

# Fortress Transportation and Infrastructure Investors LLC

# **Supplemental Information Fourth Quarter 2019**



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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

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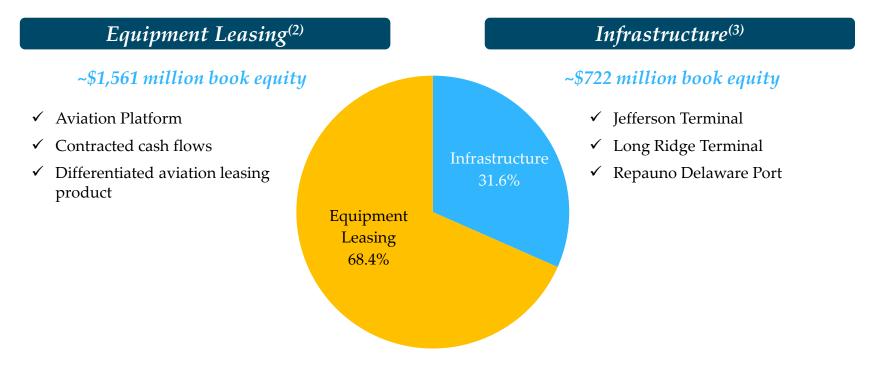
Non-GAAP FINANCIAL INFORMATION. This Presentation includes information based on financial measures that are not recognized under generally accepted accounting principles (GAAP), such as Adjusted EBITDA and FAD. You should use Non-GAAP information in addition to, and not as an alternative to, financial 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 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>:
  - o Combine *income & growth* through a mix of equipment & infrastructure
  - o Pay a *stable & growing* dividend





<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 December 31, 2019.

<sup>3)</sup> 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 December 31, 2019.

### **Fourth Quarter Highlights**

# Financial Performance

- Net Income Attributable to Shareholders of \$183.6 million
- Total Funds Available for Distribution ("FAD")<sup>(1)</sup> of \$288.6 million
- Adjusted EBITDA<sup>(1)</sup> of \$234.0 million

### Investment Activity

#### Aviation

- Invested ~\$266.2 million in Aviation leasing equipment in Q4′19; ~\$536.3 million in 2019
- Continue to divest non-core aviation assets; sold 21 engines and 3 airframes for \$67.6 million in total proceeds and a gain of \$20.6 million

### *Infrastructure*

- Advancing on expansion projects at Jefferson Terminal and Ports & Terminals
- Purchased 50% interest in ethanol joint venture for ~\$30.0 million (Jefferson now owns 100%)
- Completed the sale of 49.9% interest in Long Ridge for \$150.0 million in cash plus an earn-out potential; resulted in a \$116.7 million gain in Q4′19
- Completed the sale of Central Maine and Quebec Railway ("CMQR") rail assets for \$130.0 million in purchase price; resulted in a \$77.5 million gain in Q4'19

### Capital Structure

- Total investable cash was approximately \$190.6 million<sup>(2)</sup>
- Issued \$115.0 million of 8.00% perpetual preferred equity in Nov'19 at \$25.00 per share

### **Consolidated Financial Results**

### Q4'19 Financial Results

- ✓ Net Income Attributable to Shareholders of \$183.6 million
- ✓ Net Cash Provided by Operating Activities of \$58.3 million
- ✓ Total FAD of \$288.6 million<sup>(1)</sup>
- ✓ Adjusted EBITDA of \$234.0 million<sup>(1)</sup>

### Q4'19 Balance Sheet

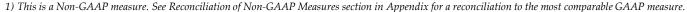
- ✓ Total Assets of \$3.2 billion
- ✓ Total Debt of \$1.4 billion (net of \$18.1mm deferred financing costs)
- ✓ Total Cash of \$226.5 million

### **Financial Overview**

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

Quarter Over Quarter Results	Q4'18 <sup>(2)</sup>	Q3'19 <sup>(2)</sup>	Q4′19
Net Income Attributable to Shareholders	\$1.0	\$25.7	\$183.6
Net Cash Provided by Operating Activities	\$47.3	\$34.6	\$58.3
$FAD^{(1)}$	\$57.7	\$120.7	\$288.6
Adjusted EBITDA <sup>(1)</sup>	\$61.8	\$112.0	\$234.0
(Losses) Earnings Per Common Share – Continuing Operations	(\$0.01)	\$0.29	\$1.30
Earnings Per Common Share – Discontinued Operations	\$0.02	\$0.01	\$0.83
ROE <sup>(3)</sup>	0.4%	10.0%	62.2%

Balance Sheet & Liquidity	December 31, 2019
Aviation Leasing Assets	\$1,694.8
Infrastructure Assets	1,147.8
Corporate and Other Assets	394.3
Total Assets	\$3,236.9
Debt	1,420.9
Total Equity	1,338.9
Total Debt + Total Equity	\$2,759.8
Total Debt to Capital Ratio	51.5%



<sup>2)</sup> 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

<sup>3)</sup> 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 \$174.2 million for the quarter ended December 31, 2019
  - o Includes \$82.2 million from aviation equipment sales proceeds, which includes \$14.6 million collection from prior quarter sales receivables (vs. \$94.8 million of sales proceeds in Q3'19)
- Infrastructure FAD was \$167.2 million for the quarter ended December 31, 2019
  - Includes net sales proceeds from the sale of 49.9% interest in Long Ridge and FAD contribution from discontinued operations resulting from the sale of CMQR rail assets
- Corporate FAD decreased (\$19.7) million from prior quarter primarily due to higher capital incentive fee resulting from the sales mentioned above, offset by higher contributions from offshore assets

Funds Available for Distribution(1)(2)						
(\$s in millions)	Q4′19					
Aviation Leasing Business FAD <sup>(3)</sup>	\$174.2					
Infrastructure Business FAD <sup>(3)(4)</sup>	\$167.2					
Corporate and Other FAD <sup>(5)</sup>	(\$52.8)					
Total FAD	\$288.6					
Net Cash Provided by Operating Activities	\$58.3					



<sup>2)</sup> This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

<sup>4)</sup> Includes discontinued operations resulting from the sale of CMQR rail assets. 5) Includes Shipping Containers and Offshore Energy.



