Fortress Transportation and Infrastructure Investors LLC

**Supplemental Information** First Quarter 2020



FORTRESS TRANSPORTATION & INFRASTRUCTURE

### Disclaimers

IN GENERAL. This disclaimer applies to this document and the verbal or written comments of any person presenting it. This document, taken together with any such verbal or written comments, is referred to herein as the "Presentation."

FORWARD-LOOKING STATEMENTS. Certain statements in this Presentation may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, of Fortress Transportation and Infrastructure Investors LLC (referred to in this Presentation as "FTAI," the "Company," or "we"), including without limitation, ability to achieve key investment objectives, expansion and growth opportunities, pipeline activity and investment of existing cash, ability to successfully close deals for which we have letters of intent or "LOIS", actual results as compared to annualized data, expectations regarding additional Funds Available for Distribution ("FAD") and/or EBITDA from investments, growth of and ability to expand Jeffersón Terminal, Repauno and Long Ridge, whether equipment will be able to be leased, completion of new infrastructure and commencement of new operations within the Infrastructure business, bank borrowings and future debt and leverage capacity, financing activities and other such matters. These statements are based on management's current expectations, estimates and beliefs and are subject to a number of trends and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements, many of which are beyond our control. FTAI can give no assurance that its expectations will be attained. Accordingly, you should not place undue reliance on any forward-looking statements made in this Presentation. For a discussion of some of the risks and important factors that could affect such forward-looking statements, see the sections entitled "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's most recent annual report on Form 10-K and quarterly report on Form 10-Q (when available) and other filings with the U.S. Securities and Exchange Commission, which are included on the Company's website (www.ftandi.com). In addition, new risks and uncertainties emerge from ti

**PAST PERFORMANCE.** Past performance is not a reliable indicator of future results and should not be relied upon for any reason. Annualized data is presented for illustrative purposes only and should not be considered indicative of future performance or actual results for any period.

NO OFFER; NO RELIANCE. This Presentation is for informational purposes only and does not constitute an offer to sell, or a solicitation of an offer to buy, any security and may not be relied upon in connection with the purchase or sale of any security. Any such offer would only be made by means of formal documents, the terms of which would govern in all respects. You should not rely on this Presentation as the basis upon which to make any investment decision.

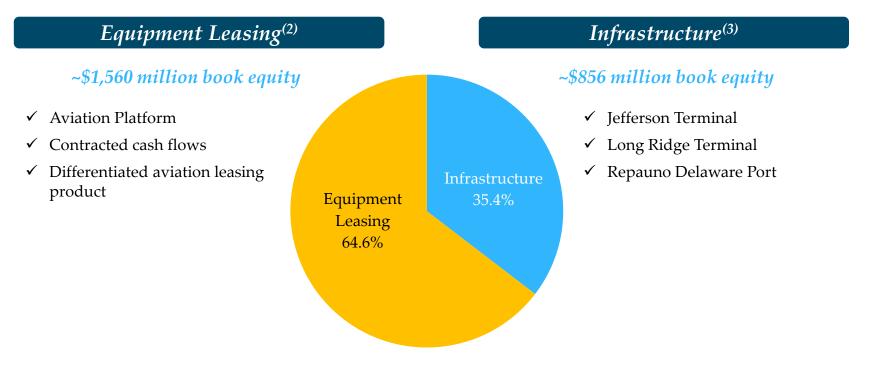
**Non-GAAP FINANCIAL INFORMATION.** This Presentation includes information based on financial measures that are not recognized under generally accepted accounting principles (GAAP), such as Adjusted EBITDA and FAD. You should use Non-GAAP information in addition to, and not as an alternative to, financial information prepared in accordance with GAAP. See Reconciliation and Glossary in the Appendix to this Presentation for reconciliations to the most comparable GAAP measures and an explanation of each of our Non-GAAP measures. Our Non-GAAP measures may not be identical or comparable to measures with the same name presented by other companies. Reconciliations of forward-looking Non-GAAP financial measures to their most directly comparable GAAP financial measures are not included in this Presentation because the most directly comparable GAAP financial measures are not available on a forward-looking basis without unreasonable effort.



### **FTAI Overview**

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

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





<sup>1)</sup> See "Disclaimers" at the beginning of the Presentation.

3) Infrastructure business is comprised of Jefferson Terminal, Ports & Terminals, and rail car cleaning assets (which are now included in Corporate and Other). Book equity is calculated as total equity less non-controlling interest in equity of consolidated subsidiaries as of March 31, 2020.

<sup>2)</sup> Equipment Leasing business is comprised of the Aviation Leasing segment, and Offshore Energy & Shipping Containers (which were previously separate segments and are now included in Corporate and Other). Book equity is calculated as total equity less non-controlling interest in equity of consolidated subsidiaries as of March 31, 2020.

## **First Quarter Highlights**

Financial Performance

- Net Loss Attributable to Shareholders of \$2.9 million
- Total Funds Available for Distribution ("FAD") of \$96.0 million<sup>(1)</sup>
- Adjusted EBITDA of \$72.0 million<sup>(1)</sup>

### Aviation

- Invested \$56.1 million in Aviation leasing equipment in Q1'20
- Robust pipeline of aviation opportunities, with ~\$220.0 million of in-place LOIs<sup>(2)</sup> outstanding at March 31, 2020
- Continue to harvest non-core aviation assets; sold 12 airframes and 1 engine for \$28.6 million in total proceeds and a loss of \$1.8 million

### **Infrastructure**

All current expansion projects advancing as scheduled

Total investable cash was approximately \$26.2 million<sup>(3)</sup>

- Retired ~\$36.0 million term loan at Offshore in March 2020
- Refinanced all existing long-term debt (recourse to FTAI) of ~\$185.0mm, and raised an additional \$80.0mm of new non-recourse debt at Jefferson to fund expansion projects

1) This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

2) Represents understandings and arrangements in place. There can be no assurance that we will be successful in acquiring any such assets or, if acquired, that they will generate returns meeting our expectations, or at all. Some of our committed investments and pipeline investments are subject to definitive documentation, agency consent and board approval. Committed investments and pipeline investments and pipeline investments are subject to definitive documentation, agency consent and board approval. Committed investments and pipeline investments are subject to definitive documentation, agency consent and board approval. See "Disclaimers" at the beginning of the Presentation.

