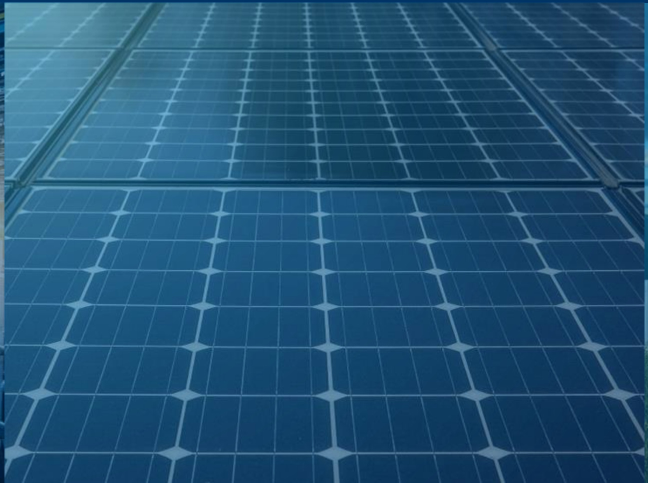
HANNON ARMSTRONG

INVESTING IN CLIMATE SOLUTIONS®

EARNINGS PRESENTATION

First 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 March 31, 2022. This guidance 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 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.

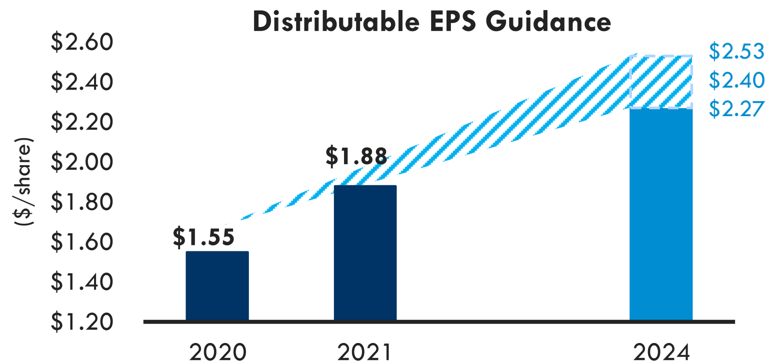
Past performance is not indicative nor a guarantee of future returns.

RECENT HIGHLIGHTS

Key Performance Indicators		1Q22	1Q21	Growth (YOY)
EPS	GAAP	$0.51	$0.61	
	Distributable[1]	$0.52	$0.43	+21%
NII	GAAP-based	$10.1m	$4.0m	
	Distributable[1]	$42.5m	$30.1m	+41%
Portfolio Yield[1]		7.3%	7.7%	
Portfolio[2]		$3.7b	$2.9b	+28%
Managed Assets[1]		$9.0b	$7.4b	
Distributable ROE[3]		11.5%	11.3%	
Pipeline		>$4b	>$3b	
Transactions Closed		$331m	$188m	
CarbonCount®[5]		0.19	0.46	
Incremental Annual Reduction in Carbon Emissions		~63k MT	~87k MT	
WaterCount™[6]		1,153.7	128	
Incremental Annual Water Savings		~382 MG	~24 MG	

Financial Results[1]

- 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: Costs Matter

- Two California solar investments:

Grid-Connected	0.8 MT of CO2 per $1,000 invested
C&I	0.2 MT of CO2 per $1,000 invested

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 CO_2 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.