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

# **Capital Structure & Financing Strategy**

- Conservative approach to leverage
  - Leverage of approximately 51.5%<sup>(1)</sup> of total capital
- Total book value attributable to FTAI common shareholders is approximately \$1.1 billion, or \$13.04 per common share<sup>(2)</sup>

(\$s in millions)	December 31, 2019
Cash & Cash Equivalents	\$226.5
Total Debt <sup>(3)</sup>	\$1,420.9
Shareholders' Equity	\$1,107.0
Preferred Equity	\$194.9
Non-controlling Interest	\$37.0
Total Equity	\$1,338.9
Total Capitalization	\$2,759.8
Debt/Total Capital	51.5%



<sup>1)</sup> As of December 31, 2019.

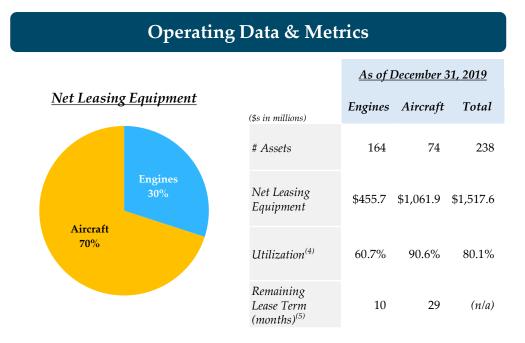
<sup>2)</sup> Book value per share calculation based on \$1,107.0mm Shareholders' Equity divided by 84.9mm common shares outstanding at December 31, 2019.

<sup>3)</sup> Total debt is net of approximately \$18.1mm of deferred financing costs; gross debt outstanding was \$1,439.0mm at December 31, 2019.

### **Aviation Leasing**

- As of December 31, 2019, we owned and managed 238 aviation assets, including 74 aircraft and 164 engines, with 69 of 74 aircraft and 108 of 164 engines on lease
- Invested ~\$266.2 million in aviation equipment during Q4'19; \$536.3 million in 2019
- Sold 21 engines and 3 airframes in Q4'19 for \$67.6 million in total proceeds and a gain of \$20.6 million

#### **Financial Summary** (\$s in millions) Q3'19 O4'18 Q4'19 **Statement of Operations** Total Revenue \$65.6 \$86.3 \$105.0 Total Expenses (31.1)(35.1)(36.4)Other<sup>(1)</sup> (2.1)35.3 15.9 Net Income Attributable to \$32.4 \$85.2 \$85.8 Shareholders $ROE^{(2)}$ 12.1% 27.3% 25.8% Non-GAAP Measure *Adjusted EBITDA*<sup>(3)</sup> \$71.5 \$126.8 \$128.4





<sup>2)</sup> 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.
- 4) Utilization is based on the net asset value of our on-hire leasing equipment as a percentage of the total net asset value of our leasing equipment at December 31, 2019.

<sup>5)</sup> 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 \$975.9 million in Q3'18 to \$1,329.3 million in Q4'19, while maintaining a strong return profile
  - o Consistent ~25% Annualized Adjusted EBITDA Return on Equity excluding gain on sale of assets

Financial Metrics	Q3′18	Q4′18	Q1′19	Q2′19	Q3′19	Q4′19				
ss in thousands)										
Average Book Equity <sup>(2)</sup> {A}	\$975,891	\$1,073,655	\$1,160,647	\$1,220,830	\$1,250,963	\$1,329,336				
Annualized Net Income <sup>(3)</sup>	\$162,976	\$129,420	\$142,712	\$255,032	\$340,984	\$343,024				
Annualized Net Income excluding gain on sale of assets <sup>(3)</sup> <b>{B</b> }	\$162,116	16 \$134,568 \$135,840 \$164,592 \$192,744		\$134,568 \$135,840 \$164,592		\$134,568 \$135,840 \$164,592 \$1		\$135,840 \$164,592 \$192,744		\$260,760
Annualized Return on Equity excluding gain on sale of assets $\{B/A\}$	16.6%	12.5%	11.7%	13.5%	15.4%	19.6%				
						·				
Annualized Adjusted EBITDA <sup>(3)</sup>	\$289,808	\$286,056	\$296,840	\$414,440	\$507,032	\$513,424				
Annualized Adjusted EBITDA excluding gain on sale of assets (3) {C}	\$288,948	\$291,204	\$289,968	\$324,000	\$358,792	\$431,160				
Annualized Adjusted EBITDA Return on Equity excluding gain on sale of assets % {C/A}	29.6%	27.1%	25.0%	26.5%	28.7%	32.4%				
Operating Metrics										
Aircraft	62	70	73	70	69	74				
Engines	135	142	146	161	152	164				
Total Aviation Assets	197	212	219	231	221	238				



<sup>1)</sup> See schedule in the Appendix for additional information and comparability to the last twelve months.

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

<sup>3)</sup> 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
- Net Loss decreased from Q3'19 primarily due to improved results from our core business operations (terminalling and storage) coupled with a gain resulting from the acquisition of remaining 50% interest in our ethanol joint venture, offset by wind down costs related to exiting Canadian crude marketing program during the quarter
- Total throughput volume and overall storage capacity increased 29.3% and 46.8%, respectively, from prior quarter

Financial Summary										
(\$s in millions)  Statement of Operations	Q4′18	Q3′19	Q4′19							
Total Revenue	\$49.3	\$60.5	\$40.3							
Total Expenses	(56.0)	(79.4)	(58.5)							
Other <sup>(2)</sup>	3.4	5.7	9.1							
Net Loss Attributable to Shareholders	(\$3.3)	(\$13.2)	(\$9.1)							
ROE <sup>(3)</sup>	(4.1%)	(14.1%)	(8.9%)							
Non-GAAP Measure										
Adjusted EBITDA <sup>(4)</sup>	(\$0.8)	(\$2.1)	(\$0.2)							

Operating Data & Metrics									
(Figures in bbls)  Quarterly Operating Data <sup>(5)</sup>	Q3′19	Q4′19							
Refined Products Volume	1,611,130	1,818,229							
Ethanol Volume	1,384,682	1,384,685							
Crude Volume	6,913,148	9,606,378							
Total Volume	9,908,960	12,809,292							
Storage Capacity	2,934,832	4,309,027							



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

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



<sup>3)</sup> 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.

