HASI

Investing in Climate Solutions®

Earnings Presentation

Third Quarter 2024

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 filed for the year ended December 31, 2023 (the “Form 10-K”) 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 impact of the Inflation Reduction Act (“IRA”) and on the U.S., regional and global economies, the U.S. climate solutions market and the broader financial markets. 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.

Forward-looking statements are based on beliefs, assumptions and expectations as of September 30, 2024. 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) disruptions to the renewable energy supply chain that may result from changes in the regulatory environment and other factors; (vii) the general interest rate and market environment; (viii) the impact of the Inflation Reduction Act on our industry and our business; (ix) the impact of our revocation of our REIT election; (x) and our ability to expand into new climate solutions markets. All guidance is based on current expectations regarding 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. The Company has not provided GAAP guidance as forecasting a comparable GAAP financial measure, such as net income, would require that the Company apply the HLBV method to these investments. In order to forecast under the HLBV method, the Company would be required to make various assumptions related to expected changes in the net asset value of the various entities and how such changes would be allocated under HLBV. GAAP HLBV earnings over a period of time are very sensitive to these assumptions especially in regard to when a partnership transaction flips and thus the liquidation scenarios change materially. The Company believes that these assumptions would require unreasonable efforts to complete and if completed, the wide variation in projected GAAP earnings based upon a range of scenarios would not be meaningful to investors. Accordingly, the Company has not included a GAAP reconciliation table related to any adjusted earnings guidance. We disclaim any obligation to update, or publicly release the results of any update or revisions to, these forward-looking statements, including to reflect 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”). Additional information concerning these non-GAAP financial measures as well as reconciliations of such non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix herein. Estimated carbon emission 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 carbon dioxide 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.

Q3 2024 Highlights

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$1.2b Transactions Closed YTD[1]	**~10.5%** New Asset Yield YTD[2]	**$0.52** Q3 Adjusted EPS[5]
$13.1b Managed Assets[3]	**8.1%** Portfolio Yield[4]	**($0.17)** Q3 GAAP EPS[6]

2024 – 2026 Guidance Affirmed[7]

1. YTD through 9/30/24
2. Represents yields on new portfolio investments only; excludes follow-on investments of previous transactions
3. As of 9/30/24. See Appendix for definition of Managed Assets
4. Portfolio Yield as of 9/30/24. Refers solely to portfolio assets. See Appendix for definition of Portfolio Yield
5. See Appendix for an explanation of Adjusted Earnings and Earnings per Share (EPS), including reconciliations to the relevant GAAP measures
6. On a fully diluted basis
7. See Slide 20 for further detail on guidance

Clean Energy Investment is Driven by Economics not Politics

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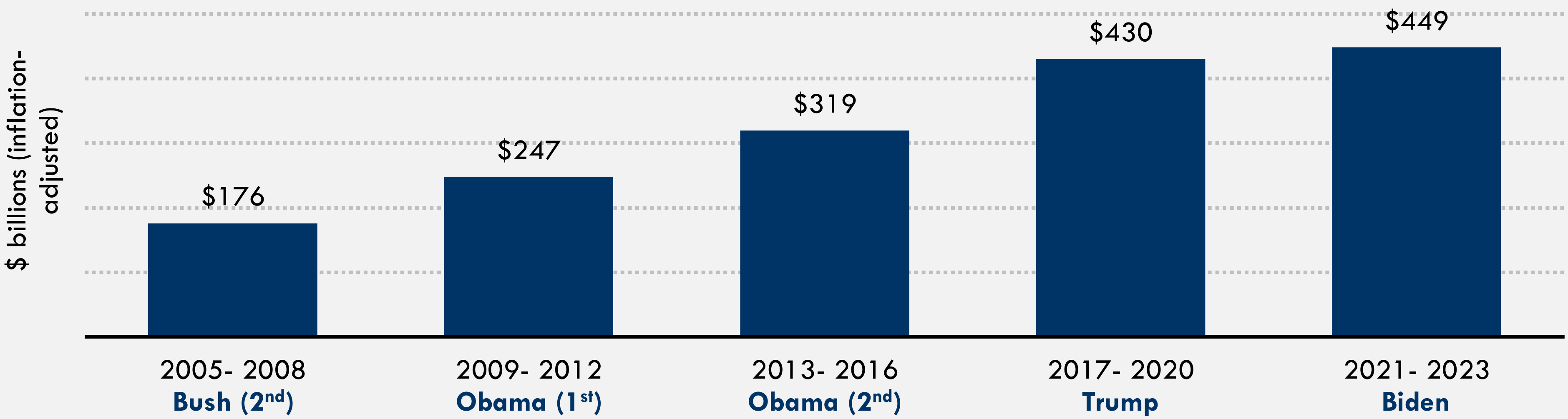
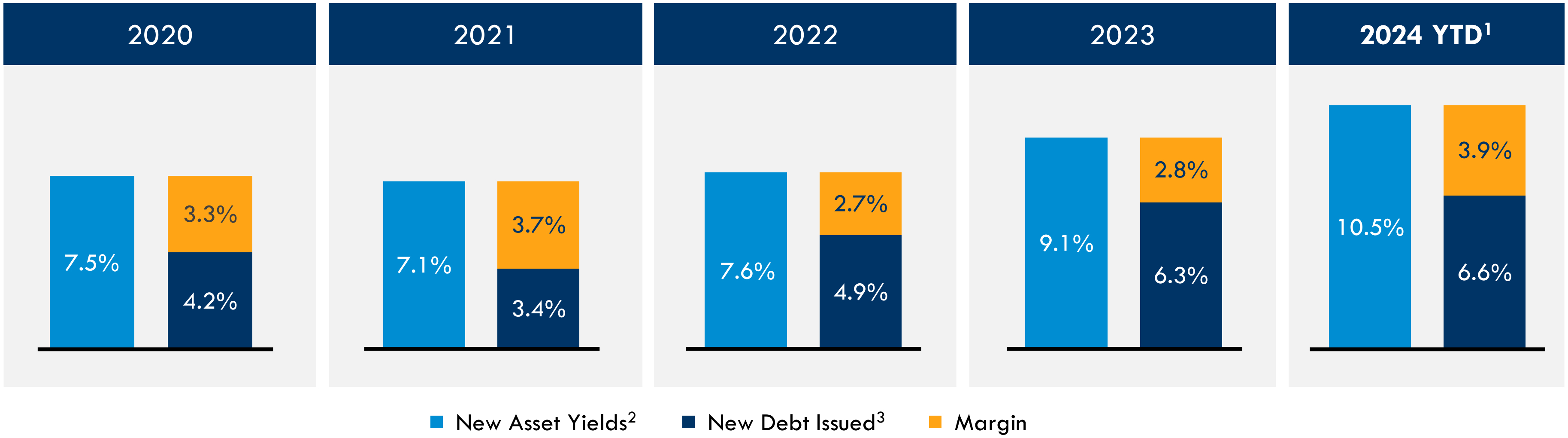
U.S. Energy Transition Investment by Presidential Term[1]



