



FISCAL YEAR 2018 EARNINGS CONFERENCE CALL

FEBRUARY 28, 2019



CORR
LISTED
NYSE

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

- Sold the Portland Terminal and remaining interest in the Joliet Terminal to Zenith Energy for \$61 million
- Exchanged \$43.8 million face value of 7% Convertible Senior Notes for an aggregate of 837,040 shares of common stock and \$19.8 million in cash
- Repurchased \$4.5 million par value of 7.375% Series A Preferred Stock
- Declared \$0.75 dividend for fourth quarter 2018, in line with previous 13 dividends

Asset Updates



Grand Isle Gathering System

- The GIGS tenant was purchased by the privately-held Gulf of Mexico operator, Cox Oil, in October 2018
 - The tenant continues to utilize the system and make timely rent payments under the new owner



Pinedale Liquids Gathering System

- CORR collected participating rents of ~\$4.3 million in 2018
 - These additional cash flows are expected to be utilized for balance sheet deleveraging and / or reinvestment in asset acquisitions
- Ultra Petroleum has announced its focus on vertical drilling and has taken steps to strengthen its balance sheet and improve liquidity



MoGas Pipeline

- CORR filed a rate case with the Federal Regulatory Commission (FERC) in May 2018
- Proposed rates went into effect on December 1, 2018, subject to refund upon final ruling
- The case remains ongoing



Omega Pipeline

- Omega is identifying potential projects, in addition to those for the utility energy services contract for Fort Leonard Wood



Portland Terminal & Interest in Joliet Terminal

- CORR sold the Portland Terminal to its tenant, Zenith Energy, as well as the remaining interest in the Joliet Terminal, in December 2018 for an aggregate consideration of \$61 million

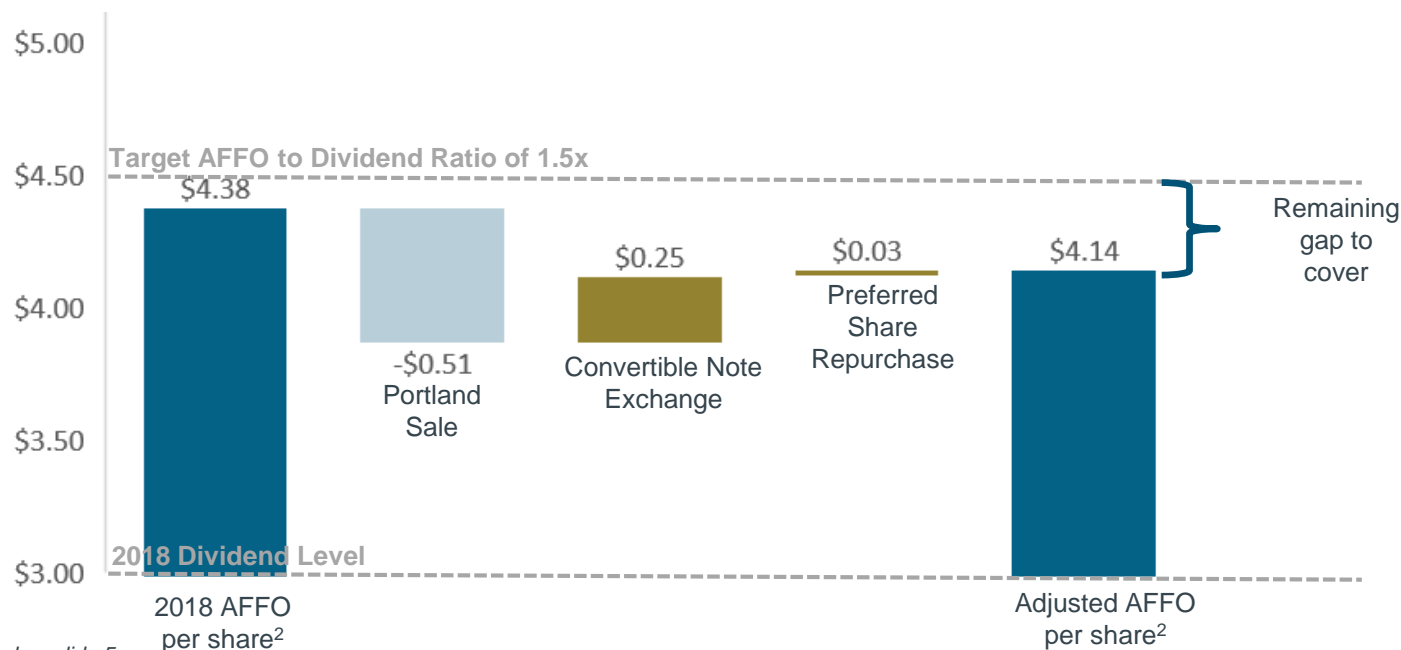
Annualized Financial Implications of Recent Transactions

