



# 2023 Investor Day

March 21, 2023

# Forward Looking Statements

Some of the information contained herein are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. When used herein, words such as "believe," "expect," "anticipate," "estimate," "plan," "continue," "intend," "should," "may," "target," or similar expressions, are intended to identify such forward-looking statements. Forward-looking statements are subject to significant risks and uncertainties. Investors are cautioned against placing undue reliance on such statements. Actual results may differ materially from those set forth in the forward-looking statements. Factors that could cause actual results to differ materially from those described in the forward-looking statements include those discussed under the caption "Risk Factors" included in our Form 10-K that will be filed for the year ended December 31, 2022 (the "Form 10-K"), filed with the U.S. Securities and Exchange Commission (SEC) on February 21, 2023, as well as in other reports that we file with the SEC.

Other important factors that we think could cause our actual results to differ materially from expected results are summarized below, including the impact of the Inflation Reduction Act ("IRA") and on the U.S., regional and global economies, the U.S. climate solutions market and the broader financial markets. Other factors besides those listed could also adversely affect us. In addition, we cannot assess the impact of each factor on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements.

Forward-looking statements are based on beliefs, assumptions and expectations as of December 31, 2022. The guidance discussed herein reflects our estimates of (i) yield on our existing portfolio; (ii) yield on incremental portfolio investments, inclusive of our existing pipeline; (iii) the volume and profitability of transactions; (iv) amount, timing, and costs of debt and equity capital to fund new investments; (v) changes in costs and expenses reflective of our forecasted operations; (vi) disruptions to the renewable energy supply chain that may result from changes in the regulatory environment and other factors, (vii) the general interest rate and market environment, (viii) the impact of the Inflation Reduction Act on our industry and our business, and (ix) our ability to expand into new climate solutions markets. All guidance is based on current expectations regarding economic conditions, the regulatory environment, the dynamics of the markets in which we operate and the judgment of our management team, among other factors. In addition, actual dividend distributions are subject to approval by our Board of Directors on a quarterly basis. We have not provided GAAP guidance as discussed in the Supplemental Financial Data slides of our Earnings Presentation for the year ended December 31, 2022, which can be found at [investors.HASI.com](https://investors.hasi.com). We disclaim any obligation to publicly release the results of any revisions to these forward-looking statements reflecting new estimates, events or circumstances after the date of this presentation.

This presentation refers to certain financial measures that were not prepared in accordance with U.S. generally accepted accounting principles ("GAAP"). Reconciliations of those non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix to our Earnings Presentation for the year ended December 31, 2022, which can be found at [investors.HASI.com](https://investors.hasi.com). Estimated carbon savings are calculated using the estimated kilowatt hours, gallons of fuel oil, million British thermal units of natural gas and gallons of water saved as appropriate, for each project. The energy savings are converted into an estimate of metric tons of CO<sub>2</sub> equivalent emissions based upon the project's location and the corresponding emissions factor data from the U.S. Government and International Energy Agency. Portfolios of projects are represented on an aggregate basis. The carbon and water savings information included in this presentation is based on data from a third-party source that we believe to be reliable. We have not independently verified such data, which involves risks and uncertainties and is subject to change based on various factors. Past performance is not indicative nor a guarantee of future returns.

This presentation does not constitute an offer to sell or the solicitation of an offer to buy any security.

# Agenda

HASI

- |   |  |    |   |
|---|--|----|---|
| 1 | Introduction<br>Neha Gaddam, IR, and Jeff Lipson, CEO              | 7  | Behind-the-Meter (BTM)<br>Daniela Shapiro, Managing Director            |
| 2 | History & Opportunity<br>Jeff Eckel, Executive Chair               | 8  | Fuels, Transport & Nature (FTN)<br>Annmarie Reynolds, Managing Director |
| 3 | HASI Strategy<br>Jeff Lipson, CEO                                  | 9  | Securitization Platform<br>Nate Rose, Chief Investment Officer          |
| 4 | Financial Overview, Metrics and Peers<br>Marc Pangburn, CFO        | 10 | Portfolio & Risk Management<br>Rich Santoroski, Chief Risk Officer      |
| 5 | Programmatic Client Approach<br>Susan Nickey, Chief Client Officer | 11 | Syndications<br>Dan McMahon, Executive Vice President                   |
| 6 | Grid-Connected (GC)<br>Manny Haile-Mariam, Managing Director       | 12 | Accounting<br>Chuck Melko, Chief Accounting Officer & Treasurer         |



