Fortress Transportation and Infrastructure Investors LLC

**Citi Industrials Conference** February 22, 2018



FORTRESS TRANSPORTATION & INFRASTRUCTURE

# Disclaimers

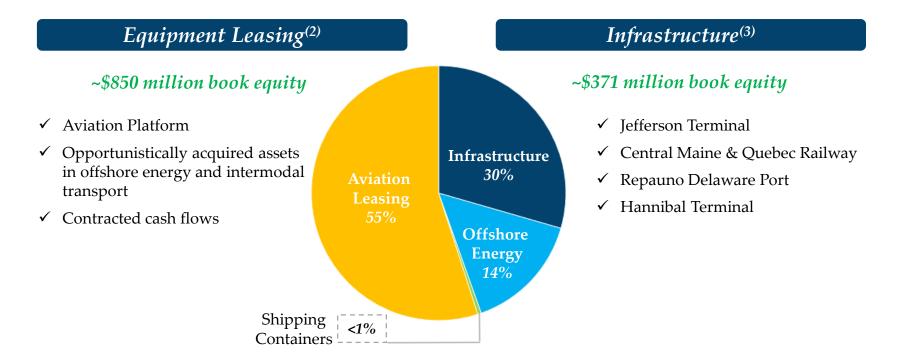
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## **FTAI Overview**

Fortress Transportation and Infrastructure Investors (NYSE: FTAI) owns and operates high quality transportation and infrastructure assets

- Diversified portfolio across the aviation, energy, intermodal transport and rail sectors
- Key investment objectives<sup>(1)</sup>:
  - o Combine *income & growth* through a mix of equipment & infrastructure
  - Pay a *stable & growing* dividend



1) See "Disclaimers" at the beginning of the Presentation.



2) Equipment Leasing business is comprised of Aviation Leasing, Offshore Energy, and Shipping Containers segments. Book equity is calculated as total equity less non-controlling interest in equity of consolidated subsidiaries as of September 30, 2017.

3) Infrastructure business is comprised of Jefferson Terminal, Ports & Terminals, and Railroad segments. Book equity is calculated as total equity less non-controlling interest in equity of consolidated subsidiaries as of September 30, 2017.

# Aviation: A Differentiated Model – Engines the Key!<sup>(1)</sup>

## Engines and Aircraft for Dividend Coverage



#### Aviation Leasing

- 38 passenger aircraft
- 103 commercial jet engines
- Shareholders' equity of \$673.2 million



- Engine leasing core competency
- Annualized Adjusted EBITDA<sup>(2)</sup> is almost 25% of equity.
- No debt on portfolio
- Approximately \$160.0 million of LOIs at the end of 3Q 2017
- Team, capital structure, focus = sustainable advantage – becoming a brand





1) As of September 30, 2017.

2) Adjusted EBITDA is a non-GAAP measure. Annualized Adjusted EBITDA is Annualized Adjusted EBITDA Return on Equity excluding gain on sale of assets, for Q3 2017. Annualized data is presented for illustrative purposes only, and should not be considered indicative of future performance or actual results for any period. Please refer to the Aviation Leasing Historical Returns and Reconciliation of Non-GAAP Measures sections, included in the Appendix of the Company's Q3 2017 Earnings Supplement posted on the Company's website, for a reconciliation to the most comparable GAAP measure.

## **FTAI Target Aviation Market Forecast**

\$100.00 93.8 87.4 \$90.00 79.2 \$80.00 75.5 70.8 \$70.00 64.0 \$60.00 \$ Billions \$50.00 \$40.00 \$30.00 \$20.00 \$10.00 \$0.00 2017 2019 2021 2023 2025 2027

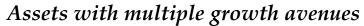
**10 Year Forecast** 

These projections are based on the sums of values of the A320, 737, 747, 757, and 767 passenger aircraft families forecasted at 2.0% inflation.

