CorEnergy

FOURTH QUARTER & FULL YEAR 2019 EARNINGS CONFERENCE CALL

February 27, 2020

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.

2019 Highlights

- 18th consecutive quarterly dividend of $0.75/share, $3.00 for 2019
- Strengthened balance sheet through note exchange and offering, providing liquidity for future growth
- Diligent 2019 performance, with ($0.40) in GAAP EPS, $3.83 in AFFO[1]
    - Issued common shares valued at ~$62 million
    - Loss on extinguishment of debt ~$34 million (GAAP, NAREIT FFO, FFO)
- FERC settlement resulted in five-year transportation contracts
- Expanded scope of contracts entitled to REIT treatment to include pipeline access fees, storage contracts and platform use agreements
- CORR positioned for continued execution in 2020

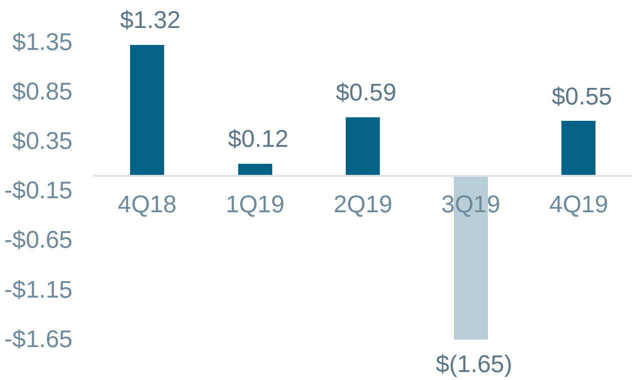
1) The Company provides non-GAAP performance measures utilized by REITs, including Adjusted Funds from Operations ("AFFO"). Management uses AFFO as a measure of long-term sustainable operational performance. See slides 11 to 12 for a reconciliation AFFO, as presented, to Net income (loss) attributable to CORR common stockholders.

Portfolio Review

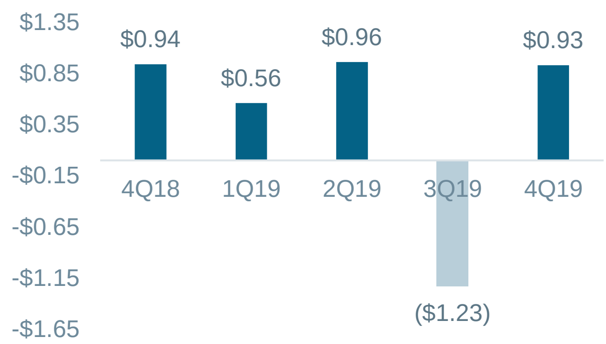
- **MoGas Pipeline**
  - FERC approved rate case settlement in September 2019 providing annual rates of ~$14.8 million for MoGas
  - Firm transportation contract with largest customer runs to October 2030, five-year firm transportation service agreements with other customers
- **Pinedale Liquids Gathering System**
  - UPL's 2020 production expectations are lower than 2019
  - Rent payments to CorEnergy continue to be timely
- **Grand Isle Gathering System**
  - Privately held Cox Oil is not disclosing financial statements
  - Rent payments to CorEnergy continue to be timely
- **Omega Pipeline**
  - Supplying natural gas under 10-year contract with Department of Defense
  - Payments to CorEnergy continue as agreed
- **$257 Million of Liquidity**
  - Prepared for portfolio replacement and diversification

Diluted Common Share Financial Metrics

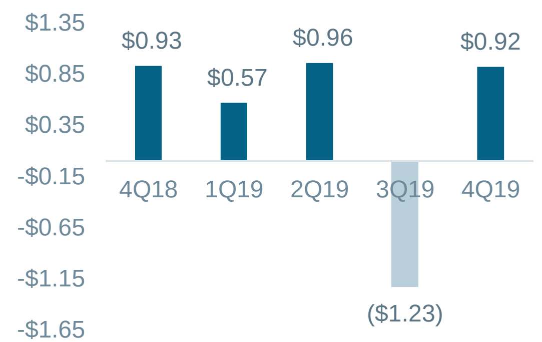
Net Income (Loss) to Common Stockholders[1,2]



