647	86,316,464	77,935,264
Weighted average common shares outstanding—diluted	87,049,777	81,944,511	89,541,858	87,165,587

BALANCE SHEET

HANNON ARMSTRONG SUSTAINABLE INFRASTRUCTURE CAPITAL, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA)

	June 30, 2022	December 31, 2021
Assets		
Cash and cash equivalents	\$ 279,459	\$ 226,204
Equity method investments	1,935,467	1,759,651
Commercial receivables, net of allowance of \$37 million and \$36 million, respectively	1,445,576	1,298,529
Government receivables	110,754	125,409
Receivables held-for-sale	74,109	22,214
Real estate	359,106	356,088
Investments	11,643	17,697
Securitization assets	178,156	210,354
Other assets	124,748	132,165
Total Assets	\$ 4,519,018	\$ 4,148,311
Liabilities and Stockholders' Equity		
Liabilities:		
Accounts payable, accrued expenses and other	\$ 105,200	\$ 88,866
Credit facilities	201,032	100,473
Green commercial paper notes	100,174	50,094
Non-recourse debt (secured by assets of \$497 million and \$573 million, respectively)	416,343	429,869
Senior unsecured notes	1,765,195	1,762,763
Convertible notes	339,559	149,731
Total Liabilities	2,927,503	2,581,796
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, 87,489,951 and 85,326,781 shares issued and outstanding, respectively	875	853
Additional paid in capital	1,811,889	1,727,667
Accumulated deficit	(232,590)	(193,706)
Accumulated other comprehensive income (loss)	(22,132)	9,904
Non-controlling interest	33,473	21,797
Total Stockholders' Equity	1,591,515	1,566,515
Total Liabilities and Stockholders' Equity	\$ 4,519,018	\$ 4,148,311

RECONCILIATION OF GAAP NET INCOME TO DISTRIBUTABLE EARNINGS

The table below provides a reconciliation of our GAAP net income (loss) to distributable earnings for the three and six months ended June 30, 2022 and 2021.

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
	\$	Per Share	\$	Per Share
<i>(dollars in thousands, except per share amounts)</i>				
Net income (loss) attributable to controlling stockholders ⁽¹⁾	\$ (18,449)	\$ (0.21)	\$ 15,974	\$ 0.20
Distributable earnings adjustments:				
Reverse GAAP (income) loss from equity method investments	19,585		(22,252)	
Equity method investments earnings adjustment	36,048		26,834	
Equity-based compensation charges	12,393		4,289	
Provision for loss on receivables ⁽²⁾	8,064		906	
Loss (gain) on debt modification or extinguishment	—		14,584	
Amortization of intangibles	761		823	
Non-cash provision (benefit) for income taxes	(4,789)		5,981	
Current year earnings attributable to non-controlling interest	(89)		434	
Distributable earnings ⁽³⁾	\$ 53,524	\$ 0.60	\$ 47,573	\$ 0.57
	\$ 26,896	\$ 0.30	\$ 66,998	\$ 0.81

- (1) The per share data reflects the GAAP diluted earnings per share and is the most comparable GAAP measure to our distributable earnings per share.
- (2) In addition to these provisions, in the second quarter of 2022 we wrote-off two commercial receivables with a combined total carrying value of approximately \$8 million which represented assignments of land lease payments from two wind projects that we had originated in 2014. In 2017, the operator of the projects terminated the lease, at which time we filed a legal claim and placed these assets on non-accrual status. In 2019, we received a court decision indicating that the owners of the projects were within their rights under the contract terms to terminate the lease which impacts the land lease assignments to us, at which time we reserved the receivables for their full carrying amount. In the second quarter of 2022, we received a court decision indicating that our appeal was not successful, and accordingly wrote off the full amount of the receivable. We have excluded the write off from Distributable earnings due to the infrequent occurrence of credit losses as well as the unique nature of the receivables in that assignment of land lease payments from wind projects represent a small portion of our total portfolio.
- (3) Distributable earnings per share are based on 88,994,421 and 88,100,480 shares for the three and six months ended June 30, 2022, respectively, and 82,832,735 and 82,723,380 shares for the three and six months ended June 30, 2021, respectively, which represents the weighted average number of fully-diluted shares outstanding including our restricted stock awards, restricted stock units, long-term incentive plan units, and the non-controlling interest in our Operating Partnership. We include any potential common stock issuances related to share based compensation units in the amount we believe is reasonably certain to vest. As it relates to convertible notes, we will assess the market characteristics around the instrument to determine if it is more akin to debt or equity based on the value of the underlying shares upon conversion. If the instrument is more debt-like then we will include any related interest expense and exclude the underlying shares issuable upon conversion of the instrument. If the instrument is more equity-like and is more dilutive when treated as equity then we will exclude any related interest expense and include the weighted average shares underlying the instrument.