By Congressional District/Presidential Vote	Republican	Democrat
Renewable electric generating capacity deployed[2]	174 GW	170 GW
Clean energy investments announced after passage of the IRA[3]	$269b	$77b

1. BNEF's "Energy Transition Investment Trends 2024" Only captures the first three years of Biden's four-year presidential term, given the fourth year has not been completed
2. By state based on Presidential vote in 2020. Represents solar and wind power and excludes hydro. Solar from Solar Energy Industry's Association "Solar State by State" through the end of Q2 2024; wind from DoE's EERE's "U.S. Installed and Potential Wind Power Capacity and Generation" through the end of Q1 2024
3. By Congressional district. Announced investments through 3/31/24. Source: Rhodium Group, MIT Center for Energy and Environmental Policy Research

Resilient Margins in all Interest Rate Environments



Adjusted EPS Y/Y Growth	11%	21%	11%	7%	8%[1]

Annual Average Yield:	0.9%	1.4%	3.0%	4.0%	4.2%[1]

1. YTD through 9/30/24
2. Represents yields on new portfolio investments only; excludes follow-on investments of previous transactions
3. Excludes revolver and commercial paper and includes hedged interest rates

Key Updates

Margins	CCH1	SunStrong
New asset yields ~10.5%[1]	Additional investments have been funded	New JV partner has closed purchase of Sunpower's stake
Publicly-listed bonds trading with yields <6.5%	Partnership progressing as planned	Assets continue to perform as expected

1. Represents yields on new portfolio investments only; excludes follow-on investments of previous transactions

Well-Diversified Pipeline Continues to Support Our Growth Outlook

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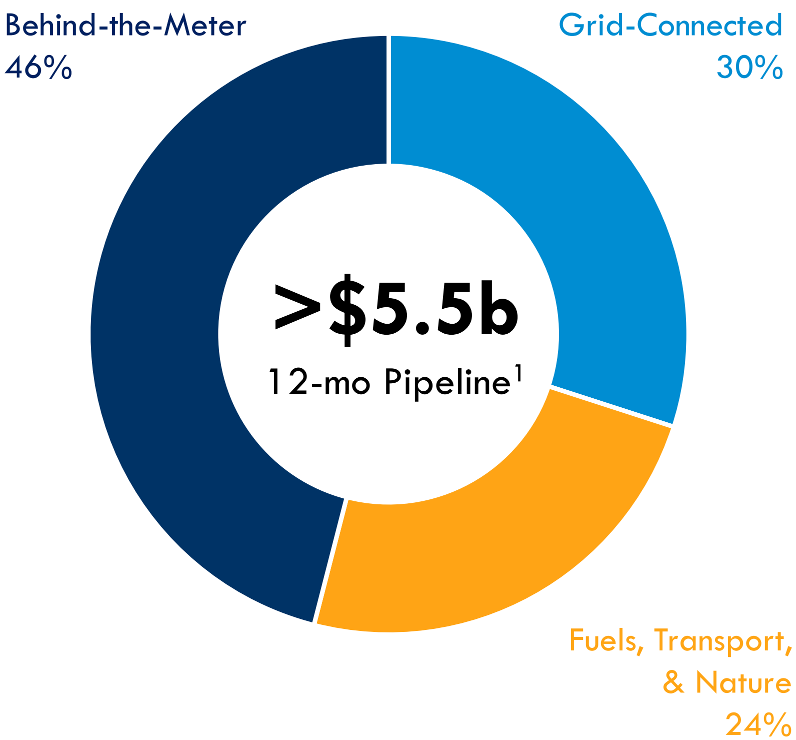

- ~10 new clients expected in 2024
- Projects in our pipeline have typically completed development, reducing risk of delays or changes in presidential administration
- Continued meaningful growth in RNG

1. As of 9/30/24

$1.2b of Transactions Closed YTD with Managed Assets Up to $13.1b

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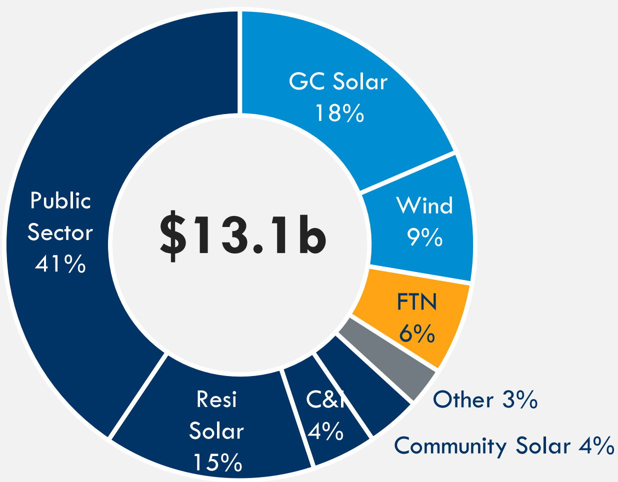
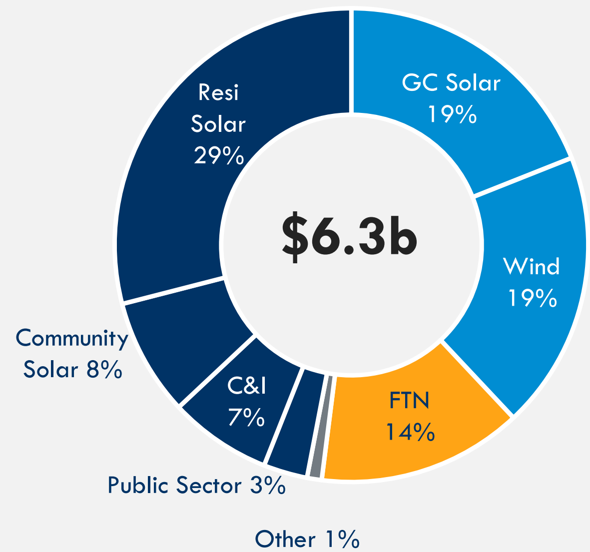
Managed Assets up 14% Y/Y[1]



Portfolio up 15% Y/Y[2]