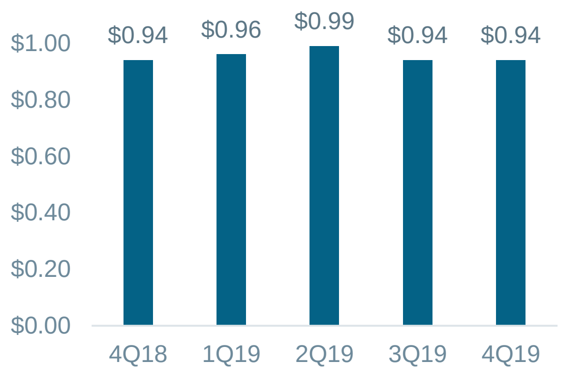
NAREIT Funds from Operations[2,3]



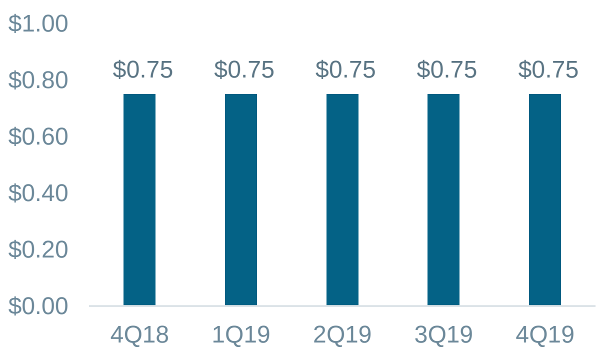
Funds from Operations[2,3]



Adjusted Funds from Operations[3]



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) *Third quarter 2019 Net Loss to Common Stockholders, NAREIT Funds from Operations, and Funds from Operations include $28.9 million loss on extinguishment of debt from the August 2019 convertible debt exchange. First quarter 2019 figures for those metrics include $5.0 million loss on extinguishment of debt from the January 2019 convertible debt exchange.*
3) *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 (benefit), net, and net distributions and other income. Management uses AFFO as a measure of long-term sustainable operational performance. See slides 11 to 12 for a reconciliation of NAREIT FFO, FFO and AFFO, as presented, to Net income (loss) attributable to CORR common stockholders.*