FRASTRUCTURE 3) Investable cash is equal to cash on the Corporate and Other balance sheet, excluding cash related to Offshore Energy and Shipping Containers as of March 31, 2020

### Investment Activity

Capital

Structure

ORTRESS

## **Consolidated Financial Results**

### Q1'20 Financial Results

- ✓ Net Loss Attributable to Shareholders of \$2.9 million
- Net Cash Used in Operating Activities of \$11.8 million
- $\checkmark$  Total FAD of \$96.0 million<sup>(1)</sup>

(\$s in millions, except per share amounts)

✓ Adjusted EBITDA of \$72.0 million<sup>(1)</sup>

### Q1'20 Balance Sheet

- ✓ Total Assets of \$3.2 billion
- ✓ Total Debt of \$1.4 billion (net of \$26.4mm deferred financing costs)
- ✓ Total Cash of \$45.1 million

Quarter Over Quarter Results	Q1′19 <sup>(2)</sup>	Q4′19	Q1′20
Net (Loss) Income Attributable to Shareholders	(\$6.4)	\$183.6	(\$2.9)
Net Cash Provided by (Used in) Operating Activities	\$20.3	\$58.3	(\$11.8)
FAD <sup>(1)</sup>	\$70.2	\$288.6	\$96.0
Adjusted EBITDA <sup>(1)</sup>	\$64.8	\$234.0	\$72.0
(Losses) Earnings Per Common Share – Continuing Operations	(\$0.07)	\$1.30	(\$0.05)
Earnings Per Common Share – Discontinued Operations	\$0.00	\$0.83	\$0.02
ROE <sup>(3)</sup>	(2.7%)	62.2%	(0.9%)

### **Financial Overview**

Balance Sheet & Liquidity	March 31, 2020
Aviation Leasing Assets	\$1,665.8
Infrastructure Assets	1,296.7
Corporate and Other Assets	214.1
Total Assets	\$3,176.6
Debt	1,445.7
Total Equity	1,311.8
Total Debt + Total Equity	\$2,757.5
Total Debt to Capital Ratio	52.4%

1) This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

2) Excluding cash flow metrics, all prior periods have been restated to exclude discontinued operations resulting from the sale of CMQR rail assets for comparison purposes

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3) ROE is calculated as net income (loss) attributable to shareholders for the quarter divided by quarterly average total equity excluding non-controlling interest in equity of consolidated subsidiaries. The average is based on quarter-end equity amounts over the two most recently completed quarters. ROE for quarterly periods is shown as an annualized return. Annualized data is presented for illustrative purposes only and should not be considered indicative of future performance or actual results for any period. Please see "Disclaimers" at the beginning of the Presentation.

## Highlights of Funds Available for Distribution<sup>(1)(2)</sup>

- Aviation Leasing FAD was \$121.3 million in Q1'20
  - Includes \$28.6 million from aviation equipment sales proceeds (vs. \$82.2 million of sales proceeds in Q4'19)
- Infrastructure FAD was \$1.7 million in Q1'20, primarily due to higher contributions from core crude and refined products businesses at Jefferson and frac sand business at Long Ridge
- Corporate FAD increased by (\$2.9) million in Q1'20, excluding capital incentive fee of \$15.1 million resulting from asset sales and debt payment of \$7.0 million at Offshore which were included in Q4'19. The increase is primarily due to lower contribution from offshore assets coupled with higher corporate expenses during the quarter

Funds Available for Distribution <sup>(1)(2)</sup>						
(\$s in millions)	Q1′20					
Aviation Leasing Business FAD <sup>(3)</sup>	\$121.3					
Infrastructure Business FAD <sup>(3)(4)</sup>	\$1.7					
Corporate and Other FAD <sup>(5)</sup>	(\$27.0)					
Total FAD	\$96.0					
Net Cash Used in Operating Activities	(\$11.8)					

There can be no assurance that additional FAD will be generated after deploying investable cash on balance sheet. See "Disclaimers" at the beginning of the Presentation.
 This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

3) See "Aviation Leasing" and "Infrastructure" in Reconciliation of FAD in Appendix in the back of this Presentation.

4) Includes car cleaning assets and discontinued operations resulting from the sale of CMQR rail assets

ASTRUCTURE 5) Includes Shipping Containers and Offshore Energy.

## **Capital Structure & Financing Strategy**

- Conservative approach to leverage
  - Leverage of approximately 52.4%<sup>(1)</sup> of total capital
- Total book value attributable to FTAI common shareholders is approximately \$1.1 billion, or \$12.74 per common share<sup>(2)</sup>

(\$s in millions)	March 31, 2020
Cash & Cash Equivalents	\$45.1
Total Debt <sup>(3)</sup>	\$1,445.7
Shareholders' Equity	\$1,084.4
Preferred Equity	\$194.9
Non-controlling Interest	\$32.5
Total Equity	\$1,311.8
Total Capitalization	\$2,757.5
Debt/Total Capital	52.4%

FORTRESS1) As of March 31, 2020.TRANSPORTATION2) Book value per share calculation based on \$1,084.4mm Shareholders' Equity divided by 85.1mm common shares outstanding at March 31, 2020.& INFRASTRUCTURE3) Total debt is net of approximately \$26.4mm of deferred financing costs; gross debt outstanding was \$1,472.1mm at March 31, 2020.

## **Aviation Leasing**

- As of March 31, 2020, we owned and managed 244 aviation assets, including 76 aircraft and 168 engines, with 69 of 76 aircraft and 108 of 168 engines on lease
- Invested ~\$56.1 million in aviation equipment during Q1'20
- Sold 12 airframes and 1 engine in Q1'20 for \$28.6 million in total proceeds and a loss of \$1.8 million

Financial Summary									
ss in millions) Statement of Operations	Q1′19 <sup>(1)</sup>	Q4′19 <sup>(1)</sup>	Q1′20						
Total Revenue	\$70.4	\$105.0	\$83.0						
Total Expenses	(37.6)	(41.8)	(39.4)						
Other <sup>(2)</sup>	1.4	15.9	(2.5)						
Net Income Attributable to Shareholders	\$34.2	\$79.1	\$41.1						
<i>ROE</i> <sup>(3)</sup>	11.8%	24.0%	11.8%						
Non-GAAP Measure									
Adjusted EBITDA <sup>(4)</sup>	\$73.7	\$126.9	\$83.4						

Einancial Summary

#### **Operating Data & Metrics** As of March 31, 2020 Net Leasing Equipment Engines Aircraft Total (\$s in millions) # Assets 168 76 244 Engines Net Leasing 30% \$448.4 \$1,044.9 \$1.493.3 Equipment Aircraft 70% Utilization<sup>(5)</sup> 58.8% 89.3% 78.9% Remaining 14 33 (n/a)Lease Term $(months)^{(6)}$

1) All prior periods have been restated to reflect Aviation Leasing segment organizational restructuring for comparison purposes.