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

### **Ports and Terminals**

- Ports and Terminals is comprised of the Repauno Port and Long Ridge Energy Terminal
- Q4'19 Net Income includes a gain of \$116.7 million from the sale of 49.9% interest in Long Ridge offset by related acquisition and transaction costs and income taxes resulting from the sale

Financial Summary									
(\$s in millions)  Statement of Operations	Q4′18	Q3′19	Q4′19						
Total Revenue	\$11.9	\$4.2	\$10.0						
Total Expenses	(12.3)	(7.6)	(20.0)						
Other <sup>(1)</sup>	(0.1)	(0.5)	97.1						
Net (Loss) Income Attributable to Shareholders	(\$0.5)	(\$3.9)	\$87.1						
$ROE^{(2)}$	(0.8%)	(4.2%)	104.3%						
Non-GAAP Measure									
Adjusted EBITDA <sup>(3)</sup>	\$2.2	(\$0.9)	\$117.0						

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

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.
 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
- Total Revenue increased \$4.3 million compared to Q3'19 primarily due to higher revenue generated from Offshore Energy assets
- Total Expenses increased (\$9.5) million compared to Q3'19 primarily due to a higher capital incentive fee resulting from the sales of aviation assets, CMQR rail assets, and 49.9% interest in Long Ridge, during the quarter

Financial Summary									
(\$s in millions)  Statement of Operations	Q4′18 <sup>(3)</sup>	Q3′19 <sup>(3)</sup>	Q4′19						
Total Revenue	\$1.8	\$1.7	\$6.0						
Total Expenses	(30.9)	(46.1)	(55.6)						
Other <sup>(1)</sup>	0.1	1.1	(1.9)						
Net Loss Attributable to Shareholders	(\$29.0)	(\$43.3)	(\$51.5)						
Non-GAAP Measure									
Adjusted EBITDA <sup>(2)</sup>	(\$11.1)	(\$11.7)	(\$11.2)						



<sup>1)</sup> 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

<sup>2)</sup> This is a Non-GAAP measure. See Reconciliation of Non-GAAP Measures section in Appendix for a reconciliation to the most comparable GAAP measure.

<sup>3)</sup> All prior periods have been restated to exclude discontinued operations resulting from the sale of CMQR rail assets 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** 



For the Three Months Ended December 31, 2019	Eo	uipment Leasing		Infrasti	ruc	cture			
(\$s in thousands)		Aviation Leasing	_	Jefferson Terminal		Ports and Terminals	C	orporate and Other	Total
Revenues			_						
Equipment leasing revenues	\$	104,978	5	\$ —	\$	_	\$	5,433	\$ 110,411
Infrastructure revenues		_		40,295		10,033		593	50,921
Total revenues	\$	104,978	5	\$ 40,295	\$	10,033	\$	6,026	\$ 161,332
Expenses									
Operating expenses		2,860		48,160		9,791		6,456	67,267
General and administrative		_		_		_		5,128	5,128
Acquisition and transaction expenses		440		_		5,008		3,050	8,498
Management fees and incentive allocation to affiliate		_		_		_		19,133	19,133
Depreciation and amortization		31,807		6,481		4,609		1,946	44,843
Interest expense			_	3,814		599		19,854	24,267
Total expenses	\$	35,107	5	\$ 58,455	\$	20,007	\$	55,567	\$ 169,136
Other income (expense)									
Equity in losses of unconsolidated entities		(501)		(2)		(192)		(153)	(848)
Gain on sale of assets, net		20,566		4,624		116,660		_	141,850
Asset impairment		_		_		(4,726)		_	(4,726)
Interest income		19		21		48		(9)	79
Other income (expense)			_	45		(64)		(1)	(20)
Total other income (expense)	\$	20,084	5	\$ 4,688	\$	111,726	\$	(163)	\$ 136,335
Income (loss) from continuing operations before income taxes		89,955		(13,472)		101,752		(49,704)	128,531
Provision for income taxes		4,199	_	104		14,700		(4)	18,999
Net income (loss) from continuing operations	\$	85,756	5	\$ (13,576)	\$	87,052	\$	(49,700)	\$ 109,532
Less: Net loss from continuing operations attributable to non-controlling interests in consolidated subsidiaries		_		(4,471)		(49)		_	(4,520)
Dividends on preferred shares				_				1,838	1,838
Net income (loss) attributable to shareholders from continuing operations	\$	85,756	9	\$ (9,105)	\$	87,101	\$	(51,538)	\$ 112,214
Adjusted EBITDA <sup>(1)</sup>	\$	128,356	5	\$ (195)	\$	117,002	\$	(11,209)	\$ 233,954



For the Three Months Ended December 31, 2018	<b>Equipment Leasing</b>			Infrastructure					
(\$s in thousands)		Aviation Leasing	_	Jefferson Terminal		Ports and Terminals	(	Corporate and Other	Total
Revenues			_						
Equipment leasing revenues	\$	65,626	\$	S —	\$	_	\$	1,409	\$ 67,035
Infrastructure revenues		<u> </u>		49,346		11,851		420	61,617
Total revenues	\$	65,626	\$	49,346	\$	11,851	\$	1,829	\$ 128,652
Expenses									
Operating expenses		1,737		47,517		9,582		4,186	63,022
General and administrative		_		_		_		4,955	4,955
Acquisition and transaction expenses		7		_		_		2,227	2,234
Management fees and incentive allocation to affiliate		_		_		_		3,646	3,646
Depreciation and amortization		29,388		5,019		2,658		1,728	38,793
Interest expense		<u> </u>		3,443		104		14,147	17,694
Total expenses	\$	31,132	\$	55,979	\$	12,344	\$	30,889	\$ 130,344
Other income (expense)									
Equity in losses of unconsolidated entities		(201)		(124)		_		(85)	(410)
Loss on sale of assets, net		(1,287)		_		_		_	(1,287)
Interest income		83		40		_		4	127
Other income		<u> </u>		1,909					1,909
Total other (expense) income	\$	(1,405)	\$	1,825	\$	_	\$	(81)	\$ 339
Income (loss) from continuing operations before income taxes		33,089		(4,808)		(493)		(29,141)	(1,353)
Provision for (benefit from) income taxes		734		229		1		(95)	869
Net income (loss) from continuing operations	\$	32,355	\$	(5,037)	\$	(494)	\$	(29,046)	\$ (2,222)
Less: Net loss attributable to non-controlling interests in consolidated subsidiaries		_		(1,784)		(6)		_	(1,790)
Net income (loss) attributable to shareholders	\$	32,355	\$	S (3,253)	\$	(488)	\$	(29,046)	\$ (432)
Adjusted EBITDA <sup>(1)</sup>	\$	71,514	\$	6 (843)	\$	2,175	\$	(11,051)	\$ 61,795