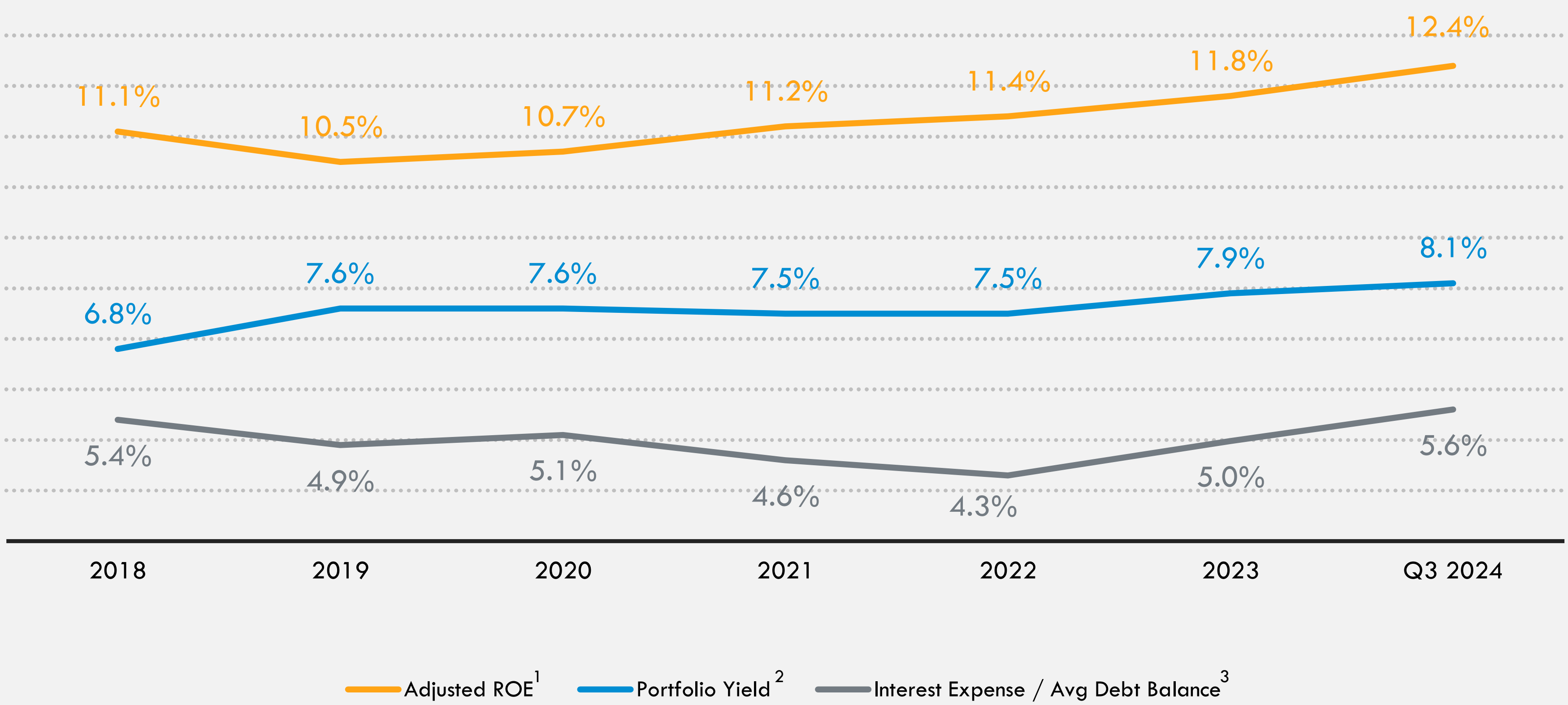


Closed Transactions YTD[3]	$1.2b
Public Sector	25%
FTN	17%
Resi Solar	14%
GC Solar	13%
Community Solar	10%
C&I	7%
Other[4]	15%

- On track for ~$2b of new transactions in 2024
- Portfolio growth YTD reflects $400m of rotation out of assets yielding <6.5%, at a gain

1. As of 9/30/24. Managed Assets incudes (1) the Portfolio, (2) investments managed off-balance sheet in securitization trusts, and (3) investments managed for CCH1. See Appendix for complete definition
2. As of 9/30/24. GAAP-based Portfolio refers to all investments held on balance sheet
3. YTD through 9/30/24. Numbers may not sum to 100% due to rounding
4. Largely represents the securitization of a decommissioning payment

Effectively Navigating a Higher Interest Rate Environment



Gain on sale contributing to higher ROE 2024 YTD

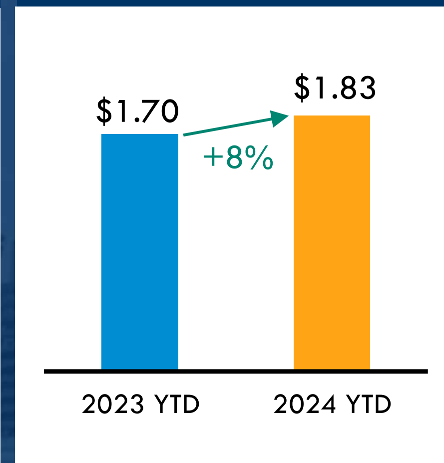
1. Adjusted ROE is calculated using Adjusted Earnings for the period and the average ending quarterly balances for the period. Refer to reconciliation of GAAP Earnings to Adjusted Earnings
2. As of the end of each period. For explanation of Portfolio Yield, see Appendix
3. Excludes incremental interest expense related to debt prepayments. Shown here as a % of average debt balance

Q3 Income Statement Detail

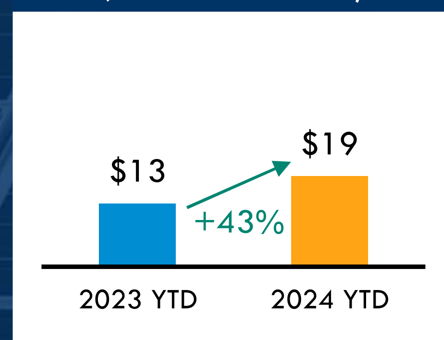
	3Q23	3Q24
GAAP Diluted EPS	$0.20	($0.17)
Adjusted EPS[1]	$0.62	$0.52
GAAP NII	$17.0m	$4.8m
Adjusted NII[1]	$58.8m	$65.1m
Gain on Sale, Fees and Securitization Income	$29.5m	$17.8m
Adjusted ROE[2]	13.4%	10.8%

Adjusted Net Investment Income[1]

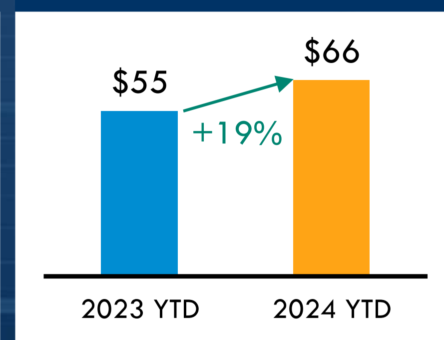
Adjusted EPS[1]



Recurring Capital Light Income (Securitization Income)



Upfront Capital Light Income (Gain on Sale & Fees)



1. See Appendix for explanation of Adjusted Net Investment Income and Adjusted Earnings, including reconciliations to the relevant GAAP measures.
2. Adjusted ROE is calculated using Adjusted Earnings for the period and the beginning and ending equity balances for the period. Refer to reconciliation of GAAP Earnings to Adjusted Earnings.