- 2) Includes Total other income, Provision for income taxes, less Net income attributable to non-controlling interest in consolidated subsidiaries.
- 3) ROE is calculated as net income attributable to shareholders for the quarter divided by quarterly average total equity excluding non-controlling interest in equity of consolidated subsidiaries. The average is based on quarter-end equity amounts over the two most recently completed quarters. ROE for quarterly periods is shown as an annualized return. Annualized data is presented for illustrative purposes only and should not be considered indicative of future performance or actual results for any period. Please see "Disclaimers" at the beginning of the Presentation.
- 4) This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.
- 5) Utilization is Based on the percent of days on-lease in the quarter weighted by the monthly average equity value of our aviation leasing equipment, excluding airframes..

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6) Remaining Lease Term is based on the average remaining months for our aircraft and engine portfolios, weighted by the net asset value of the respective assets, which is gross asset value including lease intangibles, as applicable, net of accumulated depreciation, accumulated amortization and maintenance deposits, as applicable.

## Aviation Leasing Historical Returns<sup>(1)</sup>

- Scaled the Aviation segment from an Average Book Equity<sup>(2)</sup> of \$1,069.2 million in Q4'18 to \$1,391.7 million in Q1'20, while maintaining a strong return profile
  - Consistent ~25% Annualized Adjusted EBITDA Return on Equity excluding gain on sale of assets

	04/19	01/10	02/10	02/10	04/10	01/20
inancial Metrics	Q4′18	Q1′19	Q2′19	Q3′19	Q4′19	Q1′20
5s in thousands)						
Average Book Equity <sup>(2)</sup> {A}	\$1,069,158	\$1,154,340	\$1,212,908	\$1,241,312	\$1,315,470	\$1,391,697
Annualized Net Income <sup>(3)</sup>	\$120,995	\$136,660	\$248,168	\$334,016	\$316,272	\$164,492
Annualized Net Income excluding gain on sale of assets <sup>(3)</sup> { <b>B</b> }	\$126,148	\$129,788	\$157,728	\$185,776	\$234,008	\$171,768
Annualized Return on Equity excluding gain on sale of assets % {B/A}	11.8%	11.2%	13.0%	15.0%	17.8%	12.3%
Annualized Adjusted EBITDA <sup>(3)</sup>	\$283,516	\$294,648	\$411,456	\$504,036	\$507,452	\$333,560
Annualized Adjusted EBITDA excluding gain on sale of assets <sup>(3)</sup> { <b>C</b> }	\$288,669	\$287,776	\$321,016	\$355,796	\$425,188	\$340,836
Annualized Adjusted EBITDA Return on Equity excluding gain on sale of assets % {C/A}	27.0%	24.9%	26.5%	28.7%	32.3%	24.5%
Operating Metrics						
Aircraft	70	73	70	69	74	76
Engines	142	146	161	152	164	168
Total Aviation Assets	212	219	231	221	238	244



1) All prior periods before Q1'20 have been restated to reflect Aviation segment organizational restructuring for comparison purposes.

2) Determined by taking the average of Book Equity excluding Non-controlling interest of the two most recently completed quarters.

3) Annualized Net Income and Annualized Adjusted EBITDA are calculated by multiplying Net Income or Adjusted EBITDA, respectively, for the applicable period by four. 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 Appendix for more information.

## Jefferson Terminal

- Well-positioned to take advantage of growing local and export refined products and crude markets<sup>(1)</sup>
- Overall revenue decreased QoQ and YoY due to the discontinuation of our crude marketing business in Q4'19
- Overall results improved QoQ and YoY primarily due to an increase in overall throughput volumes from our core terminalling business, including a full quarter utilization of the 1.4mm bbl storage that went online in Q4'19
  - Total throughput volumes in Q1'20 increased to 13.2 million barrels, up from 12.8 million barrels in Q4'19. This increase was primarily driven by increased volumes in our core crude and refined products businesses offset by a reduction in volumes in our ethanol and crude marketing businesses, which we discontinued at the end of Q4'19
- "Other" in Q1'20 included \$4.7 million of loss from extinguishment of debt resulting from the debt refinancing in Feb'20, while Q4'19 included \$4.6 million of gain from the acquisition of the remaining 50% interest in our ethanol joint venture

Financi	Financial Summary									
(\$s in millions) <b>Statement of Operations</b>	Q1′19	Q4′19	Q1′20							
Total Revenue	\$36.0	\$40.3	\$24.7							
Total Expenses	(48.3)	(58.5)	(32.6)							
Other <sup>(2)</sup>	2.7	9.1	(0.1)							
Net Loss Attributable to Shareholders	(\$9.6)	(\$9.1)	(\$8.0)							
<i>ROE</i> <sup>(3)</sup>	(11.3%)	(8.9%)	(6.9%)							
Non-GAAP Measure										
Adjusted EBITDA <sup>(4)</sup>	(\$1.3)	(\$0.2)	\$4.6							

<b>Operating Data &amp; Metrics</b>								
(Figures in bbls) Quarterly Operating Data <sup>(5)</sup>	Q4′19	Q1′20						
Refined Products Volume	1,818,229	2,082,809						
Ethanol Volume	1,384,685							
Crude Volume	9,606,378	11,146,396						
Total Volume	12,809,292	13,229,205						
Storage Capacity	4,309,027	4,309,027						

1) Please see "Disclaimers" at the beginning of the Presentation.

2) Includes Total other income, Equity investment income, Provision for income taxes, less Net loss attributable to non-controlling interest in consolidated subsidiaries.

3) ROE is calculated as net income attributable to shareholders for the quarter divided by quarterly average total equity excluding non-controlling interest in equity of consolidated subsidiaries. The average is based on quarter-end equity amounts over the two most recently completed quarters. ROE for quarterly periods is shown as an annualized return. Annualized data is presented for illustrative purposes only and should not be considered indicative of future performance or actual results for any period. Please see "Disclaimers" at the beginning of the Presentation.

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4) This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

RE 5) Volume data comprised of the greater of the minimum volume commitments or actual revenue generating inbound or/and outbound volumes.