Year Ended December 31, 2019	Equipment Leasing		Infrastructure					
(\$s in thousands)	A	Aviation Leasing	Jefferson Terminal	F	Ports and Terminals	Co	orporate and Other	Total
Revenues								
Equipment leasing revenues	\$	336,675	\$ _	\$	_	\$	12,647	\$ 349,322
Infrastructure revenues		_	204,348		22,187		2,917	229,452
Total revenues	\$	336,675	\$ 204,348	\$	22,187	\$	15,564	\$ 578,774
Expenses								
Operating expenses		14,132	231,506		24,854		17,544	288,036
General and administrative		_	_		_		20,441	20,441
Acquisition and transaction expenses		518	_		5,008		12,097	17,623
Management fees and incentive allocation to affiliate		_	_		_		36,059	36,059
Depreciation and amortization		128,990	22,873		9,849		7,311	169,023
Interest expense			16,189		1,712		77,684	95,585
Total expenses	\$	143,640	\$ 270,568	\$	41,423	\$	171,136	\$ 626,767
Other income (expense)								
Equity in losses of unconsolidated entities		(1,829)	(292)		(192)		(62)	(2,375)
Gain on sale of assets, net		81,954	4,636		116,660		_	203,250
Asset impairment		_	_		(4,726)		_	(4,726)
Interest income		104	118		289		20	531
Other income			634		1,809		1,002	3,445
Total other income	\$	80,229	\$ 5,096	\$	113,840	\$	960	\$ 200,125
Income (loss) from continuing operations before income taxes		273,264	(61,124)		94,604		(154,612)	152,132
Provision for income taxes		2,826	284		14,700			17,810
Net income (loss) from continuing operations	\$	270,438	\$ (61,408)	\$	79,904	\$	(154,612)	\$ 134,322
Less: Net loss from continuing operations attributable to non-controlling interests in consolidated subsidiaries		_	(17,356)		(215)		_	(17,571)
Dividends on preferred shares			_				1,838	1,838
Net income (loss) attributable to shareholders from continuing operations	\$	270,438	\$ (44,052)	\$	80,119	\$	(156,450)	\$ 150,055
Adjusted EBITDA <sup>(1)</sup>	\$	432,934	\$ (6,160)	\$	114,760	\$	(38,126)	\$ 503,408



Year Ended December 31, 2018	Ec	quipment Leasing	Infrasti	ruc	cture			
(\$s in thousands)	1	Aviation Leasing	Jefferson Terminal	I	Ports and Terminals	C	Corporate and Other	Total
Revenues		_			_			
Equipment leasing revenues	\$	244,270	\$ · —	\$	_	\$	8,769	\$ 253,039
Infrastructure revenues			70,985		17,444		644	89,073
Total revenues	\$	244,270	\$ \$ 70,985	\$	17,444	\$	9,413	\$ 342,112
Expenses								
Operating expenses		9,149	94,622		18,312		14,487	136,570
General and administrative		_	_		_		17,126	17,126
Acquisition and transaction expenses		315	_		_		6,653	6,968
Management fees and incentive allocation to affiliate		_	_		_		15,726	15,726
Depreciation and amortization		102,419	19,745		5,139		6,605	133,908
Interest expense		_	15,513		649		40,683	56,845
Total expenses	\$	111,883	\$ \$ 129,880	\$	24,100	\$	101,280	\$ 367,143
Other income (expense)								
Equity in (losses) earnings of unconsolidated entities		(743)	(574)		_		309	(1,008)
Gain on sale of assets, net		3,911	_		_		_	3,911
Interest income		202	270		_		16	488
Other income			3,983					3,983
Total other income	\$	3,370	\$ \$ 3,679	\$	_	\$	325	\$ 7,374
Income (loss) from continuing operations before income taxes		135,757	(55,216)		(6,656)		(91,542)	(17,657)
Provision for (benefit from) income taxes		2,280	261		1		(93)	2,449
Net income (loss) from continuing operations	\$	133,477	\$ \$ (55,477)	\$	(6,657)	\$	(91,449)	\$ (20,106)
Less: Net loss from continuing operations attributable to non-controlling interests in consolidated subsidiaries		(24)	(21,801)		(100)			(21,925)
Net income (loss) attributable to shareholders from continuing operations	\$	133,501	\$ \$ (33,676)	\$	(6,557)	\$	(91,449)	\$ 1,819
Adjusted EBITDA <sup>(1)</sup>	\$	265,002	\$ \$ (11,645)	\$	(615)	\$	(36,870)	\$ 215,872