	Income Statement		Balance Sheet	
	Increase	Decrease	Increase	Decrease
Sale of Portland Terminal & Joliet Terminal Holdings to Zenith Energy				
Lease Revenue		~\$6.2 million	Leased Property	~\$51.7 million
Depreciation		~\$1.2 million	Accumulated Depreciation	~\$6.0 million
			Cash	~\$61.0 million
Convertible Debt Exchange				
Interest Expense		~\$3.1 million	Convertible Debt, face amount	~\$43.8 million
Management Fee Expense		~\$198,000	Cash	~\$19.8 million
Expected Common Dividend Payments	~\$2.5 million		Common Equity & Additional Paid in Capital	~\$23.8 million
			Common Shares	837,040 shares
Accumulative Preferred Stock Repurchases				
Preferred Dividend Requirements		~\$332,000	Preferred Equity, par amount	~\$4.5 million
			Cash	~\$4.3 million

Dividend Coverage & Outlook

- CORR targets an AFFO to dividend ratio of 1.5x which reserves liquidity for reinvestment in new assets and / or debt repayment, in order to maintain our long-term earnings and dividend paying capacity.
- CORR believes its **\$3.00 dividend is sustainable**
 - Downside from reduced revenues as a result of the sale of the Portland Terminal are expected to be adequately offset by:
 - Future asset acquisitions,
 - Repurchases of convertible debt, and / or
 - Repurchases of preferred shares

AFFO Implications of Recent Transactions¹



1) Transactions discussed on slide 5

2) Adjusted for effects of MoGas GAAP Accounting, see 10-K for additional discussion

Focus on Financial Strengthening

- November 2018 - January 2019:**
 Repurchased 180,273 shares of 7.375% Preferred Stock (~\$4.5 million par value) for ~\$4.3 million
- January 2019:** Exchanged ~\$43.8 million face value of 7% Convertible Notes for 837,040 shares of common stock and ~\$19.8 million in cash

Capital Structure			
(\$ in millions)		December 31, 2018	As Adjusted ¹
Secured Credit Facilities, gross of issuance costs		\$37.5	\$37.5
Convertible Debt, proceeds gross of fees		\$114.0	\$70.2
Total Debt		\$151.5	\$107.7
Preferred Stock		\$125.6	\$125.5
Common Stock		\$329.6	\$353.4
Total Equity		\$455.1	\$478.9
Total Capitalization		\$606.6	\$586.6
	Target Range	December 31, 2018	As Adjusted ¹
Total Debt/Total Capitalization	25-50%	25.0%	18.4%
Preferred/Total Equity	33%	27.6%	26.2%

Liquidity		
(in millions)	December 31, 2018	As Adjusted ¹
Cash	\$69.3	\$54.4
Revolver availability	122.7	122.7
Total liquidity	\$192.0	\$177.1

Balance sheet prepared for portfolio growth in 2019

1) Includes the impact of (i) the receipt of the \$5 million payment on the Portland Terminal sale promissory note, (ii) the convertible debt exchange transaction on January 16, 2019 and (iii) additional preferred stock repurchases in January 2019.