## **Ports and Terminals**

- Ports and Terminals is comprised of the Repauno Port and a 50.1% investment in Long Ridge Energy Terminal
- As a result of the sale of a 49.9% interest in Long Ridge in Q4'19, Long Ridge's results are no longer consolidated, and are shown in Other Income as "Equity in earnings (losses) of unconsolidated entities"
  - FTAI's proportional share of Long Ridge's net income was \$0.9mm in Q1'20
- No seasonal butane sales in Q1'20 vs. \$5.8 million and \$1.4 million of butane sales in Q4'19 and Q1'19, respectively
- Q4'19 results included a gain of \$116.7 million from the sale of a 49.9% interest in Long Ridge

Financial Summary									
(\$s in millions) Statement of Operations	Q1′19	Q4′19	Q1′20						
Total Revenue	\$5.7	\$10.0	\$0.3						
Total Expenses	(7.2)	(20.0)	(3.6)						
Other <sup>(1)</sup>	(2.4)	97.1	1.3						
Net (Loss) Income Attributable to Shareholders	(\$3.9)	\$87.1	(\$2.0)						
<i>ROE</i> <sup>(2)</sup>	(5.5%)	104.3%	(2.4%)						
Non-GAAP Measure									
Adjusted EBITDA <sup>(3)</sup>	\$0.9	\$117.0	(\$1.3)						



1) Includes Total other income, Provision for income taxes, less Net (loss) income attributable to non-controlling interest in consolidated subsidiaries.

2) ROE is calculated as net income attributable to shareholders for the quarter divided by quarterly average total equity excluding non-controlling interest in equity of consolidated subsidiaries. The average is based on quarter-end equity amounts over the two most recently completed quarters. ROE for quarterly periods is shown as an annualized return. Annualized data is presented for illustrative purposes only and should not be considered indicative of future performance or actual results for any period. Please see "Disclaimers" at the beginning of the Presentation.
 3) This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

## **Corporate and Other**

- Corporate and Other includes G&A expenses, management fees, incentive allocations, acquisition and transaction costs, interest expense, and expense reimbursement, as well as operating results from rail car cleaning, Offshore Energy, and Shipping Containers. It also includes preferred distributions
- Total Revenue decreased \$1.2 million compared to Q4'19 primarily due to lower revenue generated from Offshore Energy assets offset by higher revenue generated from our car cleaning business
- Total Expenses increased by (\$1.8) million in Q1'20, excluding capital incentive fee of \$15.1 million resulting from asset sales, which was included in Q4'19. The increase is primarily due to higher corporate expenses during the quarter
- "Other" increased (\$2.5) million compared to Q4'19 primarily due to higher preferred dividend distributions during the quarter

Financial Summary									
(\$s in millions) Statement of Operations	Q1′19 <sup>(3)</sup>	Q4′19 <sup>(4)</sup>	Q1′20						
Total Revenue	\$2.8	\$6.0	\$4.8						
Total Expenses	(30.2)	(48.9)	(35.6)						
Other <sup>(1)</sup>		(2.0)	(4.5)						
Net Loss Attributable to Shareholders	(\$27.4)	(\$44.9)	(\$35.3)						
Non-GAAP Measure									
Adjusted EBITDA <sup>(2)</sup>	(\$8.5)	(\$9.7)	(\$14.6)						

- Includes Total other income, Provision for income taxes, income from discontinued operations, and preferred dividend distributions less Net loss attributable to non-controlling interest in consolidated subsidiaries.
- 2) This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.
- 3) Q1'19 figures have been restated to exclude discontinued operations resulting from the sale of CMQR rail assets and to reflect Aviation Leasing segment organizational restructuring, both for comparison purposes.

4) Q4'19 figures have been restated to reflect Aviation Leasing segment organizational restructuring for comparison purposes.

# **Appendix:**

- Statement of Operations by Segment
- Comparative Statements of Operations
- Condensed Balance Sheets by Segment
- Reconciliation of Non-GAAP measures
- Consolidated FAD reconciliation
- Glossary



# **Statement of Operations by Segment**



### **Statement of Operations by Segment (unaudited)**

For the Three Months Ended March 31, 2020	Equi	ipment Leasing		Infras	tructure				
(\$s in thousands)	Av	iation Leasing	Jeffe	erson Terminal	Ports	and Terminals	Corp	orate and Other	Total
Revenues									
Equipment leasing revenues	\$	82,992	\$	—	\$	—	\$	3,457	\$ 86,449
Infrastructure revenues		—		24,741		314		1,336	26,391
Total revenues	\$	82,992	\$	24,741	\$	314	\$	4,793	\$ 112,840
Expenses									
Operating expenses		4,071		21,943		2,000		5,430	33,444
General and administrative		—		—		_		4,663	4,663
Acquisition and transaction expenses		2,724		—		782		(312)	3,194
Management fees and incentive allocation to affiliate		—		—		—		4,766	4,766
Depreciation and amortization		32,631		7,226		376		1,964	42,197
Interest expense		_		3,428		393		19,040	22,861
Total expenses	\$	39,426	\$	32,597	\$	3,551	\$	35,551	\$ 111,125
Other income (expense)									
Equity in (losses) earnings of unconsolidated entities		(591)		_		906		(50)	265
Loss on sale of assets, net		(1,819)		—		—		_	(1,819)
Loss on extinguishment of debt				(4,724)		—			(4,724)
Interest income		12		22		_		7	41
Other income				33		—			33
Total other (expense) income	\$	(2,398)	\$	(4,669)	\$	906	\$	(43)	\$ (6,204)
Income (loss) from continuing operations before income taxes		41,168		(12,525)		(2,331)		(30,801)	(4,489)
Provision for (benefit from) income taxes		45		135		(281)		3	(98)
Net income (loss) from continuing operations	\$	41,123	\$	(12,660)	\$	(2,050)	\$	(30,804)	\$ (4,391)
Less: Net loss from continuing operations attributable to non-controlling interests in consolidated subsidiaries		_		(4,661)		(75)		—	(4,736)
Dividends on preferred shares		_		_		_		4,539	4,539
Net income (loss) from continuing operations attributable to shareholders	\$	41,123	\$	(7,999)	\$	(1,975)	\$	(35,343)	\$ (4,194)
Adjusted EBITDA <sup>(1)</sup>	\$	83,390	\$	4,569	\$	(1,316)	\$	(14,648)	\$ 71,995