RECONCILIATION OF GAAP-BASED NII TO DISTRIBUTABLE NII

The following is a reconciliation of our GAAP-based net investment income to our distributable net investment income:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
	<i>(in thousands)</i>			
Interest income	\$ 33,358	\$ 25,016	\$ 63,601	\$ 50,117
Rental income	6,609	6,462	13,108	12,931
GAAP-based investment revenue	39,967	31,478	76,709	63,048
Interest expense	28,827	40,463	55,479	68,045
GAAP-based net investment income	11,140	(8,985)	21,230	(4,997)
Equity method earnings adjustment	36,048	26,834	67,645	50,671
Loss (gain) on debt modification or extinguishment	—	14,584	—	16,083
Amortization of real estate intangibles	761	773	1,532	1,543
Distributable net investment income	\$ 47,949	\$ 33,206	\$ 90,407	\$ 63,300

ADDITIONAL GAAP TO NON-GAAP RECONCILIATIONS

The table below provides a reconciliation of the Other adjustments:

	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2022	2021	2022	2021
	<i>(in thousands)</i>		<i>(in thousands)</i>	
Other adjustments				
Amortization of intangibles ⁽¹⁾	\$ 761	\$ 823	\$ 1,600	\$ 1,645
Non-cash provision (benefit) for income taxes	(4,789)	5,981	6,209	12,760
Net income attributable to non-controlling interest	(89)	434	270	626
Other adjustments	\$ (4,117)	\$ 7,238	\$ 8,079	\$ 15,031

(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 June 30,		For the Six Months Ended June 30,	
	2022	2021	2022	2021
	<i>(in thousands)</i>		<i>(in thousands)</i>	
GAAP SG&A expenses				
Compensation and benefits	\$ 22,246	\$ 12,422	\$ 37,176	\$ 27,633
General and administrative	7,408	4,966	14,546	9,850
Total SG&A expenses (GAAP)	\$ 29,654	\$ 17,388	\$ 51,722	\$ 37,483
Distributable SG&A expenses adjustments:				
Non-cash equity-based compensation charge ⁽¹⁾	\$ (12,393)	\$ (4,289)	\$ (15,933)	\$ (9,787)
Amortization of intangibles ⁽²⁾	—	(50)	(68)	(102)
Distributable SG&A expenses adjustments	(12,393)	(4,339)	(16,001)	(9,889)
Distributable SG&A expenses	\$ 17,261	\$ 13,049	\$ 35,721	\$ 27,594

(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

The following is a reconciliation of our GAAP-based Portfolio to our Managed Assets:

	As of	
	June 30, 2022	December 31, 2021
	<i>(in millions)</i>	
Equity method investments	\$ 1,935	\$ 1,760
Commercial receivables, net of allowance	1,446	1,299
Government receivables	111	125
Receivables held-for sale	74	22
Real estate	359	356
Investments	12	18
GAAP-based Portfolio	3,937	3,580
Assets held in securitization trusts	5,326	5,199
Managed Assets	\$ 9,263	\$ 8,779



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