CORR within Global Listed Infrastructure

“The listed market offers an increasingly popular way to access infrastructure assets, combining key investment attributes of private infrastructure with the benefits of liquidity and daily pricing.”

- Cohen & Steers¹

Infrastructure Business Characteristics¹:

- Long-lived real assets
- High barriers to entry
- Stable cash flows
- Inelastic demand

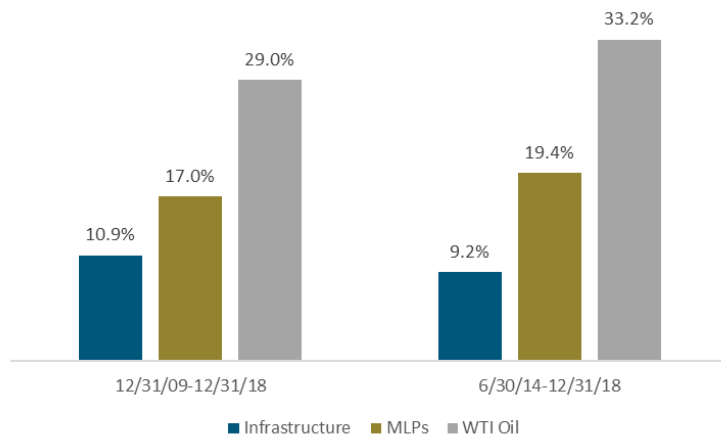
Compelling Investment Characteristics¹:

- Equity-like returns
- Reduced volatility
- Downside protection

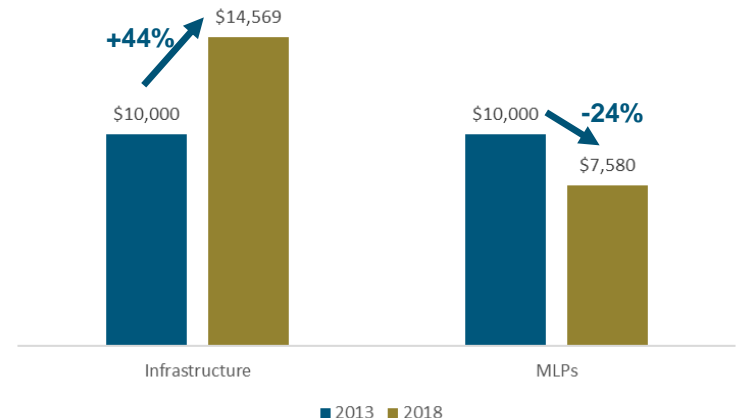
Listed vs. Private Infrastructure¹:

- Business characteristics similar to direct investments
- Relative liquidity advantage
- Moderate leverage
- Potential diversification benefits
- Access to themes not always available through private investments

Listed Infrastructure Volatility vs. MLPs & Oil²



5-Year Income Growth of Infrastructure vs. MLPs²



1) “The Case for Global Listed Infrastructure”, Cohen & Steers, June 2018.

2) “MLP Reality Check Update: Infrastructure Continues to Deliver Stable Income with Lower Volatility”, CBRE Clarion Securities, February 2019.

2019 Focus on Portfolio Growth

CORR Disciplined Investment Criteria

Asset Fundamentals

- Long-lived assets, critical to tenant operations
- High barriers to entry with strategic locations
- Contracts provide predictable revenue
- Limited sensitivity to price/volume changes



Investment Characteristics

- High cash flow component to total return
- Attractive potential risk-adjusted returns
- Diversification vs. other asset classes
- Potential inflation protection