### **Statement of Operations by Segment (unaudited)**

For the Three Months Ended March 31, 2019	Equi	Equipment Leasing		Equipment Leasing Infrastructure			Infrastructure				
(\$s in thousands)	Avi	ation Leasing	Jeffe	erson Terminal	Ports	and Terminals	Corp	orate and Other	Total		
Revenues											
Equipment leasing revenues	\$	70,411	\$	_	\$	—	\$	2,041	\$ 72,452		
Infrastructure revenues				35,954		5,714		774	42,442		
Total revenues	\$	70,411	\$	35,954	\$	5,714	\$	2,815	\$ 114,894		
Expenses											
Operating expenses		6,626		39,241		4,902		3,541	54,310		
General and administrative				—		—		4,184	4,184		
Acquisition and transaction expenses		978		—		—		496	1,474		
Management fees and incentive allocation to affiliate				_		—		3,838	3,838		
Depreciation and amortization		30,005		5,156		1,993		1,709	38,863		
Interest expense				3,924		296		16,514	20,734		
Total expenses	\$	37,609	\$	48,321	\$	7,191	\$	30,282	\$ 123,403		
Other income (expense)											
Equity in (losses) earnings of unconsolidated entities		(201)		(220)		—		37	(384)		
Gain on sale of assets, net		1,718		_		—		_	1,718		
Interest income		26		38		21		6	91		
Other expense				(233)		(2,370)		_	(2,603)		
Total other income (expense)	\$	1,543	\$	(415)	\$	(2,349)	\$	43	\$ (1,178)		
Income (loss) from continuing operations before income taxes		34,345		(12,782)		(3,826)		(27,424)	(9,687)		
Provision for income taxes		180		86		—		1	267		
Net income (loss) from continuing operations	\$	34,165	\$	(12,868)	\$	(3,826)	\$	(27,425)	\$ (9,954)		
Less: Net loss from continuing operations attributable to non-controlling interests in consolidated subsidiaries		_		(3,296)		(64)		_	(3,360)		
Net income (loss) from continuing operations attributable to shareholders	\$	34,165	\$	(9,572)	\$	(3,762)	\$	(27,425)	\$ (6,594)		
Adjusted EBITDA <sup>(1)</sup>	\$	73,662	\$	(1,290)	\$	926	\$	(8,543)	\$ 64,755		



# **Comparative Statements of Operations**



### **Consolidated - Comparative Statements of Operations (unaudited)**

	Three Months Ended											
(\$s in thousands)		3/31/2019		6/30/2019		9/30/2019		12/31/2019		3/31/2020		
Revenues												
Equipment leasing revenues	\$	72,452	\$	79,200	\$	87,259	\$	110,411	\$	86,449		
Infrastructure revenues		42,442		70,648		65,441		50,921		26,391		
Total revenues	\$	114,894	\$	149,848	\$	152,700	\$	161,332	\$	112,840		
Expenses												
Operating expenses		54,310		85,783		82,719		68,760		33,444		
General and administrative		4,184		3,551		5,535		3,635		4,663		
Acquisition and transaction expenses		1,474		2,308		5,343		8,498		3,194		
Management fees and incentive allocation to affiliate		3,838		5,710		7,378		19,133		4,766		
Depreciation and amortization		38,863		42,052		43,265		44,843		42,197		
Interest expense		20,734		25,394		25,190		24,267		22,861		
Total expenses	\$	123,403	\$	164,798	\$	169,430	\$	169,136	\$	111,125		
Other income (expense)												
Equity in (losses) earnings of unconsolidated entities		(384)		(169)		(974)		(848)		265		
Gain (loss) on sale of assets, net		1,718		22,622		37,060		141,850		(1,819)		
Loss on extinguishment of debt				—		_		—		(4,724)		
Asset impairment						—		(4,726)		—		
Interest income		91		240		121		79		41		
Other (expense) income		(2,603)		4,937		1,131		(20)		33		
Total other (expense) income	\$	(1,178)	\$	27,630	\$	37,338	\$	136,335	\$	(6,204)		
(Loss) income from continuing operations before income taxes		(9,687)		12,680		20,608		128,531		(4,489)		
Provision for (benefit from) income taxes		267		(2,328)		872		18,999		(98)		
Net (loss) income from continuing operations	\$	(9,954)	\$	15,008	\$	19,736	\$	109,532	\$	(4,391)		
Net income from discontinued operations, net of income taxes		158		785		940		71,579		1,331		
Net (loss) income		(9,796)		15,793		20,676		181,111		(3,060)		
Less: Net (loss) income attributable to non-controlling interests in consolidated subsidiaries:												
Continuing operations		(3,360)		(4,580)		(5,111)		(4,520)		(4,736)		
Discontinued operations		(56)		41		116		146		—		
Dividends on preferred shares								1,838		4,539		
Net (loss) income attributable to shareholders	\$	(6,380)	\$	20,332	\$	25,671	\$	183,647	\$	(2,863)		
Adjusted EBITDA <sup>(1)</sup>	\$	64,755	\$	92,696	\$	112,003	\$	233,954	\$	71,995		



1. This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

### **Aviation Leasing - Comparative Statements of Operations (unaudited)**

	Three Months Ended												
(\$s in thousands)		3/31/2019		6/30/2019		9/30/2019		12/31/2019		3/31/2020			
Revenues													
Lease income	\$	47,303	\$	48,731	\$	50,169	\$	51,102	\$	46,941			
Maintenance revenue		21,777		25,369		35,426		52,342		31,995			
Finance lease income		826		881		496		445		429			
Other revenue		505		_		214		1,089		3,627			
Total revenues	\$	70,411	\$	74,981	\$	86,305	\$	104,978	\$	82,992			
Expenses													
Operating expenses		6,626		3,467		3,222		4,353		4,071			
Acquisition and transaction expenses		978		970		1,058		5,635		2,724			
Depreciation and amortization		30,005		33,267		33,911		31,807		32,631			
Total expenses	\$	37,609	\$	37,704	\$	38,191	\$	41,795	\$	39,426			
Other income (expense)													
Equity in losses of unconsolidated entities		(201)		(242)		(885)		(501)		(591)			
Gain (loss) on sale of assets, net		1,718		22,610		37,060		20,566		(1,819)			
Interest income		26		28		31		19		12			
Total other income	\$	1,543	\$	22,396	\$	36,206	\$	20,084	\$	(2,398)			
Income before income taxes		34,345		59,673		84,320		83,267		41,168			
Provision for (benefit from) income taxes		180		(2,369)		816		4,199		45			
Net income	\$	34,165	\$	62,042	\$	83,504	\$	79,068	\$	41,123			
Less: Net income attributable to non-controlling interests in consolidated subsidiaries										_			
Net income attributable to shareholders	\$	34,165	\$	62,042	\$	83,504	\$	79,068	\$	41,123			
Adjusted EBITDA <sup>(1)</sup>	\$	73,662	\$	102,864	\$	126,009	\$	126,863	\$	83,390			