Ample Liquidity to Invest in Our Pipeline

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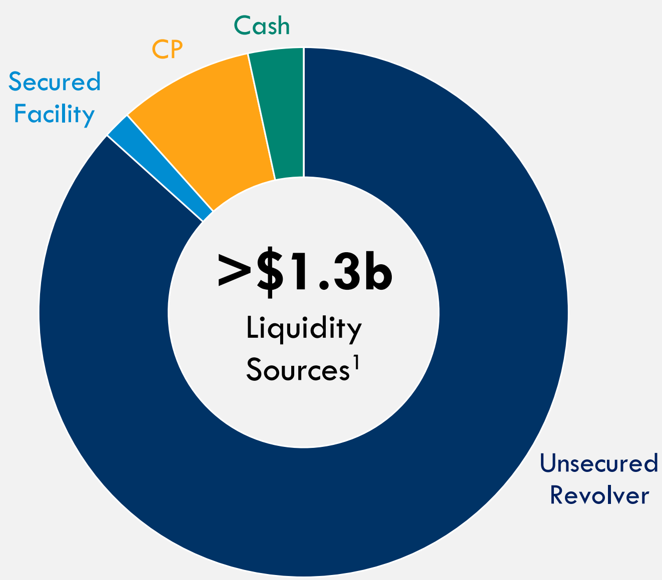
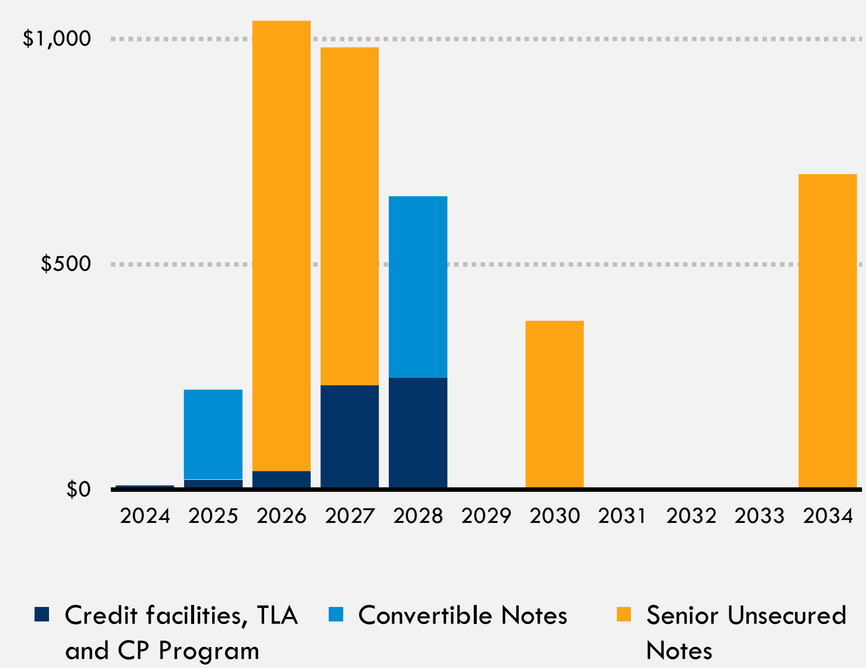
Revolver Largely Undrawn



Debt Maturities Extend out to 2034[1]



1.8x Debt-to-Equity ratio (within 1.5-2.0 target)
100% of debt fixed or hedged[2]

BBB-/Baa3/BB+ Positive
(Fitch/Moody's/S&P)

1. As of 9/30/24
2. Includes base rate fixed or hedged. See Slide 18 of the Appendix for detail on our hedge portfolio

3Q24 Sustainability and Impact Highlights

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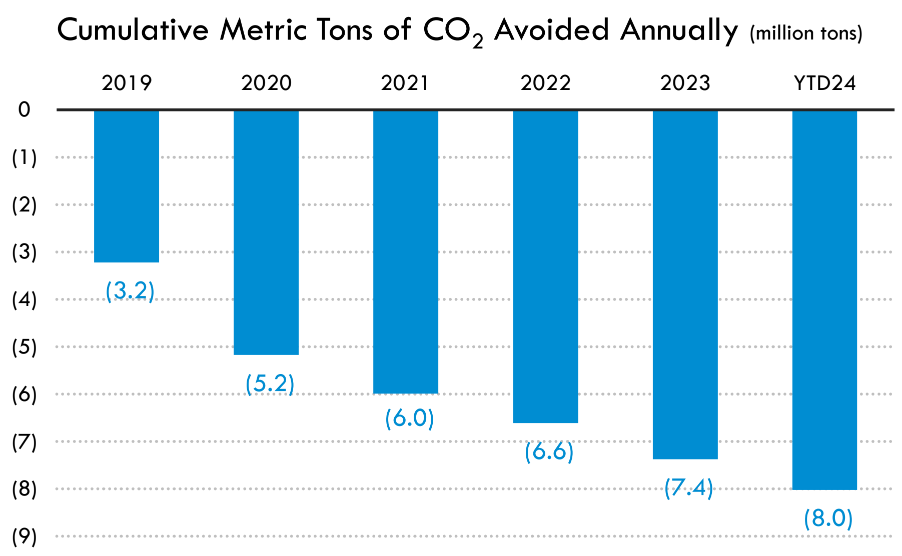
Ranked top 95th Percentile of Peer Group by S&P Corporate Sustainability Assessment