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INDUSTRY CHALLENGES, IMPACTS AND OPPORTUNITIES

Industry Challenges	Industry Impacts	HASI Impacts and Opportunities
Inflation and Energy Prices	• PPA prices on average have risen ~10% in the first quarter and 29% YOY[1] • Natural gas and utility prices have increased by a greater amount, which improves the economics of new build renewables	• New investments are made after economic terms are established so minimal impact on HASI returns • Existing portfolio largely benefitting from higher commodity and retail rates • May allow common equity investments to become more attractive
AD/CVD and Supply Chain Disruptions	• Anti-circumvention creating disruption in solar supply chain • Most impactful on GC Solar • Less impact on BTM Solar	• Some delays on average year-to-date, but consistently manageable • GC pipeline primarily comprised of advanced projects or 'clean' supply chain • Solar is only a portion of our business
Transmission Congestion and Basis Risk	• Causes pricing mismatch under some PPAs leading to revenue shortfalls	• Relatively minor due to preferred feature of investments
War in Ukraine	• Reminder that national security is dependent on energy security	• Reinforces the need to accelerate the clean energy transition

1) As reported by LevelTen Energy's Q1 2022 PPA Price Index

PIPELINE BENEFITS FROM ACCELERATION TO CLEAN ENERGY

Markets

Behind-the-Meter

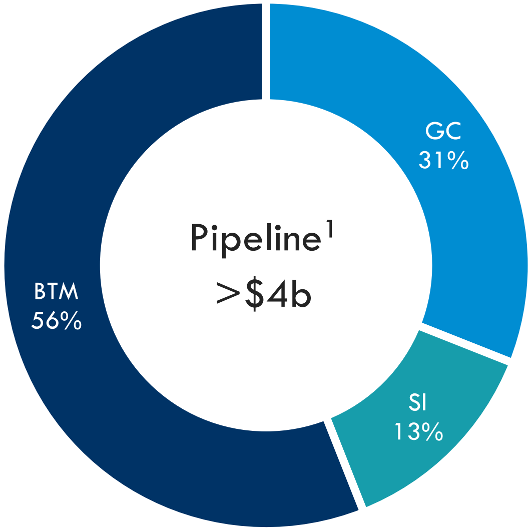
- Weighted toward energy efficiency
- Solar and storage opportunities remain strong

Grid-Connected

- Weighted toward solar and primarily comprised of operating, under construction, and late-stage development assets

Sustainable Infrastructure

- Opportunities in environmental restoration
- Increasingly driven by new asset classes such as transportation, standalone storage, and renewable natural gas



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

1) As of 3/31/22; reflects transactions that have the potential to close over the next 12 months

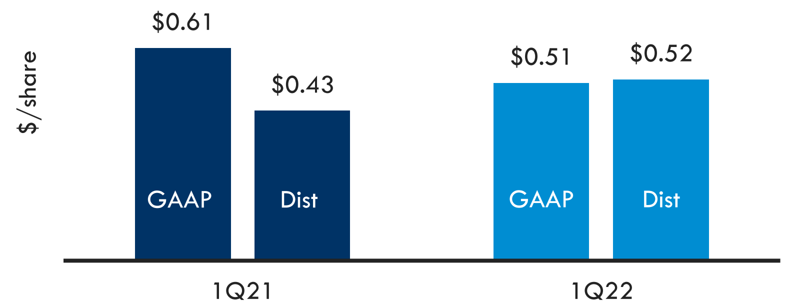
FINANCIAL RESULTS (1Q22)

Continued growth in Distributable EPS driven by both NII and Gain on Sale

Results, Unaudited[1] ($ in millions, except per share figures)	1Q22
GAAP Diluted EPS	$0.51
Distributable EPS	$0.52
Distributable NII	$42.5m
GAAP Gain on Sale and Fees	$21.7m

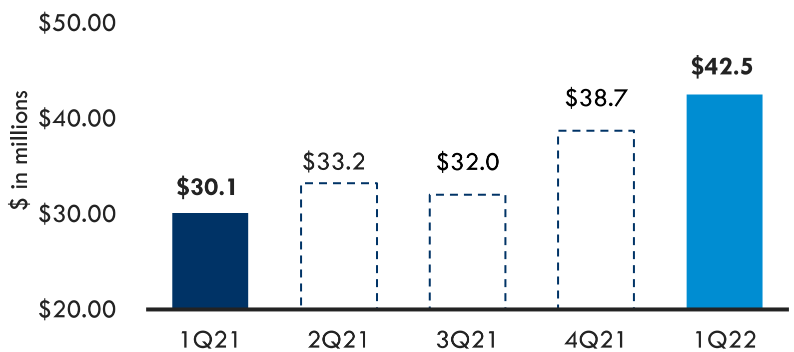
GAAP and Distributable EPS[1]