# HASI

# What You Will Learn Today

HASI



1

HASI is extremely well-positioned and has a resilient business model

2

Our team is talented, diverse, and mission-driven

3

Simplified vision of our strategy

4

Our business model for capital raising, liability management, dividends, and corresponding valuation metric

5

Our investment markets, disciplined underwriting, and offtaker quality

# Premier Climate Solutions Investor With Proven Track Record

**HASI**

~\$10 Billion  
Managed Assets<sup>1</sup>

\$4.3b Portfolio

\$5.5b Off-Balance Sheet

Founded in 1981

IPO in 2013

15% Annual TSR<sup>2</sup>

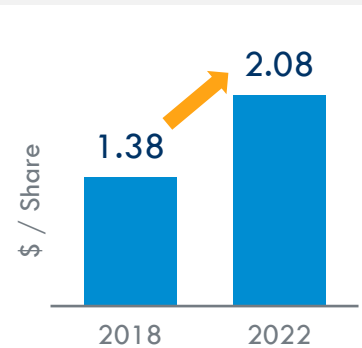
Impact

~6m MT of  
CO<sub>2</sub> Offset Annually

0.4 CarbonCount<sup>®3</sup>

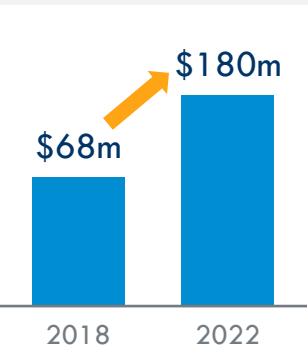
Distributable EPS<sup>4</sup>

11% CAGR



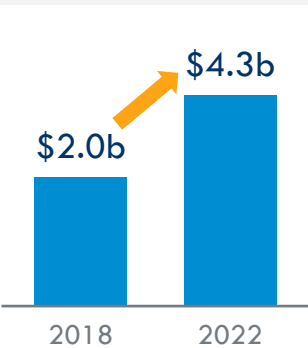
Distributable NII<sup>4</sup>

28% CAGR



Portfolio

21% CAGR



1. GAAP-based Portfolio and Managed Assets as of 12/31/22

2. Annual total shareholder return since IPO, as of 3/1/23

3. CarbonCount<sup>®</sup> is a scoring tool that evaluates investments in U.S.-based energy efficiency and renewable energy projects to estimate the expected CO<sub>2</sub> emission reduction per \$1,000 of investment.