Access to capital to support portfolio growth in 2020

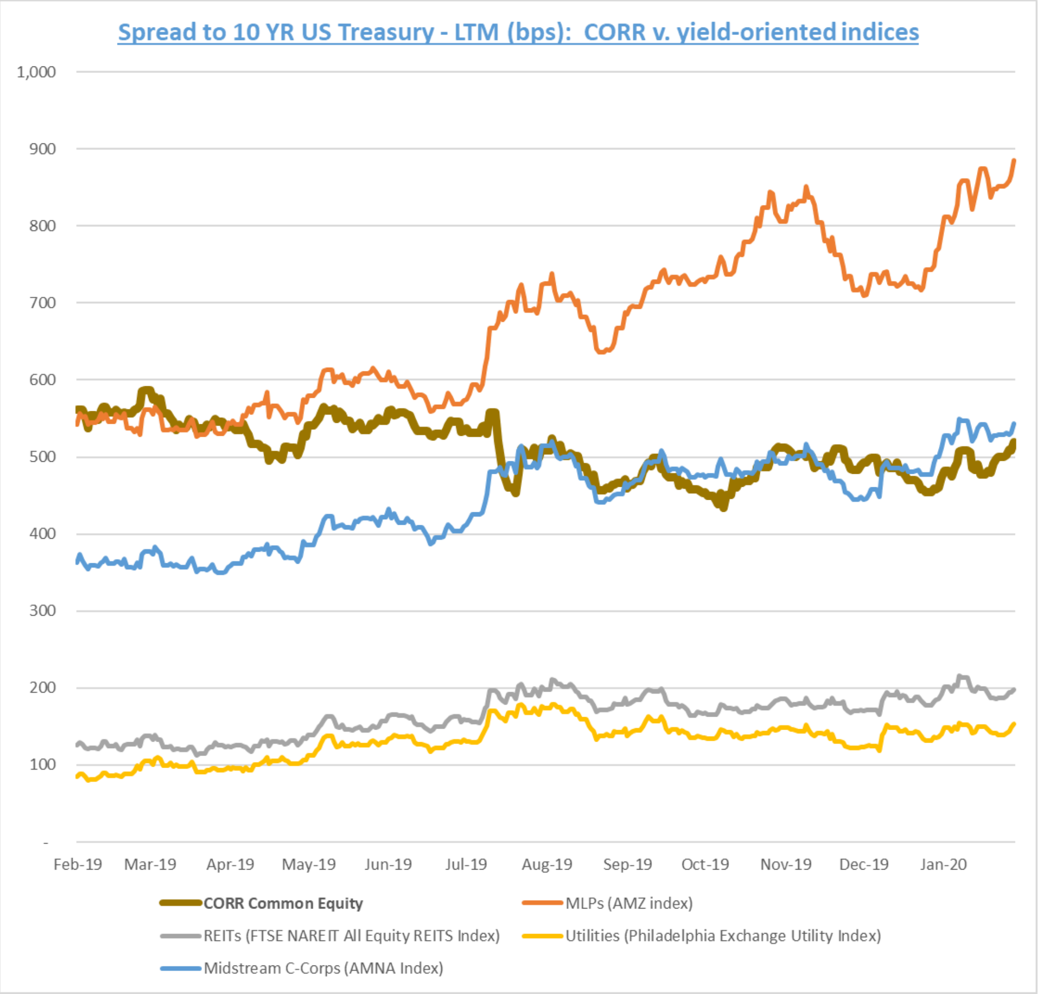
Capital Structure

($ in millions)	**Dec 31, 2019**
Secured Credit Facilities (gross)	$33.9
Convertible Debt (gross)	$122.1
Total Debt	**$156.0**
Preferred Stock	$125.5
Common Stock	$351.2
Total Equity	**$476.7**
Total Capitalization	**$632.7**

	Target	**Dec 31, 2019**
Total Debt/Total Capitalization	25-50%	24.7%
Preferred/Total Equity	33%	26.3%

Liquidity

($ in millions)	**Dec 31, 2019**
Cash	$120.9
Revolver availability	$136.4
Total liquidity	**$257.3**



Industry Capital Constraints Favor CorEnergy

- 2019-2020: Oil & gas producers face increasing capital constraints
  - Reduced operating cash flow limiting drilling activity
  - Rising costs of secured and unsecured debt
  - Looking to alternative sources of financing
- CORR provides access to deep and broad capital markets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THE REAL COST OF OWNING YOUR OWN INFRASTRUCTURE

Never in the history of the oil and gas industry have upstream companies known so much about where to drill and what to expect. Unfortunately, the capital markets are not cooperating. Both equity and debt finance are essentially closed for business, and living within cash flow is now the strictly enforced discipline. Volatility, and mostly low commodity prices, have changed the dynamic between exploration & production companies (E&Ps) and their financial backers.

In better times, E&Ps had multiple options to fund growth: reserve-based loans marked to higher commodity prices, high-yield debt, common equity, and intermediate capital options like convertible preferred, second-lien

BY JEFF FULMER, CORENERGY INFRASTRUCTURE TRUST, INC.

prives a company of options for investing in higher-return, more accretive opportunities. Yet, companies are reticent to sell infrastructure because they do not want to forfeit control. What if they don't have to?

E&P companies would benefit from analyzing the costs and opportunities of their infrastructure and evaluating monetization options differently in today's business environment. Treating energy infrastructure as real property can enable operators to repurpose significant amounts of capital and invest the cash in new drilling, debt reduction and investor dividends. A real estate investment trust (REIT) specializing in energy infrastructure, such as CorEnergy Infrastructure Trust

CorEnergy's recent IRS ruling broadens our opportunity set

THE
NATIONAL LAW REVIEW

Utilizing REITs for Midstream Assets

BRACEWELL
Article By
Elizabeth L. McGinley
Steven J. Lorch
Bracewell LLP
Update

- Real Estate
- Tax
- Environmental, Energy & Resources

- All Federal

Wednesday, January 15, 2020

SIDLEY

SIDLEY UPDATE

The Midstream Energy REIT: Has Its Time (Finally) Come?

November 19, 2019

The market for midstream energy master limited partnerships (MLPs) (approximately $250B market capitalization at the end of September 2019) has suffered from a lack of growth momentum in recent years, while the public real estate investment trust (REIT) market (approximately $1T of market capitalization at the end of September 2019) has, by contrast, experienced significant growth.[1] These two trends, combined with the fact that some well-known asset managers have recently converted their MLP-like publicly traded partnership (PTP) structures into traditional corporate structures after the enactment of the Tax Cuts and Jobs Act of 2017, which reduced the corporate tax rate from 35 percent to 21 percent, have renewed market participants' interest in the midstream energy REIT structure. A principal reason for those PTP conversions was to expand the universe of potential investors, thereby substantially increasing the demand for such securities, which is expected to result, over time, in higher stock price levels. This Sidley alert reviews the midstream (i.e., infrastructure such as pipelines and storage facilities) energy REIT alternative to midstream MLPs.