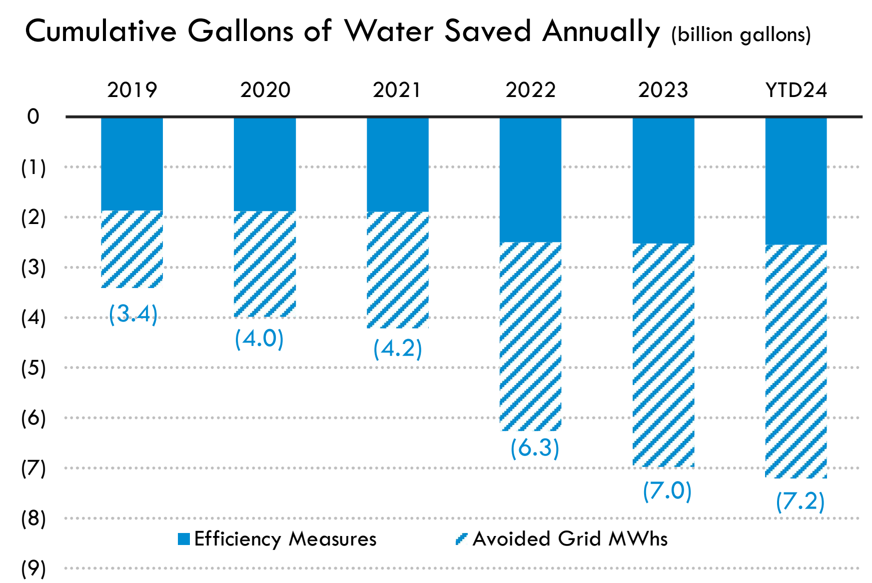
Named Among Newsweek's Greenest Companies 2025 in Specialty Finance Category

HASI Foundation Grant to Support Energy Industry Fellowships for HBCU Students

Carbon Emissions[1] CarbonCount®: 0.18 (3Q24)



Water Savings[2] WaterCount™: 160 (3Q24)



1. CarbonCount® is a proprietary scoring tool for evaluating real assets to determine the efficiency by which each dollar of invested capital avoids annual carbon dioxide equivalent (CO2e) emissions.
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 Tailwinds to our Business

Market Outlook	Investment in clean energy driven by U.S. power demand growth offers an enormous growth opportunity in the years ahead
Margins	Proven resilience in any interest rate environment
Capital	Second investment grade rating and CCH1 strategic partnership position us to capitalize on the opportunity

Appendix

Portfolio Bridge: Q2 2024 to Q3 2024

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	$ millions
Portfolio at 6/30/24	$6,186
Funding of new investments	$46
Funding of prior investments	$162
Principal collections	($70)
Syndications and securitizations	($31)
Other	$3
Portfolio at 9/30/24	**$6,296**

Adjusted Cash from Operations Plus Other Portfolio Collections[1]

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$ millions[2]	3Q24 (TTM)	2023	2022
Cash collected from our Portfolio	$815	$442	$424
Cash collected from sale of assets[3]	$259	$34	$47
Cash used for compensation and benefits and G&A expenses	($79)	($79)	($64)
Interest paid[4]	($170)	($138)	($99)
Securitization asset and other income	$30	$28	$19
Principal payments on non-recourse debt	($79)	($22)	($31)
Other	($2)	$0	($9)
Adjusted Cash from operations plus other portfolio collections	**$773**	**$266**	**$287**
(-) Dividend	($187)	($160)	($132)
Cash Available for Reinvestment	**$586**	**$106**	**$155**
(-) Investments Funded[5]	($1,323)	($2,225)	($871)
(+) Net Capital Raised	$758	$1,969	$693
Other Sources/Uses of Cash	($132)	$50	($51)
Change in Cash	($111)	($100)	($74)

1. See explanatory notes for an explanation of Adjusted Cash Flow from Operations Plus Other Portfolio Collections
2. Amounts may not sum due to rounding
3. Includes cash from the sale of assets on our balance sheet as well as securitization transactions
4. For the nine months and TTM ended September 30, 2024, interest paid includes a $19 million benefit from the settlement of a derivative which was designated as a cash flow hedge
5. Does not include receivables held-for-sale

Strong Portfolio with Positive Credit Attributes

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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

Average annual realized loss on underwritten investment (Non-GAAP)[4]	0.07%
Average annual recognized loss on underwritten investment (GAAP)[4]	0.12%

Positive Credit Attributes

Asset Class	Portfolio(%)[6]	Structural Seniority	Obligor Credit
Residential	29%	Typically Preferred	> 355k consumers WAVG FICO: "Very Good" [5]
GC Solar	19%	Typically Super Senior or Preferred	Typically IG corporates or utilities
Wind	19%	Typically Preferred	Typically IG corporates or utilities
Fuels, Transport & Nature	14%	Senior	Various incentivized offtakers
Community	8%	Typically Preferred	Typically creditworthy consumers and/or IG corporates
C&I	7%	Senior or Preferred	Typically IG corporates
Public Sector	3%	Senior or Preferred	Predominantly IG govt or quasi-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 | 4. Average Annual Recognized (GAAP)/ Realized (Non-GAAP) Loss on Managed Assets is the average rate of our annual recognized (GAAP)/ realized (Non-GAAP) losses, calculated as a percentage of recognized (GAAP)/ realized (Non-GAAP) losses incurred in each year relative to average Managed Assets. This metric includes the 10 year period ending September 30, 2024. These losses include both losses related to equity method investments and receivables and investments. | 5. As of September 30, 2024; located across 21 states and the District of Columbia, Puerto Rico and Guam; 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

Summary of Total Debt and Hedge Portfolio

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Debt Facility	Debt Amount (millions) [1]	Interest Rate[2]	Maturity Year
Corporate Senior Unsecured Notes	$1,000	3.38%	2026
Corporate Senior Unsecured Notes	$750	8.00%	2027
Term Loan A	$250	5.71%	2027
Convertible Notes	$403	3.75%	2028
Corporate Senior Unsecured Notes	$375	3.75%	2030
Corporate Senior Unsecured Notes	$700	6.24%	2034
Convertible Notes	$200	3.25%	2025
Revolving Line of Credit	$115	5.68%	2028
Rhea Debt Facility	$168	6.76%	2028
Harmony	$93	6.78%	2042
Commercial Paper Notes[3]	$18	6.25%	2026
Other Non-Recourse	$37	3.15%-7.23%	2024 to 2032

Fixed Rate Debt   Floating Rate Debt, Swapped to Fixed Where Noted Below

Hedged Instrument[1]	Notional ($ in millions)	Fixed Rate	Hedge Structure	Termination Date
2026 Sr. Notes[4]	$600	3.085%	Fwd-starting Pay Fixed / Receive SOFR	6/15/2033
2026 Sr. Notes[4]	$400	2.980%	Fwd-starting Pay Fixed / Receive SOFR	6/15/2033
Term Loan A	$400	3.788%	Pay fixed / Receive 1-mo Term SOFR	3/27/2033
Revolving Line of Credit	$250	3.695% (Floor) 4.000% (Cap)	Collar	5/26/2026
Rhea Debt Facility	$170	4.41%	Pay fixed / Receive Daily SOFR	6/10/2033
2027 Sr. Notes[5]	$375	3.72%	Fwd-starting Pay Fixed / Receive SOFR	6/15/2037

