



# Fortress Transportation and Infrastructure Investors LLC

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## JP Morgan Aviation, Transportation, and Industrials Conference

March 5, 2019



FORTRESS  
TRANSPORTATION  
& INFRASTRUCTURE

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# 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

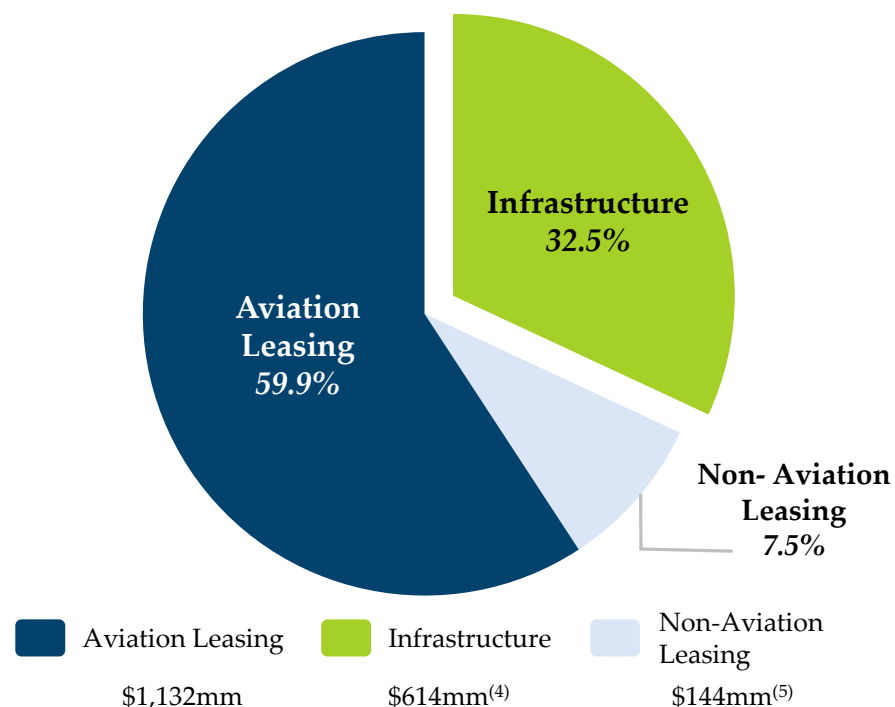
#### Infra-structure<sup>(4)</sup>

\$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

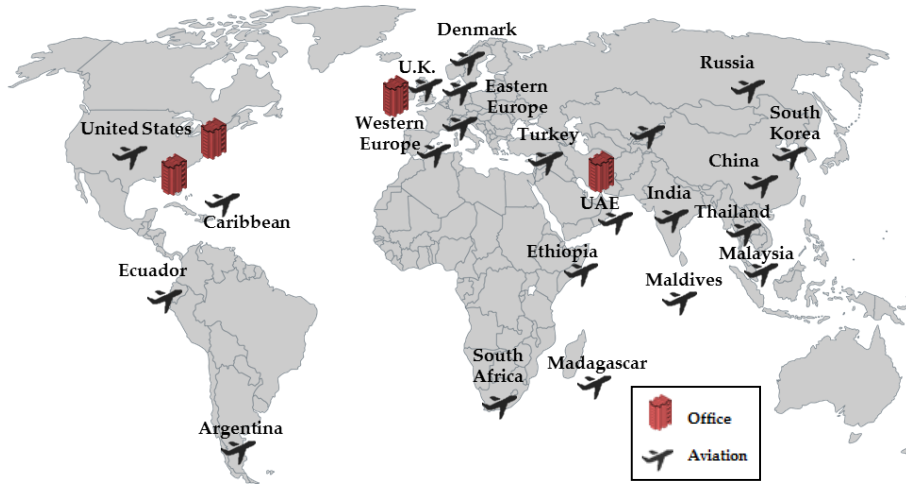
## Book Equity Contribution<sup>(3)</sup>



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.

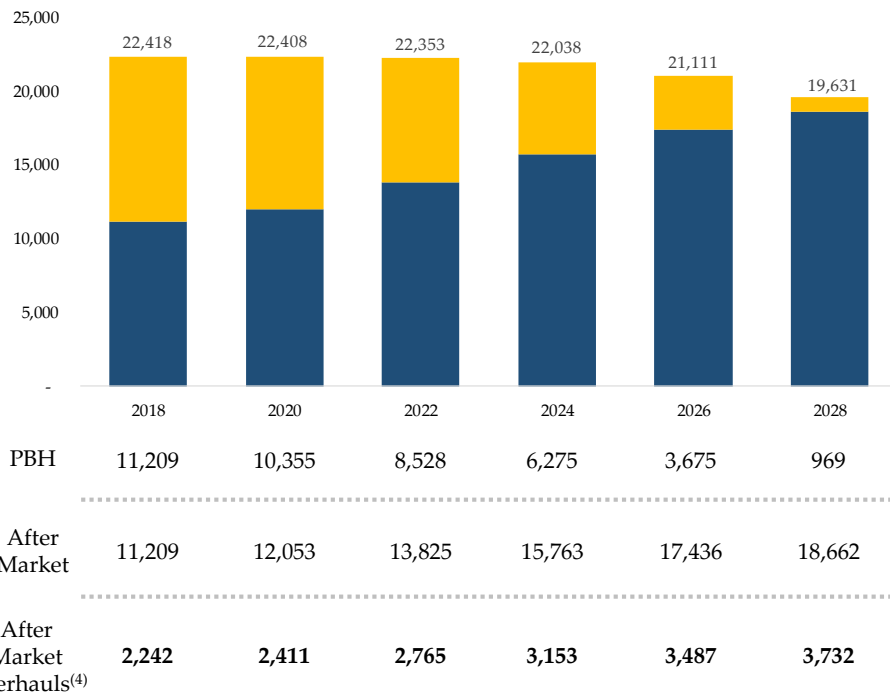
2) Adjusted EBITDA is a non-GAAP measure. Annualized Adjusted EBITDA is Annualized Adjusted EBITDA Return on Equity excluding gain on sale of assets, for Q4 2018. Annualized data is presented for illustrative purposes only, and should not be considered indicative of future performance or actual results 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>

(\$s in millions)	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>	-18%	10%	65%

	Book Value Multiple Sensitivity		
	2.0x	1.5x	1.0x
Implied Stock Price	\$23.73	\$17.80	\$11.87
% Change <sup>(3)</sup>	48%	11%	-26%



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- Compared against February 28, 2019 stock price of \$16.02.