**Comparative Statements of Operations** 



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

			T	Three Months Ended			
(\$s in thousands)	1:	2/31/2018	3/31/2019	6/30/2019	9/30/2019	12	2/31/2019
Revenues							
Equipment leasing revenues	\$	67,035 \$	72,452 \$	79,200 \$	87,259	\$	110,411
Infrastructure revenues		61,617	42,442	70,648	65,441		50,921
Total revenues	\$	128,652 \$	114,894 \$	149,848 \$	152,700	\$	161,332
Expenses							
Operating expenses		63,022	53,762	85,037	81,970		67,267
General and administrative		4,955	4,732	4,297	6,284		5,128
Acquisition and transaction expenses		2,234	1,474	2,308	5,343		8,498
Management fees and incentive allocation to affiliate		3,646	3,838	5,710	7,378		19,133
Depreciation and amortization		38,793	38,863	42,052	43,265		44,843
Interest expense		17,694	20,734	25,394	25,190		24,267
Total expenses	\$	130,344 \$	123,403 \$	164,798 \$	169,430	\$	169,136
Other income (expense)							
Equity in losses of unconsolidated entities		(410)	(384)	(169)	(974)		(848)
(Loss) gain on sale of assets, net		(1,287)	1,718	22,622	37,060		141,850
Asset impairment		_	_	_	_		(4,726)
Interest income		127	91	240	121		79
Other income (expense)		1,909	(2,603)	4,937	1,131		(20)
Total other income (expense)	\$	339 \$	(1,178) \$	27,630 \$	37,338	\$	136,335
(Loss) income from continuing operations before income taxes		(1,353)	(9,687)	12,680	20,608		128,531
Provision for (benefit from) income taxes		869	267	(2,328)	872		18,999
Net (loss) income from continued operations		(2,222)	(9,954)	15,008	19,736		109,532
Net income from discontinued operations, net of income taxes		1,577	158	785	940		71,579
Net (loss) income	\$	(645) \$	(9,796) \$	15,793 \$	20,676	\$	181,111
Less: Net (loss) income attributable to non-controlling interests in consolidated subsidiaries:							
Continuing operations		(1,790)	(3,360)	(4,580)	(5,111)		(4,520)
Discontinued operations		108	(56)	41	116		146
Dividends on preferred shaes			<u> </u>		<u> </u>		1,838
Net income (loss) attributable to shareholders	\$	1,037 \$	(6,380) \$	20,332 \$	25,671	\$	183,647
Adjusted EBITDA <sup>(1)</sup>	\$	61,795 \$	64,755 \$	92,696 \$	112,003	\$	233,954



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

		Т	Three Months Ended		
(\$s in thousands)	12/31/2018	3/31/2019	6/30/2019	9/30/2019	12/31/2019
Revenues					
Lease income	\$ 41,868 \$	47,303 \$	48,731 \$	50,169	\$ 51,102
Maintenance revenue	22,870	21,777	25,369	35,426	52,342
Finance lease income	848	826	881	496	445
Other revenue	 40	505	_	214	1,089
Total revenues	\$ 65,626 \$	70,411 \$	74,981 \$	86,305	\$ 104,978
Expenses					
Operating expenses	1,737	6,078	2,721	2,473	2,860
Acquisition and transaction expenses	7	13	_	65	440
Depreciation and amortization	29,388	30,005	33,267	33,911	31,807
Total expenses	\$ 31,132 \$	36,096 \$	35,988 \$	36,449	\$ 35,107
Other income (expense)					
Equity in losses of unconsolidated entities	(201)	(201)	(242)	(885)	(501)
(Loss) gain on sale of assets, net	(1,287)	1,718	22,610	37,060	20,566
Interest income	 83	26	28	31	19
Total other (expense) income	\$ (1,405) \$	1,543 \$	22,396 \$	36,206	\$ 20,084
Income before income taxes	33,089	35,858	61,389	86,062	89,955
Provision for (benefit from) income taxes	 734	180	(2,369)	816	4,199
Net income	\$ 32,355 \$	35,678 \$	63,758 \$	85,246	\$ 85,756
Less: Net income attributable to non-controlling interests in consolidated subsidiaries	_	_	_	_	_
Net income attributable to shareholders	\$ 32,355 \$	35,678 \$	63,758 \$	85,246	\$ 85,756
Adjusted EBITDA <sup>(1)</sup>	\$ 71,514 \$	74,210 \$	103,610 \$	126,758	\$ 128,356



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

		Т	hree Months Ended		
(\$s in thousands)	 12/31/2018	3/31/2019	6/30/2019	9/30/2019	12/31/2019
Revenues					
Lease income	\$ 272 \$	308 \$	821 \$	627	\$ 550
Terminal services revenues	3,783	4,867	7,537	9,505	13,999
Crude marketing revenues	 45,291	30,779	59,204	50,405	25,746
Total revenues	\$ 49,346 \$	35,954 \$	67,562 \$	60,537	\$ 40,295
Expenses					
Operating expenses	47,517	39,241	74,393	69,712	48,160
Depreciation and amortization	5,019	5,156	5,519	5,717	6,481
Interest expense	3,443	3,924	4,524	3,927	3,814
Total expenses	\$ 55,979 \$	48,321 \$	84,436 \$	79,356	\$ 58,455
Other income (expense)					
Equity in (losses) earnings of unconsolidated entities	(124)	(220)	92	(162)	(2)
Gain on sale of assets, net	_	_	12	_	4,624
Interest income	40	38	33	26	21
Other income (expense)	1,909	(233)	50	772	45
Total other income (expense)	\$ 1,825 \$	(415) \$	187 \$	636	\$ 4,688
Loss before income taxes	(4,808)	(12,782)	(16,687)	(18,183)	(13,472)
Provision for income taxes	229	86	38	56	104
Net loss	\$ (5,037) \$	(12,868) \$	(16,725) \$	(18,239)	\$ (13,576)
Less: Net loss attributable to non-controlling interests in consolidated subsidiaries	(1,784)	(3,296)	(4,558)	(5,031)	(4,471)
Net loss attributable to shareholders	\$ (3,253) \$	(9,572) \$	(12,167) \$	(13,208)	\$ (9,105)
Adjusted EBITDA <sup>(1)</sup>	\$ (843) \$	(1,290) \$	(2,563) \$	(2,112)	\$ (195)



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

		T	hree Months Ended		_	
(\$s in thousands)	 12/31/2018	3/31/2019	6/30/2019	9/30/2019		12/31/2019
Revenues					ı	
Lease income	\$ 390 \$	355 \$	265 \$	249	\$	187
Terminal services revenues	_	1,818	1,028	2,330	ı	1,881
Other revenue	 11,461	3,541	973	1,595		7,965
Total revenues	\$ 11,851 \$	5,714 \$	2,266 \$	4,174	\$	10,033
Expenses						
Operating expenses	9,582	4,902	4,757	5,404		9,791
Acquisition and transaction expenses	_	_	_	_		5,008
Depreciation and amortization	2,658	1,993	1,560	1,687	ı	4,609
Interest expense	 104	296	348	469		599
Total expenses	\$ 12,344 \$	7,191 \$	6,665 \$	7,560	\$	20,007
Other income (expense)						
Equity in losses of unconsolidated entities	_	_	_	_		(192)
Gain on sale of equipment, net	_	_	_	_		116,660
Asset impairment	_	_	_	_		(4,726)
Interest income	_	21	173	47	ı	48
Other (expense) income	 	(2,370)	4,887	(644)	L	(64)
Total other (expense) income	\$ — \$	(2,349) \$	5,060 \$	(597)	\$	111,726
(Loss) income before income taxes	(493)	(3,826)	661	(3,983)		101,752
Provision for income taxes	 1					14,700
Net (loss) income	\$ (494) \$	(3,826) \$	661 \$	(3,983)	\$	87,052
Less: Net loss attributable to non-controlling interests in consolidated subsidiaries	(6)	(64)	(22)	(80)	L	(49)
Net (loss) income attributable to shareholders	\$ (488) \$	(3,762) \$	683 \$	(3,903)	\$	87,101
Adjusted EBITDA <sup>(1)</sup>	\$ 2,175 \$	926 \$	(2,241) \$	(927)	\$	117,002