1. As of September 30, 2024
2. Interest rate includes hedge rate where applicable
3. CP is renewed periodically on short term basis
4. 2026 Sr. Note Hedges have a mandatory early termination provision by 9/15/2026
5. 2027 Sr. Note Hedges have a mandatory early termination provision by 6/15/2027

2024-26 Guidance Bridge to Long-Term Business Model

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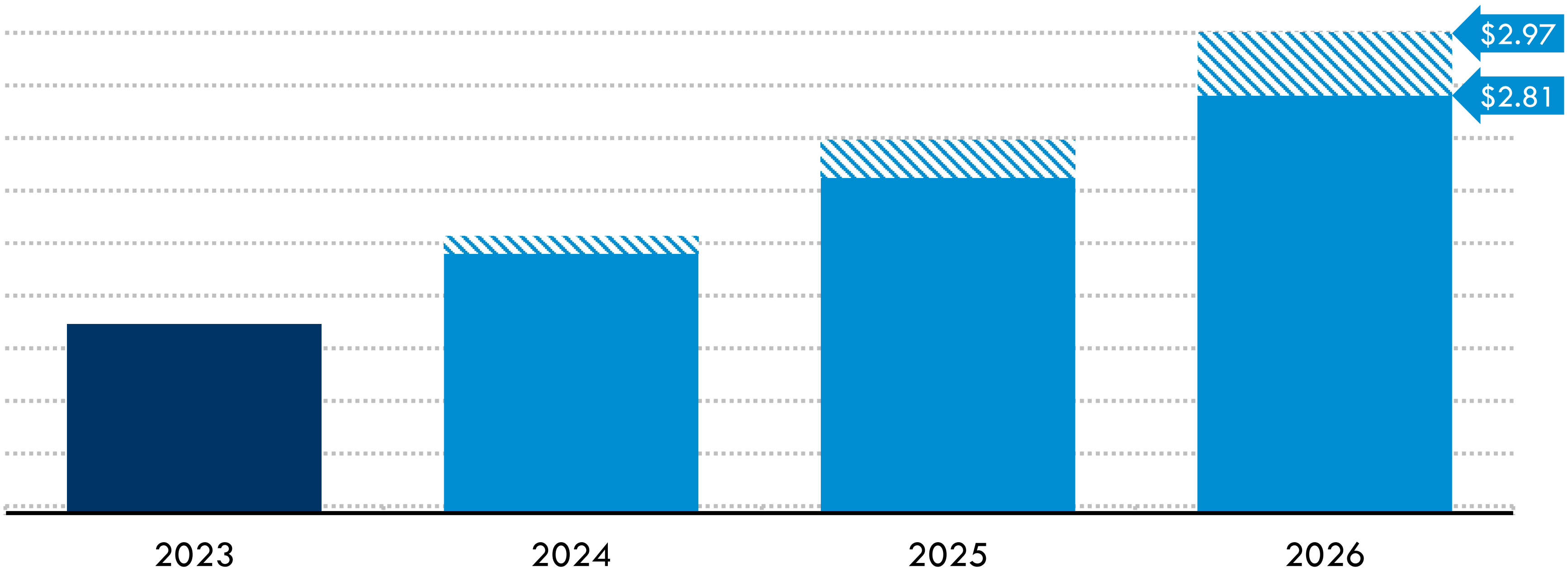
	Adjusted EPS[1]	Dividend Per Share (DPS)
Long-Term Business Model	10% CAGR (Realized 2014-2023 CAGR of 10%)	50% payout ratio[2]
2024 – 2026 Guidance	8-10% CAGR[3]	60-70% payout ratio[2]

Guidance Adjusted EPS[1]: 8-10% Adj-EPS CAGR[2]



1. See Appendix for an explanation of Adjusted Earnings, including reconciliations to the relevant GAAP measures
2. Payout ratio is as a percentage of Adjusted EPS
3. Using 2023 base year

Explanatory Notes

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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 making necessary operating and debt service payments to assess the amount of cash we have available to fund dividends and investments. 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. Although there is also not a directly comparable GAAP measure that demonstrates how we consider cash available for dividend payment, set forth further in the Appendix is a reconciliation of this measure to GAAP Net cash provided by operating activities.

Also, Adjusted Cash Flow from Operations plus Other Portfolio Collections differs from Net cash provided by (used in) investing activities in that 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 in that it excludes many of our financing activities such as proceeds from common stock issuances and borrowings and repayments of unsecured debt.

Supplemental Financial Data

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Adjusted Earnings and Earnings on Equity Method Investments

We calculate Adjusted 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 eliminate our portion of fees we earn from related-party co-investment structures, and for our equity method investments in the renewable energy projects as described below. We will use judgment in determining when we will reflect the losses on receivables in our Adjusted earnings, and 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, Adjusted 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 investors, often the operator or sponsor of the project, 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 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 available for election 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 required for wind projects and electable for solar projects 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. We also consider the impact of any other-than-temporary impairment in determining our income from equity method investments.

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 Adjusted 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 underwritten 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 Adjusted 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 Adjusted Earnings, that adjusts for the items discussed above is and has been a meaningful indicator of our economic performance in any one period and is useful to our investors as well as management in evaluating our performance as it relates to expected dividend payments over time. We believe that our investors also use Adjusted 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 Adjusted Earnings is useful to our investors in any one period.

However, Adjusted 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 Adjusted Earnings may differ from the methodologies employed by other companies to calculate the same or similar supplemental performance measures, and accordingly, our reported Adjusted Earnings may not be comparable to similar metrics reported by other companies.

Supplemental Financial Data

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Managed Assets

As we both consolidate assets on our balance sheet, securitize assets, and manage assets in which we co-invest with other partners, 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 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 securitized receivables. Our management also uses Managed Assets in this way. Our non-GAAP Managed Assets measure may not be comparable to similarly titled measures used by other companies.

Adjusted Net Investment Income

Adjusted 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 Adjusted 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 and management for the reasons discussed in our Adjusted Earnings measure. Our Adjusted Net Investment Income measure may not be comparable to similarly titled measures used by other companies.

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 for both our portfolio and individual assets 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. Our Portfolio Yield measure may not be comparable to similarly titled measures used by other companies.

