

# SECOND QUARTER 2019 EARNINGS CONFERENCE CALL

August 1, 2019



#### Disclaimer

This presentation contains certain statements that may include "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. All statements, other than statements of historical fact, included herein are "forward-looking statements."

Although CorEnergy believes that the expectations reflected in these forward-looking statements are reasonable, they do involve assumptions, risks and uncertainties, and these expectations may prove to be incorrect. Actual results could differ materially from those anticipated in these forward-looking statements as a result of a variety of factors, including those discussed in CorEnergy's reports that are filed with the Securities and Exchange Commission. You should not place undue reliance on these forward-looking statements, which speak only as of the date of this presentation.

Other than as required by law, CorEnergy does not assume a duty to update any forward-looking statement. In particular, any distribution paid in the future to our stockholders will depend on the actual performance of CorEnergy, its costs of leverage and other operating expenses and will be subject to the approval of CorEnergy's Board of Directors and compliance with leverage covenants.



## **Recent Developments**

- Declared \$0.75 dividend for second quarter 2019, in line with previous
   15 dividends
- MoGas Pipeline FERC rate case nearing conclusion

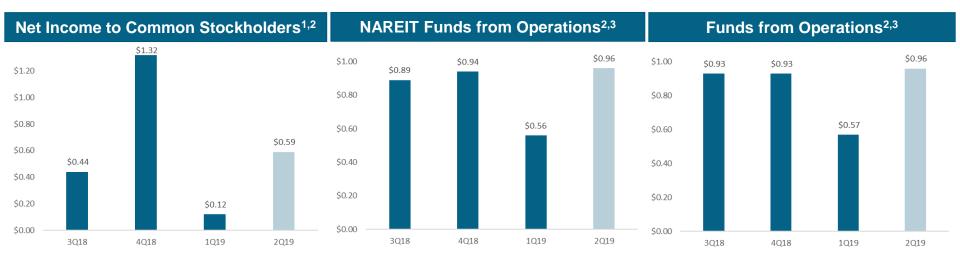


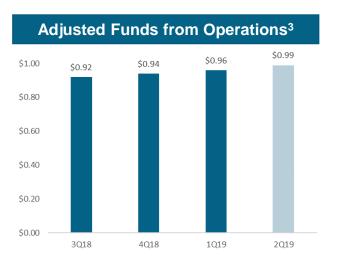
### MoGas Pipeline

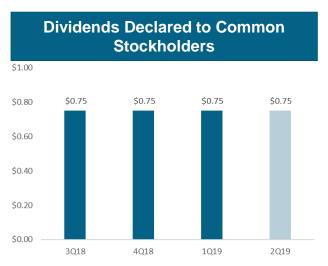
- In March 2017, MoGas entered into a new 13-year services agreement with its largest customer, resulting in an expected \$4.5 million reduction in revenues, annually. Prior to the new agreement, MoGas annual revenues were ~\$16 million.
  - CorEnergy anticipated, through a number of initiatives, it could offset at least \$3
    million of the reduction in revenues.
- On May 31, 2018, MoGas Pipeline filed a FERC rate case, seeking to:
  - Recover increases in capital, operating and maintenance expenditures,
  - Mitigate for a decrease in volume from a lost firm transportation contract,
  - Mitigate for the substantial decrease in revenue from its largest customer, and
  - Reflect changes in the corporate income tax rate associated with the 2017 Tax
     Cuts and Jobs Act
- The proposed rates went into effect December 1, 2018, subject to a refund upon final ruling
- In 2Q19, MoGas and all intervenors agreed in principle to new rates designed to provide ~\$14.8 million in annual revenues
  - The settlement is pending final order by the Commission



#### Diluted Common Share Financial Metrics







- Fourth quarter 2018 Net Income to Common Stockholders includes \$11.7 million gain on sale of leased property, net
- First quarter 2019 Net Income to Common Stockholders, NAREIT Funds from Operations, and Funds from Operations include \$5.0 million loss on extinguishment of debt from the January 2019 convertible debt exchange
- The Company provides non-GAAP performance measures utilized by REITs, including NAREIT Funds From Operations ("NAREIT FFO"), Funds from Operations ("FFO") and Adjusted Funds from Operations ("AFFO").