- A320 Family and 737NG Family Target Market: 12-20 years
- 767, 757, 747-400 Target Market: 12-25 years



## **Existing Infrastructure Investments**





## Jefferson Terminal

- Terminal in Beaumont, Texas, one of North America's largest crude oil refining regions
  - Currently handles crude, ethanol and refined products destined for Mexico
  - Located near 6 major refineries with 2.2 mm b/d capacity
- Strategically located to serve the Gulf coast with international export capabilities
  - Rare Class I rail connectivity (UP, BNSF, KC)
- Sole handler of liquid hydrocarbons in Beaumont



### CMQR

- Short line railroad from Montreal to Maine
- Acquired out of bankruptcy
  - 480 miles of owned track
  - ~25,000 annual carloads
- Improving undermanaged assets
- Experienced management team driving organic growth
- Evaluating industrial development opportunities along the railroad



# **Additional Infrastructure Opportunities**



#### Assets under development

#### Repauno Port

- 1,630 acre deep-water seaport and logistics hub
- On the Delaware River near Philadelphia
- Active industrial market
  - Liquid storage logistics and warehouse facility
  - Water Depth: currently 37'; dredging to 40'
  - Rail connectivity to Conrail
  - Access to I-295 / I-95



### Hannibal, Ohio Port

- 1,660 acre industrial port and rail facility
- Heart of the Marcellus and Utica
  - Currently dry bulk storage and logistics facility
- Existing site infrastructure, connectivity, and access to low-price gas
- Permitting 485 MW gas-fired power plant
- Potential for NGL logistical facility and integration with Repauno



# **Capital Structure & Financing Strategy**

- Conservative approach to leverage
  - Leverage of approximately 38%<sup>(1)</sup> of total capital with longer term objective not to exceed 50%
  - Significant additional leverage capacity<sup>(2)</sup>
- Total book value attributable to FTAI shareholders is approximately \$1.0 billion, or \$12.94 per share<sup>(3)</sup>

(\$s in millions)	September 30, 2017
Cash & Cash Equivalents	\$176
Total Debt <sup>(4)(5)</sup>	\$656
Shareholders' Equity	\$981
Non-controlling Interest	97
Total Equity	\$1,078
Total Capitalization	\$1,734
Debt/Total Capital	37.8%

<sup>2)</sup> Based on management's current views. Significant additional leverage capacity refers to our belief that we have the ability to access additional non-equity capital through an array of sources, including, but not limited to, our ability to obtain corporate debt. Our ability to access corporate debt is subject to a number of factors, including market conditions, company performance and the willingness of lenders to lend to us. For the avoidance of doubt, we do not currently have committed unused financing in place, and we cannot assure you that we will be able to obtain corporate debt on attractive terms or at all. Please see "Disclaimers" at the beginning of the Presentation.



<sup>3)</sup> Book value per share calculation based on \$980.5mm Shareholders' Equity divided by 75.8mm shares outstanding at September 30, 2017.

4) Total debt is net of approximately \$11.3mm of deferred financing costs; gross debt outstanding was \$666.9mm at September 30, 2017.

5) Includes additional \$100.0mm unsecured notes issued on August 23, 2017 and \$60.0mm drawn from the credit facility, which was fully paid down on October 3, 2017.

<sup>1)</sup> As of September 30, 2017

## FTAI: Summary<sup>(1)</sup>

- 1. Aviation: Growing portfolio generating significant contracted cash flow to cover dividend.
- **2. Infrastructure**: Attractive, well located, North American port and railroad terminals with multiple opportunities to grow over many years.

Valuation

	2017 Dividend Yield Sensitivity					. Value Mu Sensitivity	-
	7.0%	6.0%	5.0%		1.50x	1.75x	1
Implied Stock Price	\$18.86	\$22.00	\$26.40	Implied Stock Price	\$19.41	\$22.64	\$2
% Change <sup>(2)</sup>	5%	22%	46%	% Change <sup>(2)</sup>	8%	26%	2



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(2) Compared against September 30, 2017 stock price of \$18.04.