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

		7	Three Months Ended	_	
(\$s in thousands)	12/31/2018	3/31/2019	6/30/2019	9/30/2019	12/31/2019
Revenues					
Equipment leasing revenues					
Lease income	\$ 960 \$	1,933 \$	3,157 \$	666	\$ 4,040
Finance lease income	358	_	_	_	_
Other revenue	 91	108	1,062	288	1,393
Total equipment leasing revenues	1,409	2,041	4,219	954	5,433
Infrastructure revenues					
Other revenue	 420	774	820	730	593
Total infrastructure revenues	420	774	820	730	593
Total revenues	\$ 1,829 \$	2,815 \$	5,039 \$	1,684	\$ 6,026
Expenses					
Operating expenses	4,186	3,541	3,166	4,381	6,456
General and administrative	4,955	4,732	4,297	6,284	5,128
Acquisition and transaction expenses	2,227	1,461	2,308	5,278	3,050
Management fees and incentive allocation to affiliate	3,646	3,838	5,710	7,378	19,133
Depreciation and amortization	1,728	1,710	1,707	1,949	1,946
Interest expense	 14,147	16,514	20,522	20,794	19,854
Total expenses	\$ 30,889 \$	31,796 \$	37,710 \$	46,064	\$ 55,567
Other income (expense)					
Equity in (losses) earnings of unconsolidated entities	(85)	37	(19)	73	(153)
Interest income	4	6	6	17	(9)
Other income	_	_	_	1,003	(1)
Total other (expense) income	\$ (81) \$	43 \$	(13) \$	1,093	\$ (163)
Loss before income taxes	(29,141)	(28,938)	(32,684)	(43,287)	(49,704)
(Benefit from) provision for income taxes	 (95)	1	3	_	(4)
Net loss	\$ (29,046) \$	(28,939) \$	(32,687) \$	(43,287)	\$ (49,700)
Less: Net income attributable to non-controlling interests in consolidated subsidiaries	_	_	_	_	_
Dividends on preferred shares				_	1,838
Net loss attributable to shareholders	\$ (29,046) \$	(28,939) \$	(32,687) \$	(43,287)	\$ (51,538)
Adjusted EBITDA <sup>(1)</sup>	\$ (11,051) \$	(9,091) \$	(6,110) \$	(11,716)	\$ (11,209)



**Condensed Balance Sheets by Segment** 



# **Condensed Balance Sheets by Segment**

December 31, 2019	Equi	pment Leasing		Infrastr	ucture			
(\$s in thousands)	Av	iation Leasing	Jeffer	son Terminal	Ports 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



# **Condensed Balance Sheets by Segment**

December 31, 2018	Equip	ment Leasing	Infrast	ructure			
(\$s in thousands)	Avia	tion Leasing	Jefferson Terminal	Ports and Terminals	Corp	orate and Other	Total (1)
Gross Property, Plant and Equipment (PP&E)	\$	_	\$ 441,655	\$ 270,548	\$	4,448	\$ 716,651
Accumulated Depreciation on PP&E		_	(47,706)	(6,801)		(125)	(54,632)
Net PP&E	\$	_	\$ 393,949	\$ 263,747	\$	4,323	\$ 662,019
Gross Leasing Equipment		1,442,190	44,326	_		185,640	1,672,156
Accumulated Depreciation on Leasing Equipment		(206,052)	(4,871)			(29,023)	(239,946)
Net Leasing Equipment	\$	1,236,138	\$ 39,455	\$	\$	156,617	\$ 1,432,210
Intangible Assets		18,363	20,135	_		_	38,498
Goodwill		_	115,990	_		_	115,990
All Other Assets		112,573	101,153	13,413		106,178	333,317
Total Assets	\$	1,367,074	\$ 670,682	\$ 277,160	\$	267,118	\$ 2,582,034
Debt		_	234,862	_		980,246	1,215,108
All Other Liabilities		234,449	53,394	16,615		29,967	334,425
Total Liabilities	\$	234,449	\$ 288,256	\$ 16,615	\$	1,010,213	\$ 1,549,533
Shareholders' equity		1,132,625	330,368	260,001		(743,618)	979,376
Non-controlling interest in equity of consolidated subsidiaries			52,058	544		523	53,125
Total Equity	\$	1,132,625	\$ 382,426	\$ 260,545	\$	(743,095)	\$ 1,032,501
Total Liabilities and Equity	\$	1,367,074	\$ 670,682	\$ 277,160	\$	267,118	\$ 2,582,034



### **Reconciliation of Non-GAAP Measures**



# **Adjusted EBITDA Reconciliation by Segment (unaudited)**

			For the Three Mo	onths Ended D	ecember 31, 2019	
(\$s in thousands)	Aviati	on Leasing	Jefferson Terminal	Ports and Terminals	Corporate and Other	Total
Net income (loss) attributable to shareholders from continuing operations	\$	85,756 \$	(9,105) \$	87,101	\$ (51,538)	\$ 112,214
Add: Provision for income taxes		4,199	104	14,700	(4)	18,999
Add: Equity-based compensation expense		_	235	108	_	343
Add: Acquisition and transaction expenses		440	_	5,008	3,050	8,498
Add: Losses on the modification or extinguishment of debt and capital lease obligations		_	_	_	_	_
Add: Changes in fair value of non-hedge derivative instruments		_	361	64	_	425
Add: Asset impairment charges		_	_	4,726	_	4,726
Add: Incentive allocations		_	_	_	15,122	15,122
Add: Depreciation & amortization expense (1)		37,961	6,481	4,609	1,946	50,997
Add: Interest expense		_	3,814	599	19,854	24,267
Add: Pro-rata share of Adjusted EBITDA from unconsolidated entities (2)		(501)	222	(153)	(60)	(492)
Less: Equity in losses of unconsolidated entities		501	2	192	153	848
Less: Non-controlling share of Adjusted EBITDA (3)		_	(2,309)	48	268	(1,993)
Adjusted EBITDA	\$	128,356 \$	(195) \$	117,002	\$ (11,209)	\$ 233,954

