



# Fortress Transportation and Infrastructure Investors LLC

---

MicroCap Spring Investor Summit

April 2, 2019



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 FAD and/or EBITDA from investments, growth of and ability to expand Jefferson Terminal, CMQR, Repauno and Long Ridge, whether equipment will be able to be leased including vessels within our Offshore Energy segment, 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](http://www.ftandi.com)). In addition, new risks and uncertainties emerge from time to time, and it is not possible for the Company to predict or assess the impact of every factor that may cause its actual results to differ from those contained in any forward-looking statements. Such forward-looking statements speak only as of the date of this Presentation. The Company expressly disclaims any obligation to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Company’s expectations with regard thereto or change in events, conditions or circumstances on which any statement is based.

**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 Net Income, 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

- Owns and acquires *high quality* transportation equipment and infrastructure assets
- Diversified portfolio across the aviation, energy, port and rail sectors
- Combine *income & growth* through a mix of *equipment & infrastructure*

## Two Primary Business Units

### Income

#### Equipment Leasing<sup>(1)</sup>

\$1,277mm  
book equity

#### Industry-leading aviation leasing platform

- Own and lease 212 aircraft and engines
  - Q4 2018 annualized Adj. EBITDA of ~\$291mm<sup>(2)</sup>
- Significant contracted cash flows



### Growth

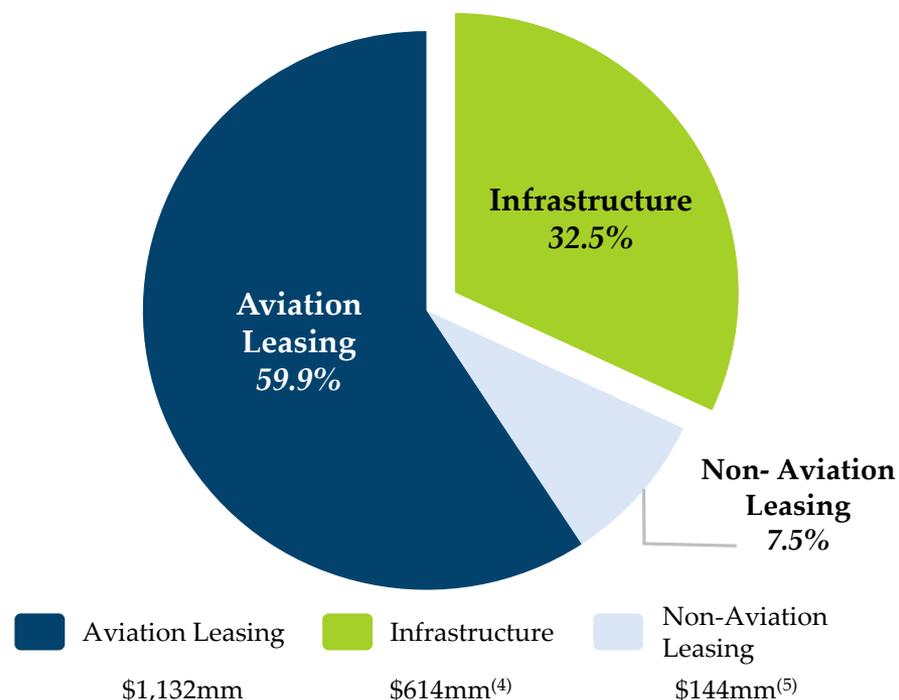
#### Infra-structure<sup>(4)</sup>

\$614mm  
book equity

#### Substantial asset value across geographies and asset types with significant scarcity value

- Jefferson Terminal
- Central Maine & Quebec Railway
- Repauno Port & Rail Terminal
- Long Ridge Energy Terminal

## Book Equity Contribution<sup>(3)</sup>



1) Equipment Leasing business consists of Aviation Leasing, Offshore Energy, and Shipping Containers segments. Book equity is calculated as total equity less non-controlling equity interest in equity of consolidated subsidiaries as of December 31, 2018.

2) Excludes gain on sale of assets; Annualized Adjusted EBITDA is a non-GAAP measure. Please see "Disclaimers" at the beginning of the Presentation. Please refer to appendix slide "Aviation Annualized Adj. EBITDA and Net Income Reconciliation" for more detail.