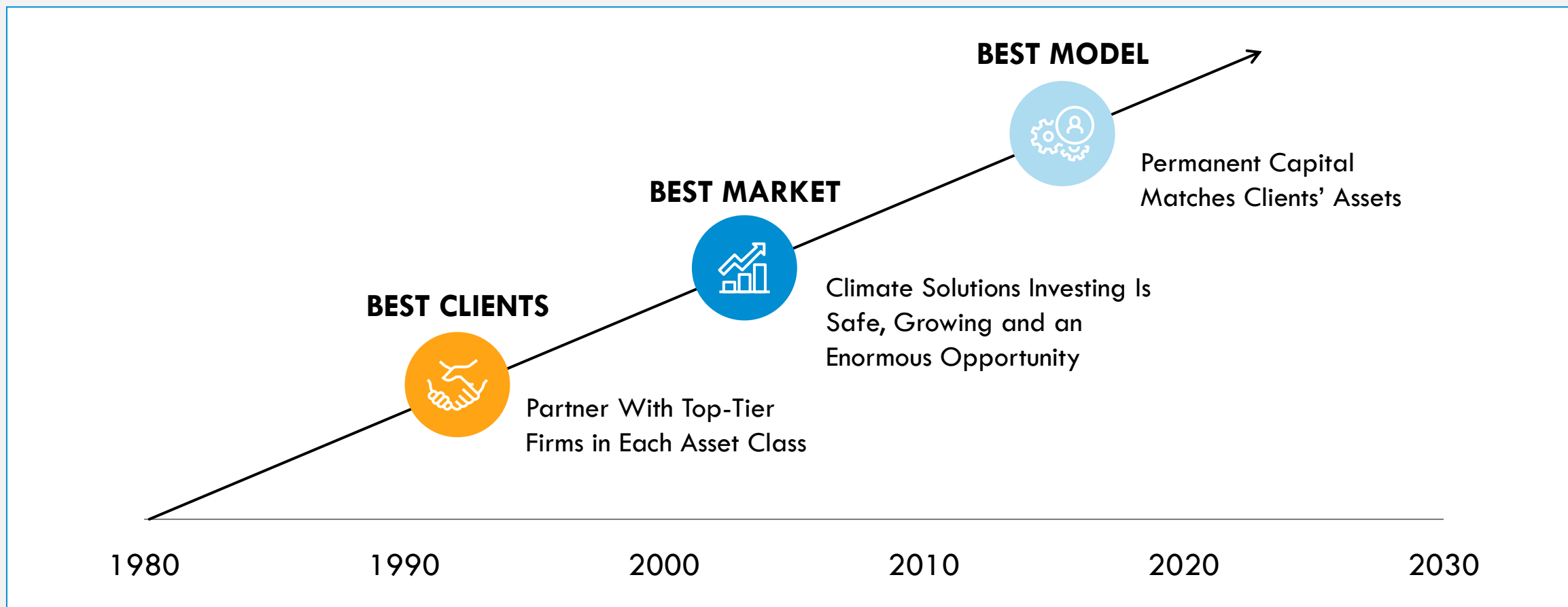
4. Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix to our Earnings Presentation for the year ended December 31, 2022, which can be found at [investors.HASI.com](https://investors.HASI.com), and any other SEC filings, as applicable