1. This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

### Jefferson Terminal - Comparative Statements of Operations (unaudited)

	Three Months Ended												
(\$s in thousands)		3/31/2019		6/30/2019		9/30/2019	12/31/2019			3/31/2020			
Revenues													
Lease income	\$	308	\$	821	\$	627	\$	550	\$	120			
Terminal services revenues		4,867		7,537		9,505		13,999		16,411			
Crude marketing revenues		30,779		59,204		50,405		25,746		8,210			
Total revenues	\$	35,954	\$	67,562	\$	60,537	\$	40,295	\$	24,741			
Expenses													
Operating expenses		39,241		74,393		69,712		48,160		21,943			
Depreciation and amortization		5,156		5,519		5,717		6,481		7,226			
Interest expense		3,924		4,524		3,927		3,814		3,428			
Total expenses	\$	48,321	\$	84,436	\$	79,356	\$	58,455	\$	32,597			
Other income (expense)													
Equity in (losses) earnings of unconsolidated entities		(220)		92		(162)		(2)		—			
Gain on sale of assets, net				12				4,624		—			
Loss on extinguishment of debt		_		_		_		—		(4,724)			
Interest income		38		33		26		21		22			
Other (expense) income		(233)		50		772		45		33			
Total other (expense) income	\$	(415)	\$	187	\$	636	\$	4,688	\$	(4,669)			
Loss before income taxes		(12,782)		(16,687)		(18,183)		(13,472)		(12,525)			
Provision for income taxes		86		38		56		104		135			
Net Loss	\$	(12,868)	\$	(16,725)	\$	(18,239)	\$	(13,576)	\$	(12,660)			
Less: Net loss attributable to non-controlling interests in consolidated subsidiaries		(3,296)		(4,558)		(5,031)		(4,471)		(4,661)			
Net loss attributable to shareholders	\$	(9,572)	\$	(12,167)	\$	(13,208)	\$	(9,105)	\$	(7,999)			
Adjusted EBITDA <sup>(1)</sup>	\$	(1,290)	\$	(2,563)	\$	(2,112)	\$	(195)	\$	4,569			



### **Ports and Terminals - Comparative Statements of Operations (unaudited)**

	Three Months Ended											
(\$s in thousands)		3/31/2019		6/30/2019	9/30/2019		12/31/2019			3/31/2020		
Revenues												
Lease income	\$	355	\$	265	\$	249	\$	187	\$	_		
Terminal services revenues		1,818		1,028		2,330		1,881		_		
Other revenue		3,541		973		1,595		7,965		314		
Total revenues	\$	5,714	\$	2,266	\$	4,174	\$	10,033	\$	314		
Expenses												
Operating expenses		4,902		4,757		5,404		9,791		2,000		
Acquisition and transaction expenses		_		—		_		5,008		782		
Depreciation and amortization		1,993		1,560		1,687		4,609		376		
Interest expense		296		348		469		599		393		
Total expenses	\$	7,191	\$	6,665	\$	7,560	\$	20,007	\$	3,551		
Other income (expense)												
Equity in (losses) earnings of unconsolidated entities		_		—		_		(192)		906		
Gain on sale of assets, net		_				_		116,660		_		
Asset impairment		_				_		(4,726)		_		
Interest income		21		173		47		48		_		
Other (expense) income		(2,370)		4,887		(644)		(64)		_		
Total other (expense) income	\$	(2,349)	\$	5,060	\$	(597)	\$	111,726	\$	906		
(Loss) income before income taxes		(3,826)		661		(3,983)		101,752		(2,331)		
Provision for (benefit from) income taxes		_						14,700		(281)		
Net (loss) income	\$	(3,826)	\$	661	\$	(3,983)	\$	87,052	\$	(2,050)		
Less: Net loss attributable to non-controlling interests in consolidated subsidiaries		(64)		(22)		(80)		(49)		(75)		
Net (loss) income attributable to shareholders	\$	(3,762)	\$	683	\$	(3,903)	\$	87,101	\$	(1,975)		
Adjusted EBITDA <sup>(1)</sup>	\$	926	\$	(2,241)	\$	(927)	\$	117,002	\$	(1,316)		



1. This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

### **Corporate and Other - Comparative Statements of Operations (unaudited)**

	Three Months Ended											
(\$s in thousands)		3/31/2019		6/30/2019		9/30/2019		12/31/2019		3/31/2020		
Revenues												
Equipment leasing revenues												
Lease income	\$	1,933	\$	3,157	\$	666	\$	4,040	\$	2,872		
Other revenue		108		1,062		288		1,393		585		
Total equipment leasing revenues		2,041		4,219		954		5,433		3,457		
Infrastructure revenues												
Other revenue		774		820		730		593		1,336		
Total infrastructure revenues		774		820		730		593		1,336		
Total revenues	\$	2,815	\$	5,039	\$	1,684	\$	6,026	\$	4,793		
Expenses												
Operating expenses		3,541		3,166		4,381		6,456		5,430		
General and administrative		4,184		3,551		5,535		3,635		4,663		
Acquisition and transaction expenses		496		1,338		4,285		(2,145)		(312)		
Management fees and incentive allocation to affiliate		3,838		5,710		7,378		19,133		4,766		
Depreciation and amortization		1,709		1,706		1,950		1,946		1,964		
Interest expense		16,514		20,522		20,794		19,854		19,040		
Total expenses	\$	30,282	\$	35,993	\$	44,323	\$	48,879	\$	35,551		
Other income (expense)												
Equity in earnings (losses) of unconsolidated entities		37		(19)		73		(153)		(50)		
Interest income (expense)		6		6		17		(9)		7		
Other income (expense)						1,003		(1)		_		
Total other income (expense)	\$	43	\$	(13)	\$	1,093	\$	(163)	\$	(43)		
Loss before income taxes		(27,424)		(30,967)		(41,546)		(43,016)		(30,801)		
Provision for (benefit from) income taxes		1		3		_		(4)		3		
Net loss	\$	(27,425)	\$	(30,970)	\$	(41,546)	\$	(43,012)	\$	(30,804)		
Less: Net loss attributable to non-controlling interests in consolidated subsidiaries		_		_				—		—		
Dividends on preferred shares		_		_		_		1,838		4,539		
Net loss attributable to shareholders	\$	(27,425)	\$	(30,970)	\$	(41,546)	\$	(44,850)	\$	(35,343)		
Adjusted EBITDA <sup>(1)</sup>	\$	(8,543)	\$	(5,364)	\$	(10,967)	\$	(9,716)	\$	(14,648)		