Guidance

The Company expects that annual Adjusted earnings per share will grow at a compounded annual rate of 8% to 10% from 2024 to 2026, relative to the 2023 baseline of $2.23 per share, which is equivalent to a 2026 midpoint of $2.89 per share. The Company also expects distributions of annual dividends per share from 2024 to 2026 to be set at a payout ratio of 60-70% of annual Adjusted earnings per share. This guidance reflects the Company's judgments and estimates of (i) yield on its existing portfolio; (ii) yield on incremental portfolio investments, inclusive of the Company's existing pipeline; (iii) the volume and profitability of transactions; (iv) amount, timing, and costs of debt and equity capital to fund new investments; (v) changes in costs and expenses reflective of the Company's forecasted operations; and (vi) the general interest rate and market environment. In addition, distributions are subject to approval by the Company's Board of Directors on a quarterly basis. The Company has not provided GAAP guidance as discussed in the Forward-Looking Statements.

Income Statement

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HA SUSTAINABLE INFRASTRUCTURE CAPITAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA)

(UNAUDITED)

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2024	2023	2024	2023
Revenue				
Interest income	$ 64,068	$ 54,295	$ 195,539	$ 145,624
Rental income	83	6,039	2,012	19,013
Gain on sale of assets	7,678	22,405	62,084	52,915
Securitization asset income	9,082	5,620	19,197	13,381
Other income	1,054	1,492	3,466	2,353
Total revenue	**81,965**	**89,851**	**282,298**	**233,286**
Expenses				
Interest expense	59,401	43,295	180,804	120,413
Provision (benefit) for loss on receivables and securitization assets	1,233	9,792	(944)	12,481
Compensation and benefits	17,221	16,296	58,711	48,527
General and administrative	6,993	6,708	24,001	24,826
Total expenses	**84,848**	**76,091**	**262,572**	**206,247**
Income (loss) before equity method investments	**(2,883)**	**13,760**	**19,726**	**27,039**
Income (loss) from equity method investments	(23,405)	2,759	162,019	27,429
Income (loss) before income taxes	**(26,288)**	**16,519**	**181,745**	**54,468**
Income tax (expense) benefit	7,112	5,128	(49,429)	5,299
Net income (loss)	**$ (19,176)**	**$ 21,647**	**$ 132,316**	**$ 59,767**
Net income (loss) attributable to non-controlling interest holders	440	201	2,367	692
Net income (loss) attributable to controlling stockholders	**$ (19,616)**	**$ 21,446**	**$ 129,949**	**$ 59,075**
Basic earnings (loss) per common share	$ (0.17)	$ 0.20	$ 1.12	$ 0.59
Diluted earnings (loss) per common share	$ (0.17)	$ 0.20	$ 1.09	$ 0.59
Weighted average common shares outstanding—basic	116,584,392	107,715,057	114,518,199	98,665,598
Weighted average common shares outstanding—diluted	116,584,392	109,145,088	129,562,436	101,142,782

Balance Sheet

HASI

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

	September 30, 2024 (unaudited)	December 31, 2023
Assets		
Cash and cash equivalents	$ 44,053	$ 62,632
Equity method investments	3,353,224	2,966,305
Receivables, net of allowance of $49 million and $50 million, respectively	2,899,707	3,073,855
Receivables held-for-sale	22,183	35,299
Real estate	2,987	111,036
Investments	17,576	7,165
Securitization assets, net of allowance of $3 million and $3 million, respectively	257,537	218,946
Other assets	75,257	77,112
Total Assets	**$ 6,672,524**	**$ 6,552,350**
Liabilities and Stockholders' Equity		
Liabilities:		
Accounts payable, accrued expenses and other	$ 218,844	$ 163,305
Credit facilities	116,388	400,861
Commercial paper notes	18,265	30,196
Term loans payable	412,309	727,458
Non-recourse debt (secured by assets of $302 million and $239 million, respectively)	130,347	160,456
Senior unsecured notes	2,840,077	2,318,841
Convertible notes	613,195	609,608
Total Liabilities	4,349,425	4,410,725
Stockholders' Equity:		
Preferred stock, par value $0.01 per share, 50,000,000 shares authorized, no shares issued and outstanding	—	—
Common stock, par value $0.01 per share, 450,000,000 shares authorized, 118,194,568 and 112,174,279 shares issued and outstanding, respectively	1,182	1,122
Additional paid-in capital	2,567,654	2,381,510
Accumulated deficit	(318,084)	(303,536)
Accumulated other comprehensive income (loss)	7,537	13,165
Non-controlling interest	64,810	49,364
Total Stockholders' Equity	2,323,099	2,141,625
Total Liabilities and Stockholders' Equity	**$ 6,672,524**	**$ 6,552,350**

Statement of Cashflows

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HA SUSTAINABLE INFRASTRUCTURE CAPITAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(DOLLARS IN THOUSANDS)

(UNAUDITED)

	Nine Months Ended September 30, 2024	Nine Months Ended September 30, 2023
Cash flows from operating activities		
Net income (loss)	$ 132,316	$ 59,767
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Provision for loss on receivables	(944)	12,481
Depreciation and amortization	690	2,746
Amortization of financing costs	12,994	9,347
Equity-based compensation	19,002	14,977
Equity method investments	(122,042)	(937)
Non-cash gain on securitization	(58,978)	(34,080)
(Gain) loss on sale of receivables and investments	7,717	1,305
Changes in receivables held-for-sale	(16,763)	40,183
Changes in accounts payable and accrued expenses	69,357	8,952
Change in accrued interest on receivables and investments	(52,244)	(26,087)
Cash received (paid) upon hedge settlement	19,261	—
Other	7,689	3,686
Net cash provided by (used in) operating activities	18,055	92,340
Cash flows from investing activities		
Equity method investments	(200,202)	(583,323)
Equity method investment distributions received	26,705	20,259
Proceeds from sales of equity method investments	2,107	—
Purchases of and investments in receivables	(501,548)	(1,016,467)
Principal collections from receivables	508,704	167,406
Proceeds from sales of receivables	124,150	7,634
Proceeds from sale of real estate	115,767	—
Purchases of investments and securitization assets	(10,537)	(14,404)
Posting of hedge collateral	(26,380)	—
Receipt of hedge collateral	16,150	—
Other	(845)	(285)
Net cash provided by (used in) investing activities	54,071	(1,419,180)