Jeff Eckel

Executive Chair

# History & Opportunity

## More Than 40 Years of Lessons Learned

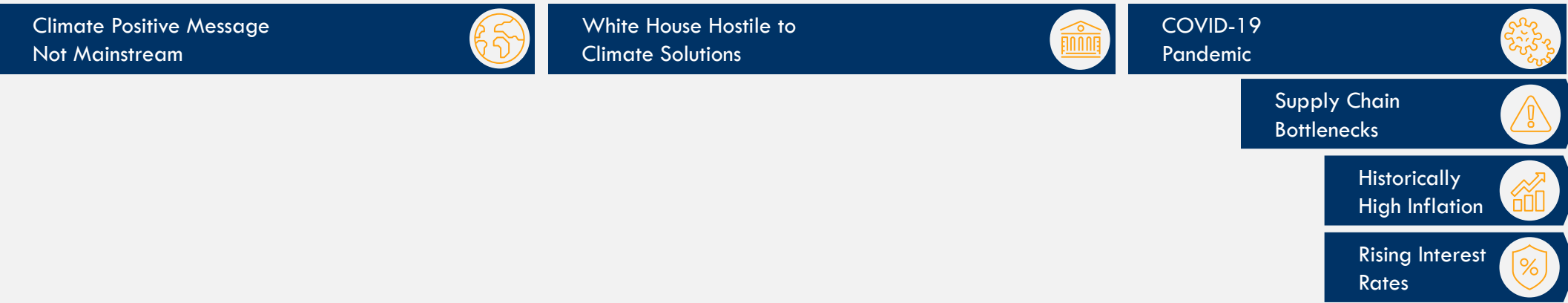
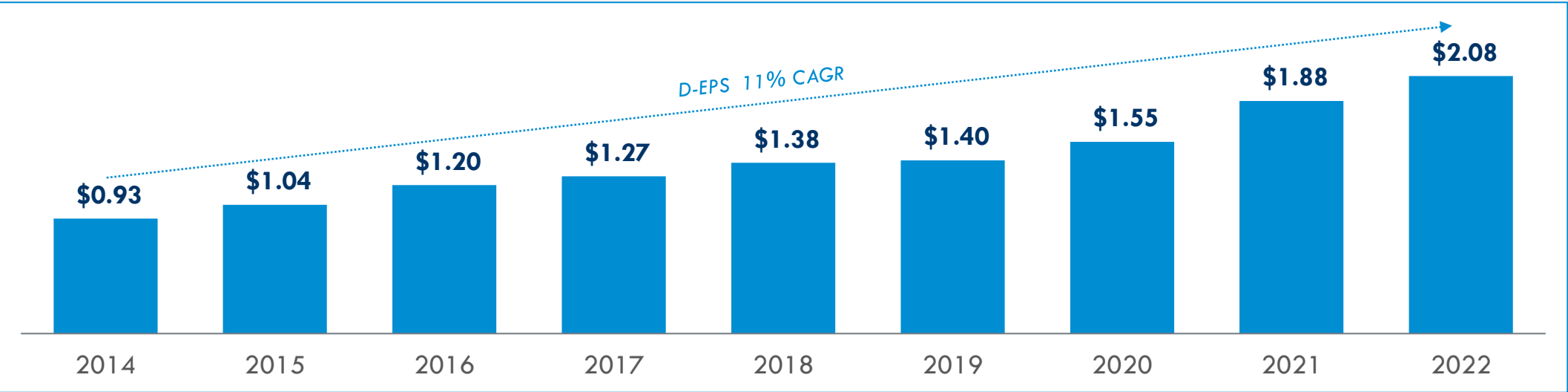