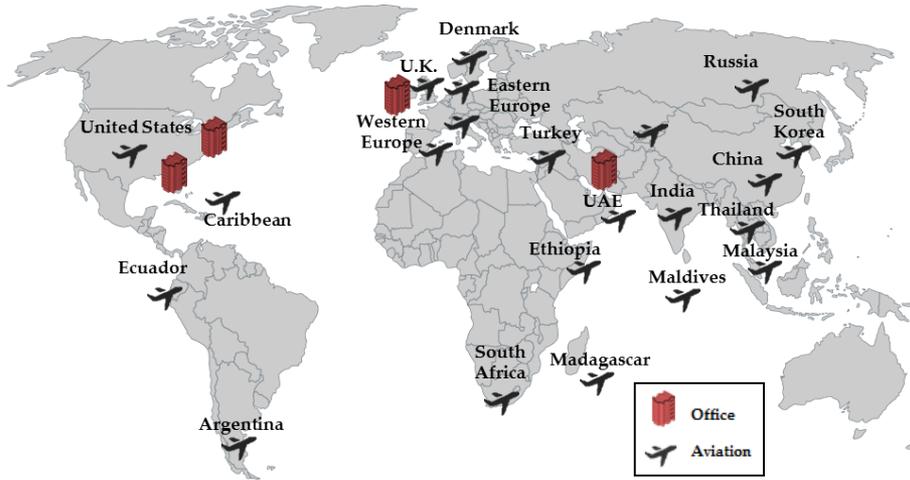
3) Excludes non-controlling equity interest and Corporate.

4) Infrastructure business consists of Jefferson Terminal, Ports & Terminals, and Railroad segments. Book equity is calculated as total equity less non-controlling equity interest in equity of consolidated subsidiaries as of December 31, 2018. Includes contribution from certain subsidiaries classified as Unrestricted Subsidiaries under FTAI's revolver and indentures governing its existing senior notes.

5) Consists of contribution from certain subsidiaries classified as Unrestricted Subsidiaries under FTAI's revolver and indentures governing its existing senior notes.

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

## Engines and Aircraft for Dividend Coverage



### Aviation Leasing

- 70 passenger aircraft
- 142 commercial jet engines
- Shareholders' equity of \$1.1 billion



- Engine leasing core competency
- Annualized Adjusted EBITDA Return on Equity<sup>(2)</sup> of 27.1%
- No debt on portfolio
- Approximately \$150.0 million of LOIs as of December 31, 2018
- Team, capital structure, focus = sustainable advantage – becoming a brand



1) As of December 31, 2018.

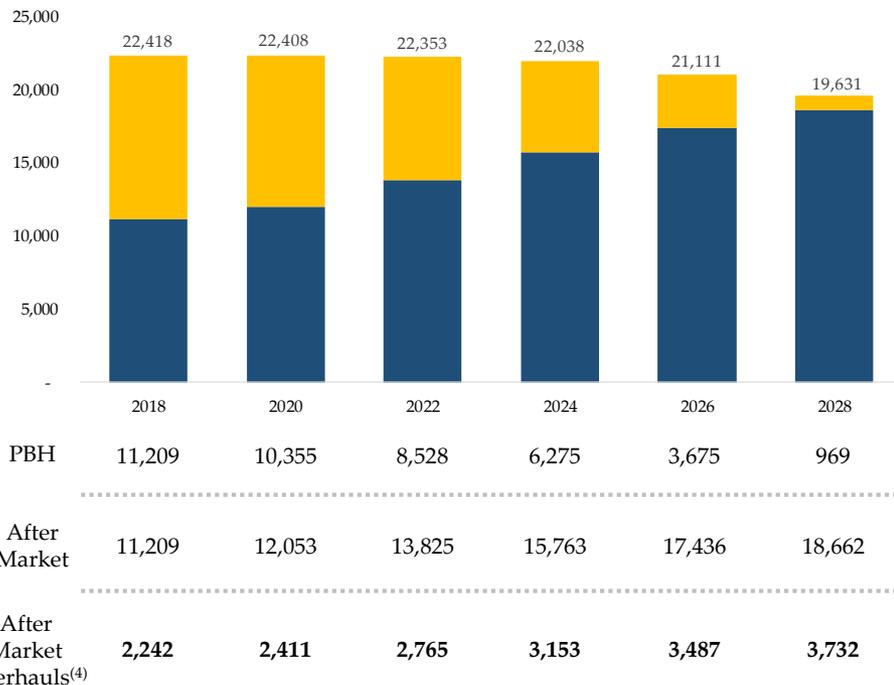
2) Adjusted EBITDA is a non-GAAP measure. Annualized Adjusted EBITDA is Annualized Adjusted EBITDA Return on Equity excluding gain on sale of assets, for Q4 2018. Annualized data is presented for illustrative purposes only, and should not be considered indicative of future performance or actual results 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 Q4 2018 Earnings Supplement posted on the Company's website, for a reconciliation to the most comparable GAAP measure.