# **Condensed Balance Sheets by Segment**



## **Condensed Balance Sheets by Segment**

As of March 31, 2020	Equipment Leasing			Infrast	·e				
(\$s in thousands)	Av	viation Leasing	Jeffe	erson Terminal	Ports	s and Terminals	Cor	porate and Other	Total
Gross Property, Plant and Equipment (PP&E)	\$	635	\$	610,273	\$	240,852	\$	14,110	\$ 865,870
Accumulated Depreciation on PP&E		(29)		(71,893)		(4,005)		(643)	(76,570)
Net PP&E	\$	606	\$	538,380	\$	236,847	\$	13,467	\$ 789,300
Gross Leasing Equipment		1,792,793		44,326		—		187,072	2,024,191
Accumulated Depreciation on Leasing Equipment		(299,515)		(6,256)		_		(37,774)	(343,545)
Net Leasing Equipment	\$	1,493,278	\$	38,070	\$	_	\$	149,298	\$ 1,680,646
Intangible Assets		9,422		15,693		—		_	25,115
Goodwill		_		122,735		_		_	122,735
All Other Assets		162,494		167,820		177,157		51,321	558,792
Total Assets	\$	1,665,800	\$	882,698	\$	414,004	\$	214,086	\$ 3,176,588
Debt		_		252,379		25,000		1,168,356	1,445,735
All Other Liabilities		274,933		94,902		44,944		4,250	419,029
Total Liabilities	\$	274,933	\$	347,281	\$	69,944	\$	1,172,606	\$ 1,864,764
Shareholders' equity		1,390,867		504,192		343,274		(959,044)	1,279,289
Non-controlling interest in equity of consolidated subsidiaries		_		31,225		786		524	32,535
Total Equity	\$	1,390,867	\$	535,417	\$	344,060	\$	(958,520)	\$ 1,311,824
Total Liabilities and Equity	\$	1,665,800	\$	882,698	\$	414,004	\$	214,086	\$ 3,176,588



## **Condensed Balance Sheets by Segment**

As of December 31, 2019	Equ	ipment Leasing	Infrastructure						
(\$s in thousands)	Av	viation Leasing	Jeffe	erson Terminal	Ports	s and Terminals	Cor	porate and Other	Total
Gross Property, Plant and Equipment (PP&E)	\$	\$ 607		587,489	\$	203,948	\$	10,000	\$ 802,044
Accumulated Depreciation on PP&E		_		(65,778)		(3,629)		(528)	(69,935)
Net PP&E	\$	607	\$	521,711	\$	200,319	\$	9,472	\$ 732,109
Gross Leasing Equipment		1,788,375		44,326				187,072	2,019,773
Accumulated Depreciation on Leasing Equipment		(270,807)		(5,978)		_		(35,929)	(312,714)
Net Leasing Equipment	\$	1,517,568	\$	38,348	\$	_	\$	151,143	\$ 1,707,059
Intangible Assets		11,110		16,582				_	27,692
Goodwill		_		122,639		_		_	122,639
All Other Assets		165,552		82,142		166,083		233,646	647,423
Total Assets	\$	1,694,837	\$	781,422	\$	366,402	\$	394,261	\$ 3,236,922
Debt				233,077		25,000		1,162,851	1,420,928
All Other Liabilities		285,099		91,432		38,930		61,676	477,137
Total Liabilities	\$	285,099	\$	324,509	\$	63,930	\$	1,224,527	\$ 1,898,065
Shareholders' equity		1,409,738		421,242		301,687		(830,790)	1,301,877
Non-controlling interest in equity of consolidated subsidiaries		_		35,671		785		524	36,980
Total Equity	\$	1,409,738	\$	456,913	\$	302,472	\$	(830,266)	\$ 1,338,857
Total Liabilities and Equity	\$	1,694,837	\$	781,422	\$	366,402	\$	394,261	\$ 3,236,922



**Reconciliation of Non-GAAP Measures** 



## Adjusted EBITDA Reconciliation by Segment (unaudited)

	For the Three Months Ended March 31, 2020											
(\$s in thousands)		Aviation Leasing		Jefferson Terminal		Ports and Terminals	С	orporate and Other		Total		
Net income (loss) attributable to shareholders	\$	41,123	\$	(7,999)	\$	(1,975)	\$	(35,343)	\$	(4,194)		
Add: Provision for income taxes		45		135		(281)		3		(98)		
Add: Equity-based compensation expense				215		76		—		291		
Add: Acquisition and transaction expenses		2,724		_		782		(312)		3,194		
Add: Losses on the modification or extinguishment of debt and capital lease obligations				4,724		—		_		4,724		
Add: Changes in fair value of non-hedge derivative instruments				181		—		_		181		
Add: Asset impairment charges		_		_		_		—		_		
Add: Incentive allocations		_		_		_		—		_		
Add: Depreciation & amortization expense (1)		39,498		7,226		376		1,964		49,064		
Add: Interest expense		_		3,428		393		19,040		22,861		
Add: Pro-rata share of Adjusted EBITDA from unconsolidated entities (2)		(591)		_		228		(50)		(413)		
Less: Equity in losses (earnings) of unconsolidated entities		591		_		(906)		50		(265)		
Less: Non-controlling share of Adjusted EBITDA (3)		_		(3,341)		(9)		_		(3,350)		
Adjusted EBITDA	\$	83,390	\$	4,569	\$	(1,316)	\$	(14,648)	\$	71,995		

#### For the Three Months Ended March 31, 2019

(\$s in thousands)	Aviation Leasing	Jefferson Terminal	Ports and Terminals	C	Corporate and Other	Total
Net income (loss) attributable to shareholders	\$ 34,165	\$ (9,572)	\$ (3,762)	\$	(27,425)	\$ (6,594)
Add: Provision for income taxes	180	86			1	267
Add: Equity-based compensation expense		90	92		—	182
Add: Acquisition and transaction expenses	978	_			496	1,474
Add: Losses on the modification or extinguishment of debt and capital lease obligations	_	_			—	_
Add: Changes in fair value of non-hedge derivative instruments	_	850	2,370		—	3,220
Add: Asset impairment charges	_	_			—	_
Add: Incentive allocations	—	_			162	162
Add: Depreciation & amortization expense (1)	38,339	5,156	1,993		1,709	47,197
Add: Interest expense	—	3,924	296		16,514	20,734
Add: Pro-rata share of Adjusted EBITDA from unconsolidated entities (2)	(201)	46			37	(118)
Less: Equity in losses (earnings) of unconsolidated entities	201	220			(37)	384
Less: Non-controlling share of Adjusted EBITDA (3)	_	(2,090)	(63)		—	(2,153)
Adjusted EBITDA	\$ 73,662	\$ (1,290)	\$ 926	\$	(8,543)	\$ 64,755



### **Notes to Non-GAAP reconciliations - Adjusted EBITDA**

(\$s in thousands)

#### (1) Total

Includes the following items for the three months ended March 31, 2020 and 2019: (i) depreciation and amortization expense of \$42,197 and \$38,863, (ii) lease intangible amortization of \$1,132 and \$2,462 and (iii) amortization for lease incentives of \$5,735 and \$5,872, respectively.