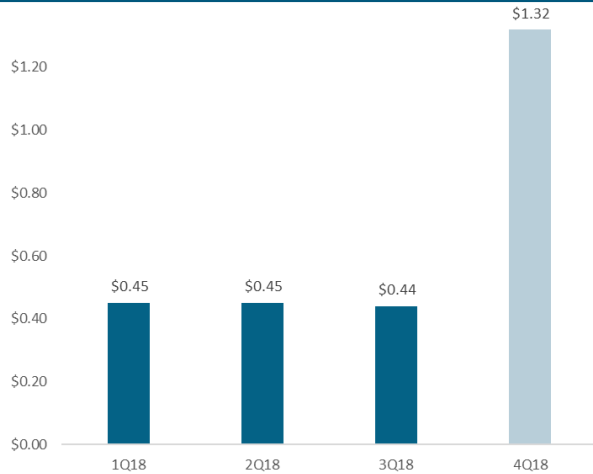
- In 2018, CORR engaged in multiple deep-dive reviews of assets for acquisition
- Counterparties motivated by evolving capital strategies, focused on discipline
- Assets reviewed are primarily pipeline and storage terminals, vary by commodity and geography

Targeting one to two acquisitions in 2019, \$50-\$250 million in size

APPENDIX

Diluted Common Share Financial Metrics

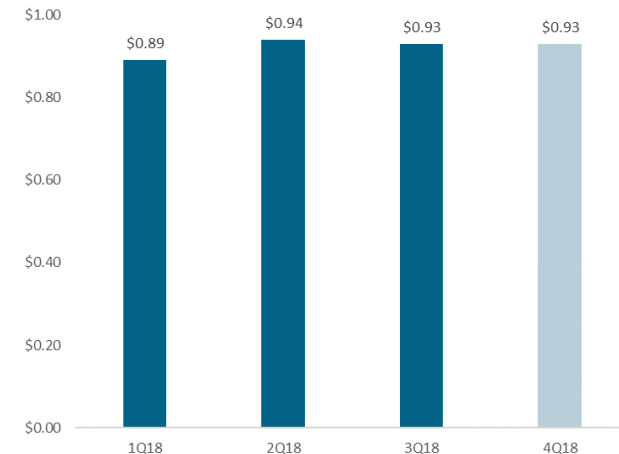
Net Income to Common Stockholders¹



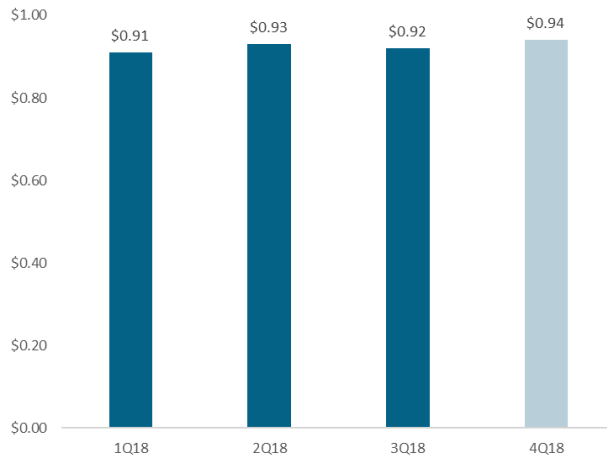
NAREIT Funds from Operations²



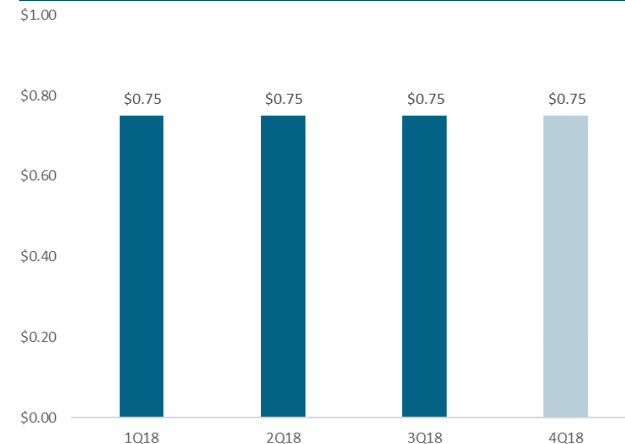
Funds from Operations²



Adjusted Funds from Operations²



Dividends Declared to Common Stockholders



1) Fourth quarter 2018 Net Income to Common Stockholders includes \$11.7 million gain on sale of leased property, net

2) 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"). Due to legacy investments that we hold, 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 12 to 14 for a reconciliation of NAREIT FFO, FFO and AFFO, as presented, to Net income attributable to CORR common stockholders for fiscal years ended 2018, 2017, and 2016 and refer to Item 7 in the 2018 10-K for quarterly data.