Dist EPS: +21% (YOY)



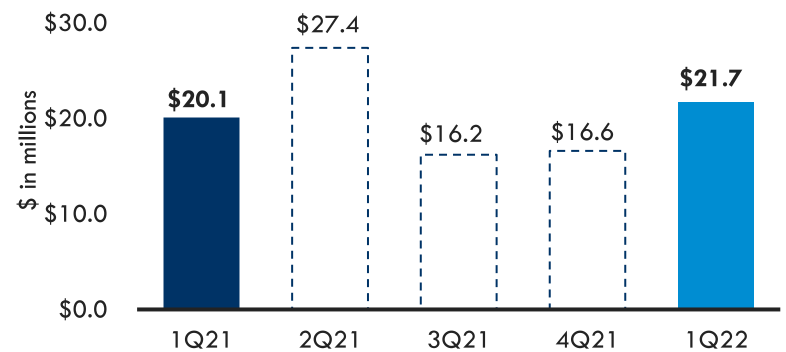
Distributable NII[1]

+41% (YOY)



Gain on Sale and Fees

+8% (YOY)



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

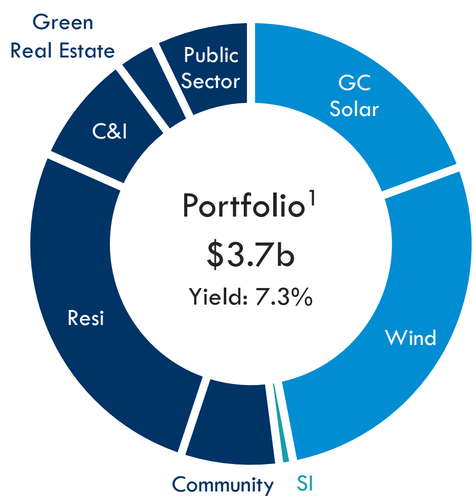
PORTFOLIO GROWS 28% (YOY) AND CONTINUES TO PERFORM

Markets[1]

Behind-the-Meter
Yield: 7.7%

Grid-Connected
Yield: 6.9%

Sustainable Infrastructure[2]
Yield: 7.0%



	Portfolio (%)[4]	Structural Seniority
Wind	27%	Preferred
Residential	26%	Preferred
GC Solar	19%	Super Senior or Preferred
C&I	8%	Senior or Preferred
Public Sector	7%	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

>320
Total Investments[3]

$12m
Average Investment[3]

18 yrs
WAVG Life

1) GAAP-based Portfolio, as of 3/31/22; 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 3/31/22
4) Total may not sum due to rounding

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RECENT AND EXPECTED PORTFOLIO GROWTH

Portfolio: +5% (QOQ)

Line Item	($m)[1]
Beginning Portfolio (12/31/2021)	$3,580
Funding of this quarter's investments	89
Funding of prior investments	74
Principal collections	(34)
Syndications and Securitizations[2]	(5)
Other	46
Ending Portfolio (3/31/22)	$3,750

Anticipated Funding Schedule[3]

Period	Closed Transactions
2022 (Remaining)	>$250m
FY23	>$425m
Total	>$675m

Portfolio growth through 2023 in part driven by previously closed investments[3]

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 (12/31/21)
3) Anticipated funding schedule for closed transactions subject to completion milestones