			For the Three M	onths Ended Dec	ember 31, 2018		
(\$s in thousands)	Aviat	ion Leasing	Jefferson Terminal	Ports and Terminals	Corporate and Other	Total	
Net income (loss) attributable to shareholders from continuing operations	\$	32,355 \$	(3,253) \$	(488) \$	(29,046)	\$ (432	.)
Add: Provision for (benefit from) income taxes		734	229	1	(95)	869	,
Add: Equity-based compensation expense		_	90	96	_	186	,
Add: Acquisition and transaction expenses		7	_	_	2,227	2,234	,
Add: Losses on the modification or extinguishment of debt and capital lease obligations		_	_	_	_	_	
Add: Changes in fair value of non-hedge derivative instruments		_	(6,090)	_	_	(6,090	J)
Add: Asset impairment charges		_	_	_	_	-	
Add: Incentive allocations		_	_	_	(146)	(146	<i>i</i> )
Add: Depreciation & amortization expense (1)		38,418	5,019	2,658	1,728	47,823	,
Add: Interest expense		_	3,443	104	14,147	17,694	ŀ
Add: Pro-rata share of Adjusted EBITDA from unconsolidated entities (2)		(201)	125	_	49	(27	)
Less: Equity in losses of unconsolidated entities		201	124	_	85	410	,
Less: Non-controlling share of Adjusted EBITDA (3)		_	(530)	(196)	_	(726	)
Adjusted EBITDA	\$	71,514 \$	(843) \$	2,175 \$	(11,051)	\$ 61,795	,



# **Adjusted EBITDA Reconciliation by Segment (unaudited)**

			For the Year	Ended Decemb	ber 31, 2019		
(\$s in thousands)	Aviati	on Leasing	Jefferson Terminal	Ports and Terminals	Corporate and Other	To	otal
Net income (loss) attributable to shareholders from continuing operations	\$	270,438 \$	(44,052) \$	80,119	\$ (156,450)	\$	150,055
Add: Provision for income taxes		2,826	284	14,700	_		17,810
Add: Equity-based compensation expense		_	1,054	455	_		1,509
Add: Acquisition and transaction expenses		518	_	5,008	12,097		17,623
Add: Losses on the modification or extinguishment of debt and capital lease obligations		_	_	_	_		_
Add: Changes in fair value of non-hedge derivative instruments		_	6,364	(1,809)	_		4,555
Add: Asset impairment charges		_	_	4,726	_		4,726
Add: Incentive allocations		_	_	_	21,231		21,231
Add: Depreciation & amortization expense (1)		159,152	22,873	9,849	7,311		199,185
Add: Interest expense		_	16,189	1,712	77,684		95,585
Add: Pro-rata share of Adjusted EBITDA from unconsolidated entities (2)		(1,829)	656	(153)	(61)		(1,387)
Less: Equity in losses of unconsolidated entities		1,829	292	192	62		2,375
Less: Non-controlling share of Adjusted EBITDA (3)		_	(9,820)	(39)	_		(9,859)
Adjusted EBITDA	\$	432,934 \$	(6,160) \$	114,760	\$ (38,126)	\$	503,408

			For the Year	r Ended Decembe	er 31, 2018	
(\$s in thousands)	Avia	tion Leasing	Jefferson Terminal	Ports and Terminals	Corporate and Other	Total
Net income (loss) attributable to shareholders from continuing operations	\$	133,501 \$	(33,676) \$	(6,557) \$	(91,449)	\$ 1,819
Add: Provision for (benefit from) income taxes		2,280	261	1	(93)	2,449
Add: Equity-based compensation expense		_	359	349	9	717
Add: Acquisition and transaction expenses		315	_	_	6,653	6,968
Add: Losses on the modification or extinguishment of debt and capital lease obligations		_	_	_	_	_
Add: Changes in fair value of non-hedge derivative instruments		_	(5,523)	_	_	(5,523)
Add: Asset impairment charges		_	_	_	_	_
Add: Incentive allocations		_	_	_	407	407
Add: Depreciation & amortization expense (1)		129,078	19,745	5,139	6,605	160,567
Add: Interest expense		_	15,513	649	40,683	56,845
Add: Pro-rata share of Adjusted EBITDA from unconsolidated entities (2)		(743)	478	_	624	359
Less: Equity in losses (earnings) of unconsolidated entities		743	574	_	(309)	1,008
Less: Non-controlling share of Adjusted EBITDA (3)		(172)	(9,376)	(196)	_	(9,744)
Adjusted EBITDA	\$	265,002 \$	(11,645) \$	(615) \$	(36,870)	\$ 215,872



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

#### (\$s in thousands)

### (1) Total

Includes the following items for the three months ended December 31, 2019 and 2018: (i) depreciation and amortization expense of \$44,843 and \$38,793, (ii) lease intangible amortization of \$1,445 and \$2,675 and (iii) amortization for lease incentives of \$4,709 and \$6,355, respectively.

Includes the following items for the years ended December 31, 2019 and 2018: (i) depreciation and amortization expense of \$169,023 and \$133,908, (ii) lease intangible amortization of \$7,181 and \$8,588 and (iii) amortization for lease incentives of \$22,981 and \$18,071, respectively.

#### **Aviation Leasing**

Includes the following items for the three months ended December 31, 2019 and 2018: (i) depreciation and amortization expense of \$31,807 and \$29,388, (ii) lease intangible amortization of \$1,445 and \$2,675 and (iii) amortization for lease incentives of \$4,709 and \$6,355, respectively.

Includes the following items for the years ended December 31, 2019 and 2018: (i) depreciation and amortization expense of \$128,990 and \$102,419, (ii) lease intangible amortization of \$7,181 and \$8,588 and (iii) amortization for lease incentives of \$22,981 and \$18,071, respectively.