Background

Available Structuring Options. The following table summarizes three options for a midstream energy company that intends to undertake an initial public offering (IPO):[2]

Sources: Hunton Andrews Kurth, "Midstream REIT," 2020; National Law Review, February 2020; Sidley Update November 19, 2019; Vinson & Elkins February 2020

2020 Initiatives

CorEnergy anticipates:

- Completing one to two acquisitions
- Focus origination efforts on assets with operating characteristics and industry standard contracts

APPENDIX

Non-GAAP Financial Metrics: FFO/AFFO Reconciliation

	For the Three Months Ended December 31,		For the Years Ended December 31,	
	2019	2018	2019	2018
Net Income attributable to CorEnergy Stockholders	$ 9,807,728	$ 20,495,995	$ 4,079,495	$ 43,711,876
Less:				
Preferred Dividend Requirements	2,313,780	2,357,752	9,255,468	9,548,377
Net Income (Loss) attributable to Common Stockholders	$ 7,493,948	$ 18,138,243	$ (5,175,973)	$ 34,163,499
Add:				
Depreciation	5,512,279	5,939,821	22,046,041	24,355,959
Less:				
Gain on the sale of leased property, net	—	11,723,257	—	11,723,257
NAREIT funds from operations (NAREIT FFO)	$ 13,006,227	$ 12,354,807	$ 16,870,068	$ 46,796,201
Add:				
Distributions received from investment securities	426,797	41,503	1,328,853	106,795
Net realized and unrealized loss on other equity securities	—	48,028	—	1,845,309
Less:				
Net distributions and other income	426,797	41,503	1,328,853	106,795
Income tax benefit from investment securities	216,494	190,792	12,584	682,199
Funds from operations adjusted for securities investments (FFO)	$ 12,789,733	$ 12,212,043	$ 16,857,484	$ 47,959,311
Add:				
Loss of extinguishment of debt	—	—	33,960,565	—
Transaction costs	28,115	397,520	185,495	521,311
Amortization of debt issuance costs	333,055	353,637	1,226,139	1,414,457
Amortization of deferred lease costs	22,983	22,983	91,932	91,932
Accretion of asset retirement obligation	110,992	115,778	443,969	499,562
Loss on settlement of ARO	—	310,941	—	310,941
Less:				
Income tax (expense) benefit	(33,784)	421,592	(247,202)	1,736,527
Provision for loan gain	—	536,867	—	36,867
Adjusted funds from operations (AFFO)	$ 13,318,662	$ 12,454,443	$ 53,012,786	$ 49,024,120

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

	For the Three Months Ended December 31,		For the Years Ended December 31,	
	2019	2018	2019	2018
Weighted Average Shares of Common Stock Outstanding:				
Basic	13,549,797	11,953,098	13,041,613	11,935,021
Diluted	16,102,310	15,406,371	15,425,747	15,389,180
NAREIT FFO attributable to Common Stockholders				
Basic	$ 0.96	$ 1.03	$ 1.29	$ 3.92
Diluted (1)	$ 0.93	$ 0.94	$ 1.29	$ 3.61
FFO attributable to Common Stockholders				
Basic	$ 0.94	$ 1.02	$ 1.29	$ 4.02
Diluted (1)	$ 0.92	$ 0.93	$ 1.29	$ 3.69
AFFO attributable to Common Stockholders				
Basic	$ 0.98	$ 1.04	$ 4.06	$ 4.11
Diluted (2)	$ 0.94	$ 0.94	$ 3.83	$ 3.70

1) *The year ended December 31, 2019 diluted per share calculations exclude dilutive adjustments for convertible note interest expense, discount amortization and deferred debt issuance amortization because such impact is antidilutive. The three months ended December 31, 2019 and 2018, as well as the year ended December 31, 2018, include these dilutive adjustments. For periods presented without per share dilution, the number of weighted average diluted shares is equal to the number of weighted average basic shares presented.*
2) *Diluted per share calculations include a dilutive adjustment for convertible note interest expense.*

CorEnergy