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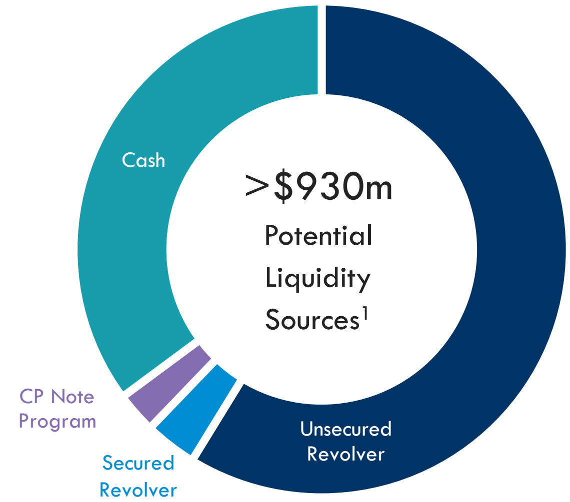
DURABLE AND FLEXIBLE FUNDING PLATFORM

Issued Carbon Count-Based Exchangeable Notes in April

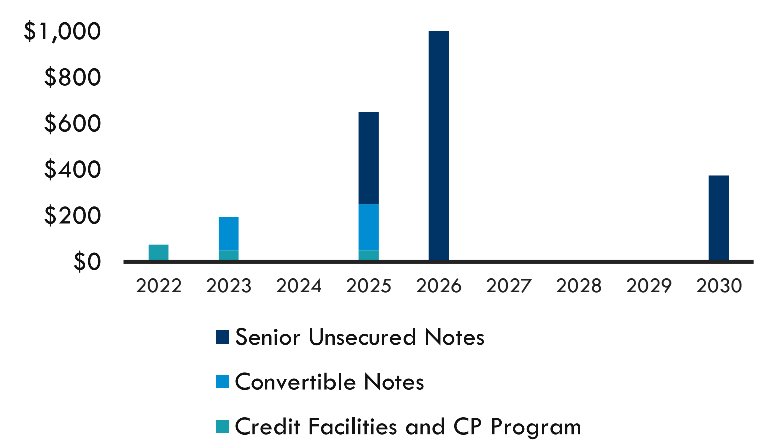
- Raised $200m by issuing high premium, exchangeable notes in April 2022
- The notes have a 0% coupon, 32.5% initial exchange premium, and 3.25% per annum principal accretion at redemption if equity conversion does not occur
- Matures in 2025



Conservative Leverage and Ample Liquidity

- Raised $50m of equity in 1Q 2022
- 1.6x debt to equity[2]
- Rating of BB+ by S&P and Fitch
- 96% of debt is fixed rate
- No material maturity until 2025[3]

Recourse Debt Maturities ($m)[1]



1) As of 3/31/22 pro forma for closing of CarbonCount-based exchangeable notes in 2Q22
2) Below previously communicated target limit of less than 2.5x
3) Our convertible notes, which mature in 2023 and 2025, may be settled in shares, so this does not necessarily reflect a cash need