### (2) Total

Includes the following items for the three months ended December 31, 2019 and 2018: (i) net loss of \$(770) and \$(463), (ii) interest expense of \$30 and \$174 and (iii) depreciation and amortization expense of \$248 and \$262, respectively.

Includes the following items for the years ended December 31, 2019 and 2018: (i) net loss of \$(2,563) and \$(1,196), (ii) interest expense of \$131 and \$477 and (iii) depreciation and amortization expense of \$1,045 and \$1,078, 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.



### **Notes to Non-GAAP Reconciliations - Adjusted EBITDA (continued)**

(\$s in thousands)

#### (2) Jefferson Terminal

Includes the following items for the three months ended December 31, 2019 and 2018: (i) net income (loss) of \$14 and \$(139) and (ii) depreciation and amortization expense of \$208 and \$264, respectively.

Includes the following items for the years ended December 31, 2019 and 2018: (i) net loss of \$(349) and \$(574) and (ii) depreciation and amortization expense of \$1,005 and \$1,052, respectively.

#### Ports and Terminals

Includes (i) net loss of \$(193) and (ii) depreciation expense of \$40 for both the three months ended and year ended December 31, 2019.

#### Corporate and Other

Includes the following items for the three months ended December 31, 2019 and 2018: (i) net loss of \$(90) and \$(123), (ii) interest expense of \$30 and \$174 and (iii) depreciation and amortization expense of \$0 and \$(2), respectively.

Includes the following items for the years ended December 31, 2019 and 2018: (i) net (loss) income of \$(192) and \$121, (ii) interest expense of \$131 and \$477 and (iii) depreciation and amortization expense of \$0 and \$26, respectively.

### (3) Total

Includes the following items for the three months ended December 31, 2019 and 2018: (i) equity based compensation of \$54 and \$25, (ii) provision for income taxes of \$22 and \$47, (iii) interest expense of \$642 and \$844, (iv) depreciation and amortization expense of \$1,200 and \$1,058 and (v) changes in fair value of non-hedge derivative instruments of \$75 and \$(1,248), respectively.

Includes the following items for the years ended December 31, 2019 and 2018: (i) equity based compensation of \$230 and \$113, (ii) provision for income taxes of \$60 and \$57, (iii) interest expense of \$3,400 and \$4,624, (iv) depreciation and amortization expense of \$4,833 and \$6,049 and (v) changes in fair value of non-hedge derivative instruments of \$1,336 and \$(1,099), respectively.

#### **Aviation Leasing**

Includes depreciation expense of \$0 and \$172 for the years ended December 31, 2019 and 2018, respectively.



### **Notes to Non-GAAP Reconciliations - Adjusted EBITDA (continued)**

(\$s in thousands)

### (3) Jefferson Terminal

Includes the following items for the three months ended December 31, 2019 and 2018: (i) equity-based compensation of \$49 and \$18, (ii) provision for income taxes of \$22 and \$47, (iii) interest expense of \$801 and \$685, (iv) depreciation and amortization expense of \$1,362 and \$1,028 and (v) changes in fair value of non-hedge derivative instruments of \$75 and \$(1,248), respectively.

Includes the following items for the years ended December 31, 2019 and 2018: (i) equity-based compensation of \$221 and \$106, (ii) provision for income taxes of \$60 and \$57, (iii) interest expense of \$3,400 and \$4,465, (iv) depreciation and amortization expense of \$4,803 and \$5,847 and (v) changes in fair value of non-hedge derivative instruments of \$1,336 and \$(1,099), respectively.

#### Ports and Terminals

Includes the following items for the three months ended December 31, 2019 and 2018: (i) equity-based compensation of \$5 and \$7, (ii) interest expense of \$(71) and \$159 and (iii) depreciation and amortization expense of \$18 and \$30, respectively.

Includes the following items for the years ended December 31, 2019 and 2018: (i) equity-based compensation of \$9 and \$7, (ii) interest expense of \$0 and \$159 and (iii) depreciation and amortization expense of \$30 and \$30, respectively.

#### Corporate and Other

Includes (i) interest expense of \$(88) and (ii) depreciation and amortization expense of \$(180) for the three months ended December 31, 2019.



### **Consolidated FAD Reconciliation**

#### Three Months Ended December 31, 2019

#### Three Months Ended December 31, 2018

(\$s in thousands)	Aviation Leasing	Infi	rastructure	Co	rporate and Other	Total	Aviation Leasing	Infra	structure	Cor	porate and Other	Total
Funds Available for Distribution (FAD)	\$ 174,173	\$	167,289	\$	(52,844)	\$ 288,618	\$ 82,924	\$	(1,759	) \$	(23,436)	\$ 57,729
Less: Principal Collections on Finance Leases						(304)						(1,323)
Less: Proceeds from sale of assets						(265,976)						(13,598)
Less: Return of Capital Distributions from Unconsolidated Entities						(131)						(1,213)
Add: Required Payments on Debt Obligations						7,046						1,562
Add: Capital Distributions to Non-Controlling Interest						_						_
Include: Changes in Working Capital						29,077						4,125
Net Cash from Operating Activities						\$ 58,330						\$ 47,282



### **Consolidated FAD Reconciliation**

#### Year Ended December 31, 2019

#### Year Ended December 31, 2018

(\$s in thousands)	Aviation Leasing	Inf	rastructure	Coı	rporate and Other	Total	Aviation Leasing	Infrast	ructure	Cor	porate and Other		Total
Funds Available for Distribution (FAD)	\$ 587,810	\$	122,165	\$	(143,539)	\$ 566,436	\$ 289,777	\$	(34,031)	\$	(74,081)	\$	181,665
Less: Principal Collections on Finance Leases						(13,398)							(1,981)
Less: Proceeds from sale of assets						(432,273)							(44,085)
Less: Return of Capital Distributions from Unconsolidated Entities						(1,555)							(2,085)
Add: Required Payments on Debt Obligations						36,559							7,793
Add: Capital Distributions to Non-Controlling Interest						_							_
Include: Changes in Working Capital						(4,726)							(7,610)
Net Cash from Operating Activities						\$ 151,043						s	133,697



### 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 from continuing operations, 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 its ability to meet its 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 its intended dividends. The GAAP measure most directly comparable to FAD is net 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.