  We have historically presented a measure of FFO derived by further adjusting NAREIT FFO for distributions received from investment securities, income tax expense, net, and net distributions and dividend income.

  Management uses AFFO as a measure of long-term sustainable operational performance. See slides 9 to 10 for a reconciliation of NAREIT FFO, FFO and AFFO, as presented, to Net income attributable to CORR common stockholders.



# Balance sheet poised for portfolio growth in 2019

Capital Structure				
(\$ in millions)	June 30, 2019			
Secured Credit Facilities, gross of issuance costs	\$35.7			
Convertible Debt, proceeds gross of fees	\$69.6			
Total Debt	\$105.3			
Preferred Stock	\$125.5			
Common Stock	\$349.2			
Total Equity	\$474.7			
Total Capitalization	\$580.0			

Liquidity				
(in millions)	June 30, 2019			
Cash	\$58.8			
Revolver availability	123.2			
Total liquidity	\$182.0			

	Target Range	June 30, 2019
Total Debt/Total Capitalization	25-50%	18.2%
Preferred/Total Equity	33%	26.4%



#### 2019 Initiatives

#### **CorEnergy anticipates:**

- Completing one to two acquisitions
- Continued strengthening of the balance sheet through deleveraging focused on debt and preferred equity repurchases



# **APPENDIX**

## Non-GAAP Financial Metrics: FFO/AFFO Reconciliation

	For the Three Months Ended			
		June 30, 2019		June 30, 2018
Net Income attributable to CorEnergy Stockholders	\$	9,824,926	\$	7,810,849
Less:				
Preferred Dividend Requirements		2,313,780		2,396,875
Net Income attributable to Common Stockholders	\$	7,511,146	\$	5,413,974
Add:				
Depreciation		5,511,274		6,139,171
NAREIT funds from operations (NAREIT FFO)	\$	13,022,420	\$	11,553,145
Add:				
Distributions received from investment securities		285,259		55,714
Less:				
Net distributions and other income		285,259		55,714
Net realized and unrealized loss on other equity securities		_		(881,100)
Income tax (expense) benefit from investment securities		(6,912)		220,500
Funds from operations adjusted for securities investments (FFO)	\$	13,029,332	\$	12,213,745



## Non-GAAP Financial Metrics: FFO/AFFO Reconciliation (cont.)

		For the Three Months Ended		
	Ju	ne 30, 2019	June 30, 2018	
Add:				
Transaction costs		88,611	24,615	
Amortization of debt issuance costs		281,630	353,637	
Amortization of deferred lease costs		22,983	22,983	
Accretion of asset retirement obligation		110,993	127,928	
Less:				
Income tax (expense) benefit		(55,787)	394,349	
Adjusted funds from operations (AFFO)	\$	13,589,336	\$ 12,348,559	
Weighted Average Shares of Common Stock Outstanding:				
Basic		12,811,171	11,928,297	
Diluted		14,934,886	15,382,843	
NAREIT FFO attributable to Common Stockholders				
Basic	\$	1.02	\$ 0.97	
Diluted <sup>(1)</sup>	\$	0.96	\$ 0.89	
FFO attributable to Common Stockholders				
Basic	\$	1.02	\$ 1.02	
Diluted (1)	\$	0.96	\$ 0.94	
AFFO attributable to Common Stockholders				
Basic	\$	1.06	\$ 1.04	
Diluted <sup>(2)</sup>	\$	0.99	\$ 0.93	

<sup>2)</sup> Diluted per share calculations include a dilutive adjustment for convertible note interest expense.



<sup>1)</sup> Diluted per share calculations include dilutive adjustments for convertible note interest expense, discount amortization and deferred debt issuance amortization.