Non-GAAP Financial Metrics: FFO/AFFO Reconciliation

NAREIT FFO, FFO Adjusted for Securities Investment and AFFO Reconciliation (Unaudited)

	For the Years Ended December 31,		
	2018	2017	2016
Net Income attributable to CorEnergy Stockholders	\$43,711,876	\$32,602,790	\$29,663,200
Less:			
Preferred Dividend Requirements	9,548,377	7,953,988	4,148,437
Net Income attributable to Common Stockholders	\$34,163,499	\$24,648,802	\$25,514,763
Add:			
Depreciation	24,355,959	23,292,713	21,704,275
Less:			
Gain on the sale of leased property, net	11,723,257	—	—
Non-Controlling Interest attributable to NAREIT FFO reconciling items	—	1,632,546	1,645,819
NAREIT funds from operations (NAREIT FFO)	\$46,796,201	\$46,308,969	\$45,573,219
Add:			
Distributions received from investment securities	106,795	949,646	1,028,452
Income tax expense (benefit) from investment securities	(682,199)	1,000,084	760,036
Less:			
Net distributions and dividend income	106,795	680,091	1,140,824
Net realized and unrealized gain (loss) on other equity securities	(1,845,309)	1,531,827	824,482
Funds from operations adjusted for securities investments (FFO)	\$47,959,311	\$46,046,781	\$45,396,401

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

	<u>For the Years Ended December 31,</u>		
	<u>2018</u>	<u>2017</u>	<u>2016</u>
Add:			
Loss of extinguishment of debt	—	336,933	—
Provision for loan (gain) loss, net of tax	(36,867)	—	4,409,359
Transaction costs	521,311	592,068	520,487
Amortization of debt issuance costs	1,414,457	1,661,181	2,025,478
Amortization of deferred lease costs	91,932	91,932	91,932
Accretion of asset retirement obligation	499,562	663,065	726,664
Non-cash (gain) loss associated with derivative instruments	—	33,763	(75,591)
Loss on settlement of ARO	310,941	—	—
Less:			
Non-cash settlement of accounts payable	—	221,609	—
Income tax (expense) benefit	1,736,527	(1,345,234)	619,349
Non-Controlling Interest attributable to AFFO reconciling items	—	13,154	37,113
Adjusted funds from operations (AFFO)	<u>\$49,024,120</u>	<u>\$50,536,194</u>	<u>\$52,438,268</u>

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

	For the Years Ended December 31,		
	2018	2017	2016
Earnings Per Common Share:			
Basic	\$2.86	\$2.07	\$2.14
Diluted	\$2.79	\$2.07	\$2.14
Weighted Average Shares of Common Stock Outstanding:			
Basic	11,935,021	11,900,516	11,901,985
Diluted	15,389,180	15,355,061	15,368,370
NAREIT FFO attributable to Common Stockholders			
Basic	\$3.92	\$3.89	\$3.83
Diluted ⁽¹⁾	\$3.61	\$3.59	\$3.54
FFO attributable to Common Stockholders			
Basic	\$4.02	\$3.87	\$3.81
Diluted ⁽¹⁾	\$3.69	\$3.57	\$3.53
AFFO attributable to Common Stockholders			
Basic	\$4.11	\$4.25	\$4.41
Diluted ⁽²⁾	\$3.70	\$3.81	\$3.93

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

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