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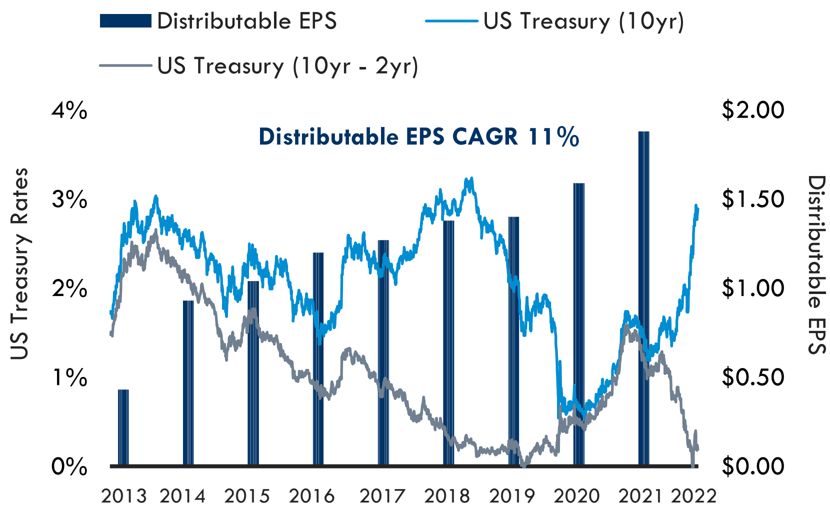
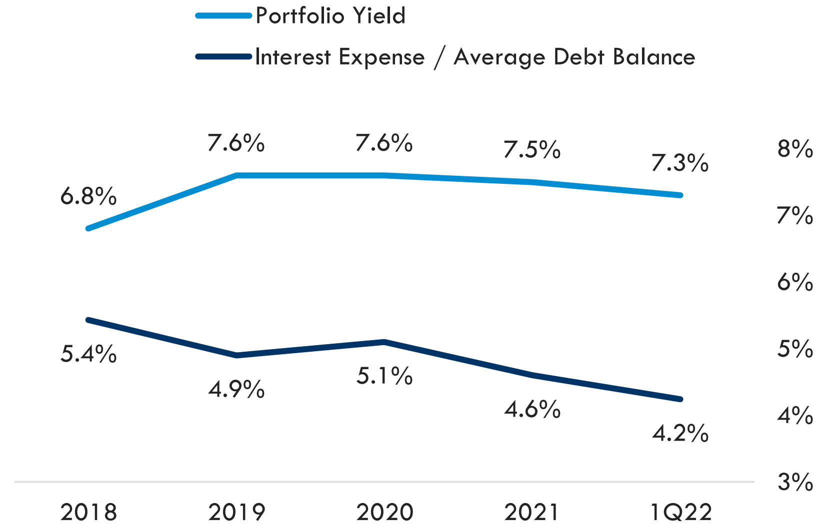
DISTRIBUTABLE EPS GROWTH ACROSS VARIETY OF INTEREST RATE MARKETS

Interest Rates[1] and Distributable EPS (“D-EPS”)



Portfolio Yield[2] vs. Cost of Debt[3]



We have delivered consistent earnings growth in a variety of interest rate environments

1) As of 5/2/22
2) See Appendix for an explanation of Portfolio Yield
3) Excludes incremental interest expense related to debt prepayments

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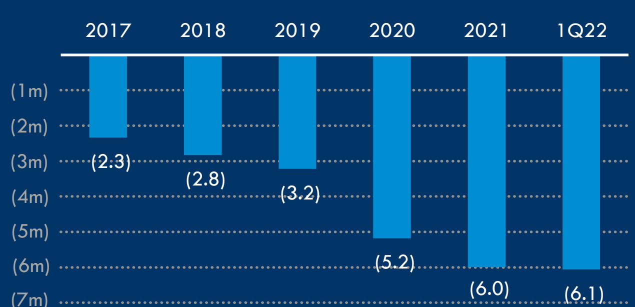
RECENT ESG ACTIVITY

E	Environmental	Advanced effort to improve CarbonCount methodology and promote as sustainability KPI across industries Named to Fast Company's Annual List of the World's Most Innovative Companies for 2022
S	Social	Advanced HA Foundation Climate Justice Initiatives with the Southface GoodUse Program, SEI Climate Corps Program, Groundswell's Baltimore Resilience Hubs, Rumie's Fix The Rules Campaign
G	Governance	Released 2021 Impact Report and Proxy

Carbon Emissions[1]

Carbon Count®: 0.2 (1Q22)

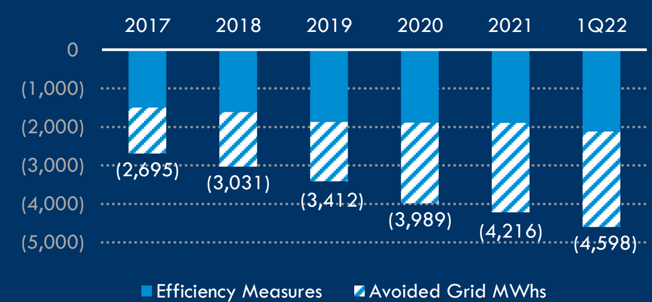
Cumulative Metric Tons of CO_2 Avoided Annually



Water Savings[2]

Water Count™: 1,153.7 (1Q22)

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 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.