# CFM56-5B/7B Engine Market Overview and Opportunity

- Largest engine market ever with ~22,000 engines<sup>(1)</sup>
  - By 2020 aftermarket engines will surpass those under Power By Hour (“PBH”) contracts
  - In 10 years over 90% of current engines will exit their initial PBH contracts
  - Cost of CFM56-5B/7B engine shop visits expected to double in 10 years
- FTAI has the potential to generate *meaningful EBITDA contribution* per shop visit<sup>(2)</sup>

## 5B/7B Engine Market<sup>(1)</sup>

■ Aftermarket ■ PBH



## Average After Market Shop Visit Cost<sup>(1)</sup>

\$ in thousands

	2018	2020	2022	2024	2026	2028
LLPs <sup>(3)</sup>	\$1,814	\$2,065	\$2,350	\$2,676	\$3,047	\$3,469
Airfoils	\$2,646	\$3,001	\$3,404	\$3,861	\$4,379	\$4,967
Labor	\$445	\$467	\$490	\$514	\$539	\$565
<b>Total</b>	<b>\$4,905</b>	<b>\$5,533</b>	<b>\$6,244</b>	<b>\$7,051</b>	<b>\$7,965</b>	<b>\$9,001</b>

1) Per 2017 MBA aviation report.

2) Based on management's estimates. Actuals may vary.

3) Life Limited Parts.

4) Estimated annual after market overhauls; assumes 5 year mean time between removal (“MTBR”) of after market engines.

# Existing Infrastructure Investments

## *Assets with multiple growth avenues*



*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: 40'
  - Rail connectivity to Conrail
  - Access to I-295 / I-95



### *Long Ridge Energy Terminal*

- 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 54.0%<sup>(1)</sup> of total capital
- Total book value attributable to FTAI shareholders is approximately \$1.0 billion, or \$11.86 per share<sup>(2)</sup>

<i>(\$s in millions)</i>	December 31, 2018
Cash & Cash Equivalents	\$99.6
<b>Total Debt<sup>(3)</sup></b>	<b>\$1,237.3</b>
Shareholders' Equity	\$997.4
Non-controlling Interest	56.4
<b>Total Equity</b>	<b>\$1,053.8</b>
<b>Total Capitalization</b>	<b>\$2,291.1</b>
<b>Debt/Total Capital</b>	<b>54.0%</b>



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

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

## Valuation

	2019 Dividend Yield Sensitivity		
	10.0%	7.5%	5.0%
Implied Stock Price	\$13.20	\$17.60	\$26.40
% Change <sup>(3)</sup>	-23%	3%	55%

	Book Value Multiple Sensitivity		
	2.0x	1.5x	1.0x
Implied Stock Price	\$23.73	\$17.80	\$11.87
% Change <sup>(3)</sup>	39%	4%	-30%



- (1) As of March 26, 2019. For illustrative purposes only. This presentation does not constitute a recommendation or offer to purchase or sell shares of FTAI. Please see "Disclaimers" at the beginning of this presentation.
- (2) See "Disclaimers" at the beginning of the Presentation.
- (3) Compared against March 26, 2019 stock price of \$17.04.