	Nine Months Ended September 30, 2024	Nine Months Ended September 30, 2023
Cash flows from financing activities		
Proceeds from credit facilities	831,792	777,000
Principal payments on credit facilities	(1,116,792)	(342,000)
Proceeds from issuance of term loan	250,000	200,000
Principal payments on term loan	(563,148)	(9,575)
Proceeds from issuance of non-recourse debt	94,000	—
Principal payments on non-recourse debt	(72,302)	(14,714)
Proceeds from issuance of commercial paper notes	—	49,775
Principal payments of commercial paper notes	(12,000)	—
Proceeds from issuance of senior unsecured notes	900,355	—
Proceeds from issuance of convertible notes	—	402,500
Principal payments on convertible notes	—	(143,748)
Purchase of capped calls related to the issuance of convertible notes	—	(37,835)
Redemption of senior unsecured notes	(400,000)	—
Net proceeds of common stock issuances	179,722	465,015
Payments of dividends and distributions	(142,178)	(115,087)
Withholdings on employee share vesting	(502)	(1,466)
Payment of financing costs	(27,100)	(13,302)
Posting of hedge collateral	(134,150)	—
Receipt of hedge collateral	124,700	106,330
Other	(969)	(2,493)
Net cash provided by (used in) financing activities	**(88,572)**	1,320,400
Increase (decrease) in cash, cash equivalents, and restricted cash	(16,446)	(6,440)
Cash, cash equivalents, and restricted cash at beginning of period	75,082	175,972
Cash, cash equivalents, and restricted cash at end of period	**$ 58,636**	**$ 169,532**
Interest paid	$ 142,808	$ 91,988
Supplemental disclosure of non-cash activity		
Residual assets retained from securitization transactions	$ 31,662	$ 26,020
Equity method investments retained from securitization transactions	32,564	144,603
Equity method investments retained from sale of assets upon establishment of co-investment structure	54,655	—
Deconsolidation of non-recourse debt	51,233	257,746
Deconsolidation of assets pledged for non-recourse debt	51,761	374,608

Adjusted Cash Flow from Operations Plus Other Portfolio Collections

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	For the year ended, December 31, 2022	For the year ended, December 31, 2023	Plus: For the nine months ended, September 30, 2024	Less: For the nine months ended, September 30, 2023	For the TTM ended, September 30, 2024
			(in thousands)		
Net cash provided by operating activities	$ 230	$ 99,689	$ 18,055	$ 92,340	$ 25,404
Changes in receivables held-for-sale	62,953	(51,538)	16,763	(40,183)	5,408
Equity method investment distributions received	110,064	30,140	26,705	20,259	36,586
Proceeds from sales of equity method investments	1,700	—	2,107	—	2,107
Principal collections from receivables	125,976	197,784	508,704	167,406	539,082
Proceeds from sales of receivables	5,047	7,634	124,150	7,634	124,150
Proceeds from sales of land	4,550	—	115,767	—	115,767
Principal collection from investments [(1)]	171	3,805	266	313	3,758
Proceeds from sales of investments and securitization assets	7,020	—	—	—	—
Principal payments on non-recourse debt	(30,581)	(21,606)	(72,302)	(14,714)	(79,194)
Adjusted cash flow from operations plus other portfolio collections	287,130	265,908	740,215	233,055	773,068
Less: Dividends	(132,198)	(159,786)	(142,178)	(115,087)	(186,877)
Cash Available for Reinvestment	$ 154,932	$ 106,122	$ 598,037	$ 117,968	$ 586,191

(1) Included in Other in the cash provided (used in) investing activities section of our statement of cash flows.

Reconciliation of GAAP Net Income to Adjusted Earnings

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2024		2023		2024		2023	
	$	Per Share	$	Per Share	$	Per Share	$	Per Share
	(dollars in thousands, except per share amounts)							
Net income (loss) attributable to controlling stockholders [1]	$(19,616)	$ (0.17)	$ 21,446	$ 0.20	$129,949	$ 1.09	$ 59,075	$ 0.59
Adjustments:								
Reverse GAAP (income) loss from equity method investments	23,405		(2,759)		(162,019)		(27,429)	
Equity method investments earnings adjustment [2]	59,436		41,034		174,189		113,453	
Elimination of proportionate share of fees earned from co-investment structures [3]	(236)		—		(347)		—	
Equity-based expenses	4,118		3,499		21,459		16,372	
Provision for loss on receivables [4]	1,233		9,792		(944)		12,481	
Amortization of intangibles	3		716		177		2,260	
Non-cash provision (benefit) for income	(7,112)		(5,128)		49,429		(5,299)	
Current year earnings attributable to non-controlling interest	440		201		2,367		692	
Adjusted earnings	$ 62,624	$ 0.52	$ 68,801	$ 0.62	$215,213	$ 1.83	$171,605	$ 1.70
Shares for adjusted earnings per share [5]		119,799,985		110,290,640		117,568,734		101,046,485

(1) The per share data reflects the GAAP diluted earnings per share and is the most comparable GAAP measure to our adjusted earnings per share.

(2) This is a non-GAAP adjustment to reflect the return on capital of our equity method investments as described above.

(3) This adjustment is to eliminate the intercompany portion of fees received from co-investment structures that for GAAP net income is included in the Equity method income line item. Since we remove GAAP Equity method income for purposes of our Adjusted Earnings metric, we add back the elimination through this adjustment.

(4) In addition to these provisions, in the nine months ended September 30, 2024, we concluded that an equity method investment, along with certain loans we had made to this investee, were not recoverable. The equity method investment and loans had a carrying value of $0 due to the losses already recognized through GAAP income from equity method investments as a result of operating losses sustained by the investee. We have excluded this write-off from Adjusted earnings, as this investment was an investment in a corporate entity which is not a part of our current investment strategy and is immaterial to our Portfolio. The loss associated with this investment is included in our Average Annual Realized Loss on Managed Assets metric disclosed below.

5) Shares used to calculated adjusted earnings per share represents the weighted average number of shares outstanding including our issued unrestricted common shares, 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 compared to the conversion price. 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. We will consider the impact of any capped calls in assessing whether an instrument is equity-like or debt like.

Reconciliation of GAAP-based NII to Adjusted NII

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
	(in thousands)			
Interest income	$ 64,068	$ 54,295	$ 195,539	$ 145,624
Rental income	83	6,039	2,012	19,013
GAAP-based investment revenue	64,151	60,334	197,551	164,637
Interest expense	59,401	43,295	180,804	120,413
GAAP-based net investment income	4,750	17,039	16,747	44,224
Equity method earnings adjustment	59,436	41,034	174,189	113,453
Loss (gain) on debt modification or extinguishment	953	—	953	—
Amortization of real estate intangibles	3	716	177	2,260
Adjusted net investment income	$ 65,142	$ 58,789	$ 192,066	$ 159,937

Additional GAAP to Non-GAAP Reconciliations

	As of	
	September 30, 2024	December 31, 2023
	(in millions)	
Equity method investments	$ 3,353	$ 2,966
Receivables, net of allowance	2,900	3,074
Receivables held-for sale	22	35
Real estate	3	111
Investments	18	7
GAAP-based Portfolio	6,296	6,193
Assets held in securitization trusts	6,747	6,060
Assets held in co-investment structures	74	$ —
Managed Assets	$ 13,117	$ 12,253

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