STRONG RESULTS AND WELL-POSITIONED FOR THE FUTURE

1 Demonstrated Growth in a Variety of Macro Environments	• Distributable EPS: +21% (YOY) • Distributable NII: +41% (YOY)
2 Best-in-Class ESG Drives Strong Employee Retention	• Improves operating leverage • Enhances ability to continually solve client problems
3 Growing Pipeline and Strong Industry Drivers	• Pipeline >$4b in diverse markets with strong clients • Clean energy is the primary solution to address both national energy security and climate change

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APPENDIX

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 <20 bps cumulative credit losses since 2012[4]

Positive Credit Attributes

Asset Class	Portfolio (%) [6]	Structural Seniority	Obligor Credit
Wind	27%	Preferred	Typically IG corporates or utilities
Residential	26%	Preferred	>239k consumers WAVG FICO: "Very Good"[5]
GC Solar	19%	Super Senior or Preferred	Typically IG corporates or utilities
C&I	8%	Senior or Preferred	Typically IG corporates
Public Sector	7%	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

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 3/31/22 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.
4) Calculation represents credit losses as a percentage of cumulative originations, excluding equity method investments.
5) As of Q1 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 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, 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 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

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.

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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 March 31, 2022	For the Three Months Ended March 31, 2021
Revenue		
Interest income	$ 30,242	$ 25,100
Rental income	6,499	6,469
Gain on sale of receivables and investments	17,099	17,490
Fee income	4,636	2,636
Total revenue	**58,476**	**51,695**
Expenses		
Interest expense	26,652	27,582
Provision for loss on receivables	621	505
Compensation and benefits	14,929	15,210
General and administrative	7,138	4,884
Total expenses	**49,340**	**48,181**
Income before equity method investments	**9,136**	**3,514**
Income (loss) from equity method investments	47,566	54,481
Income (loss) before income taxes	**56,702**	**57,995**
Income tax (expense) benefit	(10,999)	(6,779)
Net income (loss)	**$ 45,703**	**$ 51,216**
Net income (loss) attributable to non-controlling interest holders	357	192
Net income (loss) attributable to controlling stockholders	**$ 45,346**	**$ 51,024**
Basic earnings (loss) per common share	$ 0.53	$ 0.65
Diluted earnings (loss) per common share	$ 0.51	$ 0.61
Weighted average common shares outstanding—basic	85,583,152	77,493,021
Weighted average common shares outstanding—diluted	89,052,167	86,866,581

BALANCE SHEET

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

	March 31, 2022	December 31, 2021
Assets		
Cash and cash equivalents	$ 133,323	$ 226,204
Equity method investments	1,871,168	1,759,651
Commercial receivables, net of allowance of $37 million and $36 million, respectively	1,320,507	1,298,529
Government receivables	116,183	125,409
Receivables held-for-sale	65,749	22,214
Real estate	359,867	356,088
Investments	16,501	17,697
Securitization assets	192,178	210,354
Other assets	146,253	132,165
Total Assets	**$ 4,221,729**	**$ 4,148,311**
Liabilities and Stockholders' Equity		
Liabilities:		
Accounts payable, accrued expenses and other	$ 90,895	$ 88,866
Credit facilities	100,464	100,473
Green commercial paper notes	75,172	50,094
Non-recourse debt (secured by assets of $567 million and $573 million, respectively)	424,441	429,869
Senior unsecured notes	1,774,900	1,762,763
Convertible notes	141,863	149,731
Total Liabilities	2,607,735	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 $0.01 per share, 450,000,000 shares authorized, 86,719,735 and 85,326,781 shares issued and outstanding, respectively	867	853
Additional paid in capital	1,783,938	1,727,667
Accumulated deficit	(181,282)	(193,706)
Accumulated other comprehensive income (loss)	(12,341)	9,904
Non-controlling interest	22,812	21,797
Total Stockholders' Equity	1,613,994	1,566,515
Total Liabilities and Stockholders' Equity	**$ 4,221,729**	**$ 4,148,311**