#### Aviation Leasing

Includes the following items for the three months ended March 31, 2020 and 2019: (i) depreciation expense of \$32,631 and \$30,005, (ii) lease intangible amortization of \$1,132 and \$2,462 and (iii) amortization for lease incentives of \$5,735 and \$5,872, respectively.

#### (2) Total

Includes the following items for the three months ended March 31, 2020 and 2019: (i) net income (loss) of \$223 and \$(420), (ii) interest expense of \$35 and \$36, (iii) depreciation and amortization expense of \$962 and \$266, (iv) acquisition and transaction expenses of \$81 and \$0 and (v) changes in fair value of non-hedge derivatives of \$(1,714) and \$0, respectively.

#### Aviation Leasing

Includes the proportionate share of the unconsolidated entities' net income adjusted for the excluded and included items detailed in the table, for which there were no adjustments.

#### Jefferson Terminal

Includes the following items for the three months ended March 31, 2020 and 2019: (i) net loss of \$0 and \$(220) and (ii) depreciation and amortization expense of \$0 and \$266, respectively.

#### Ports and Terminals

Includes the following items for the three months ended March 31, 2020 and 2019: (i) net income of \$894 and \$0, (ii) interest expense of \$5 and \$0, (iii) depreciation and amortization expense of \$962 and \$0, (iv) acquisition and transaction expenses of \$81 and \$0 and (v) changes in fair value of non-hedge derivative instruments of \$(1,714) and \$0, respectively.

#### Corporate and Other

Includes the following items for the three months ended March 31, 2020 and 2019: (i) net (loss) income of \$(80) and \$1 and (ii) interest expense of \$30 and \$36, respectively.



## Notes to Non-GAAP reconciliations - Adjusted EBITDA (continued)

(\$s in thousands)

(3) Total

Includes the following items for the three months ended March 31, 2020 and 2019: (i) equity based compensation of \$47 and \$21, (ii) provision for income taxes of \$28 and \$18, (iii) interest expense of \$720 and \$845, (iv) depreciation and amortization expense of \$1,524 and \$1,090, (v) changes in fair value of non-hedge derivative instruments of \$38 and \$179 and (vi) loss on extinguishment of debt of \$993 and \$0, respectively.

#### Jefferson Terminal

Includes the following items for the three months ended March 31, 2020 and 2019: (i) equity-based compensation of \$45 and \$19, (ii) provision for income taxes of \$28 and \$18, (iii) interest expense of \$720 and \$791, (iv) changes in fair value of non-hedge derivative instruments of \$38 and \$179, (v) depreciation and amortization expense of \$1,517 and \$1,083 and (vi) loss on extinguishment of debt of \$993 and \$0, respectively.

#### Ports and Terminals

Includes the following items for the three months ended March 31, 2020 and 2019: (i) equity-based compensation of \$2 and \$2, (ii) interest expense of \$0 and \$54 and (iii) depreciation and amortization expense of \$7 and \$7, respectively.



### **Consolidated FAD Reconciliation**

	Т	hree Months E	nded March 31,	2020	Thr	ee Months Ende	d December 31,	, 2019	Three Months Ended March 31, 2019									
(\$s in thousands)	Aviation Leasing	Infrastructure	Corporate and Other	Total	Aviation Leasing	Infrastructure	Corporate and Other	Total	Aviation Leasing	Infrastructure	Corporate and Other	Total						
Funds Available for Distribution (FAD)	\$ 121,254	\$ 1,703	\$ (26,920)	\$ 96,037	\$ 167,485	\$ 167,289	\$ (46,156)	\$ 288,618	\$ 99,628	\$ (3,847)	\$ (25,598)	\$ 70,183						
Less: Principal Collections on Finance Leases				(320)				(304)				(1,289)						
Less: Proceeds from sale of assets				(28,568)				(265,976)				(27,299)						
Less: Return of Capital Distributions from Unconsolidated Entities				_				(131)				(398)						
Add: Required Payments on Debt Obligations				_				7,046				1,562						
Add: Capital Distributions to Non-Controlling Interest				_				_				_						
Include: Changes in Working Capital				(78,955)				29,077				(22,489)						
Net Cash from Operating Activities				\$ (11,806)				\$ 58,330				\$ 20,270						



## Glossary

#### Adjusted EBITDA

The Chief Operating Decision Maker ("CODM") utilizes Adjusted EBITDA as the key performance measure. This performance measure provides the CODM with the information necessary to assess operational performance, as well as make resource and allocation decisions.

Adjusted EBITDA is defined as net income attributable to shareholders, adjusted (a) to exclude the impact of provision for income taxes, equity-based compensation expense, acquisition and transaction expenses, losses on the modification or extinguishment of debt and capital lease obligations, changes in fair value of non-hedge derivative instruments, asset impairment charges, incentive allocations, depreciation and amortization expense, and interest expense, (b) to include the impact of our pro-rata share of Adjusted EBITDA from unconsolidated entities, and (c) to exclude the impact of equity in earnings of unconsolidated entities and the non-controlling share of Adjusted EBITDA.

#### Adjusted EPS

EPS is calculated as Net Income divided by Weighted Average Common Shares Outstanding.

#### Debt to Capital Ratio

Debt to Capital Ratio is calculated as Total Debt divided by Total Debt plus Total Equity.

#### **Funds Available for Distribution**

Funds Available for Distribution ("FAD") is defined as cash from operating activities plus principal collections on finance leases, proceeds from sale of assets, and return of capital distributions from unconsolidated entities, less required payments on debt obligations and capital distributions to non-controlling interest, and excluding changes in working capital. The Company uses FAD in evaluating our ability to meet our stated dividend policy. FAD is not a financial measure in accordance with GAAP. The Company believes FAD will be a useful metric for investors and analysts for similar purposes. However, FAD is subject to a number of limitations and assumptions and there can be no assurance that the Company will generate FAD sufficient to meet our intended dividends. The GAAP measure most directly comparable to FAD is not cash provided by operating activities.

#### **Return on Equity**

Return on Equity is calculated as Net Income divided by average Shareholders' Equity plus Other Comprehensive Income.