RECONCILIATION OF GAAP NET INCOME TO DISTRIBUTABLE EARNINGS

Reconciliation of our GAAP Net Income to Distributable Earnings

We have calculated our distributable earnings and provided a reconciliation of our GAAP net income to distributable earnings for the three months ended March 31, 2022 and 2021 in the tables below.

	For the three months ended March 31, 2022		For the three months ended March 31, 2021	
	(dollars in thousands, except per share amounts)			
	$	*per share*	*$*	*per share*
Net income attributable to controlling stockholders [(1)]	$ 45,346	$ 0.51	$ 51,024	$ 0.61
Distributable earnings adjustments:				
Reverse GAAP (income) loss from equity method investments	(47,566)		(54,481)	
Add equity method investments earnings	31,598		23,837	
Equity-based compensation charges	3,540		5,499	
Provision for loss on receivables	621		505	
Other adjustments [(2)]	12,195		7,794	
Distributable earnings [(3)]	**$ 45,734**	**$ 0.52**	**$ 35,677**	**$ 0.43**

(1) The per share amounts represent 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, 2022 and 2021, are based on 87,206,540 shares and 82,561,956 shares outstanding, 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 issuance in our distributable earnings per share 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. To the extent a convertible note is converted during the period, we include its dilution using the treasury stock method until the date of conversion, after which we include the shares issued upon conversion. 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.

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RECONCILIATION OF GAAP-BASED NII TO DISTRIBUTABLE NII

	Three months ended March 31,	
	2022	2021
	(in thousands)	
Interest income	$ 30,242	$ 25,100
Rental income	6,499	6,469
GAAP-based investment revenue	36,741	31,569
Interest expense	26,652	27,582
GAAP-based net investment income	10,089	3,987
Equity method earnings adjustment (1)	31,598	23,837
(Gain) loss on debt modification or extinguishment (2)	—	1,499
Amortization of real estate intangibles (3)	771	772
Distributable net investment income	**$ 42,458**	**$ 30,095**

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

(2) Adds back losses related to debt prepayments included in interest expense in our income statement.

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

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ADDITIONAL GAAP TO NON-GAAP RECONCILIATIONS

The table below provides a reconciliation of the Other adjustments:

	For the Three Months Ended March 31, 2022	2021
	(in thousands)	
Other adjustments		
Amortization of intangibles [1]	$ 839	$ 823
Non-cash provision (benefit) for income taxes	10,999	6,779
Net income attributable to non-controlling interest	357	192
Other adjustments	**$ 12,195**	**$ 7,794**

(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, 2022	2021
	(in thousands)	
GAAP SG&A expenses		
Compensation and benefits	$ 14,929	$ 15,210
General and administrative	7,138	4,884
Total SG&A expenses (GAAP)	**$ 22,067**	**$ 20,094**
Distributable SG&A expenses adjustments:		
Non-cash equity-based compensation charge [1]	$ (3,540)	$ (5,499)
Amortization of intangibles [2]	(68)	(51)
Distributable SG&A expenses adjustments	(3,608)	(5,550)
Distributable SG&A expenses	**$ 18,459**	**$ 14,544**

(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, 2022	December 31, 2021
	(dollars in millions)	
Equity method investments	$ 1,871	$ 1,760
Commercial receivables, net of allowance	1,321	1,299
Government receivables	116	125
Receivables held-for-sale	66	22
Real estate	360	356
Investments	16	18
GAAP-Based Portfolio	3,750	3,580
Assets held in securitization trusts	5,286	5,199
Managed assets	**$ 9,036**	**$ 8,779**

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