# The Business Model Is Incredibly Resilient

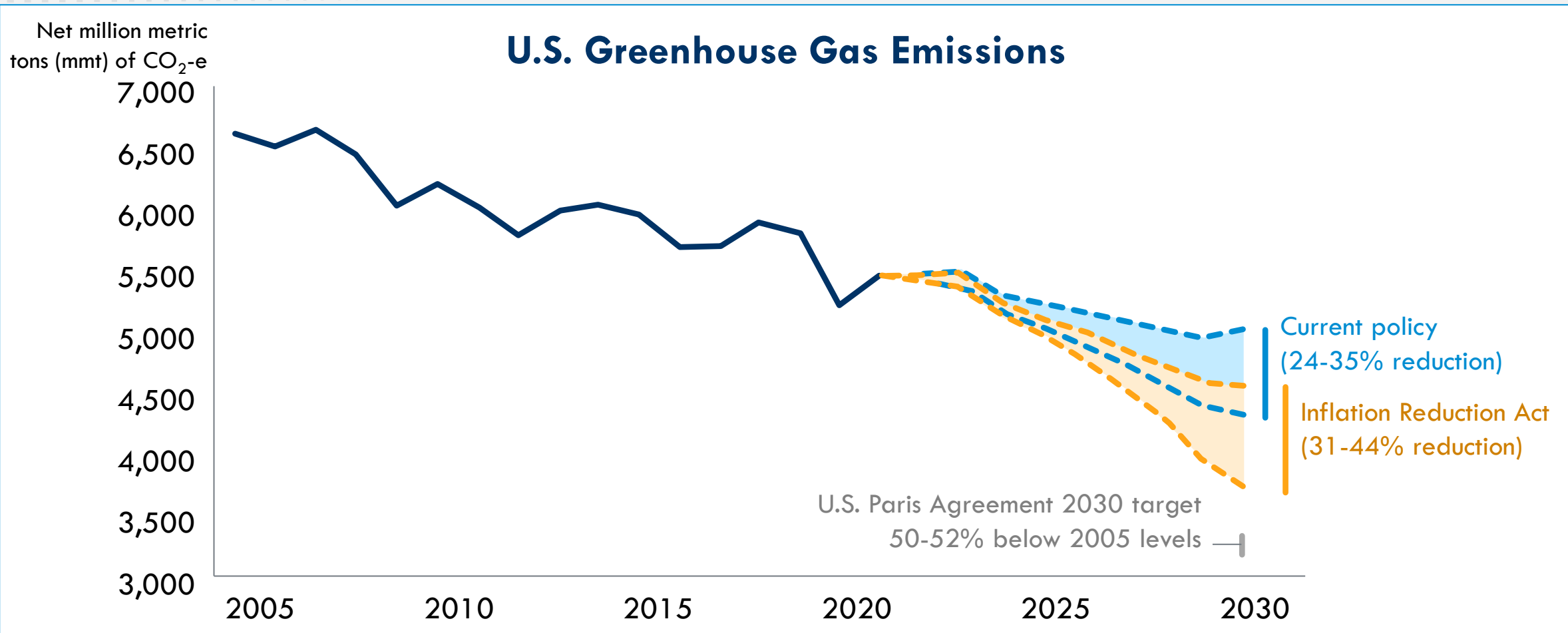
HASI

## HASI Distributable Earnings Per Share<sup>1</sup>



1. Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix to our Earnings Presentation for the year ended December 31, 2022, which can be found at [investors.HASI.com](https://investors.HASI.com), and any other SEC filings, as applicable

# HASI's Total Addressable Market Is Orders of Magnitude Larger



Jeff Lipson

President and Chief Executive Officer

# HASI Strategy

## Climate



- ✓ Preeminent Climate Pure Play
- ✓ Capital to Facilitate the Energy Transition
- ✓ Measure and Report CarbonCount of Each Investment

## Clients



- ✓ Programmatic Partnerships Are a Differentiated Approach
- ✓ Solve Client Problems
- ✓ Never Compete With Clients

## Assets



- ✓ Invest in Income Generating Real Assets
- ✓ Proven Technologies
- ✓ Non-Cyclical, Lower Risk, Predictable

# Common Attributes of Our Investments



1. As of 12/31/22

# Myth Busting - Simplifying Items of Perceived Complexity

Perceived as Complex	Simplified
No direct peers	Best alternative is a cross sectional peer group
Finance company, investment firm, energy company, other?	Investment firm most descriptive <sup>1</sup>
Both debt and equity investments	Common attributes
Several different asset classes	Common attributes
Both on and off-balance sheet assets	Low yield investments → Securitized Higher yield investments → Balance Sheet
REIT election	No impact on the business; Other options for tax efficient corporate structures
Accounting	Non-GAAP measures simplify
Cashflow and dividend	Simplified cash flow disclosure Dividend guidance provides clarity

1. HASI maintains an exemption from registration as an investment company under the 1940 Act. For further information, see our 2022 annual report on Form 10-K as filed with the SEC

# HASI Presents a Unique Value Proposition to Investors and Clients

**HASI**

## Clients



- ✓ Trusted Partnership With Aligned Goals
- ✓ Programmatic Transactions Improve Efficiencies
- ✓ Market and Policy Expertise
- ✓ Flexible and Permanent Capital

**HASI**

## Shareholders



- ✓ Access to Energy Transition in Lower-Risk Structure
- ✓ Non-Cyclical Business Model
- ✓ Diverse End Markets
- ✓ Growth (10-13% EPS)<sup>1</sup>, Income (5-8% Dividend Growth)<sup>1</sup>, Value (P/E below peers and S&P 500)

1. Represents guidance for Distributable EPS and Dividend Per Share for 2021-2024, relative to 2020 baseline

Marc Pangburn

Chief Financial Officer

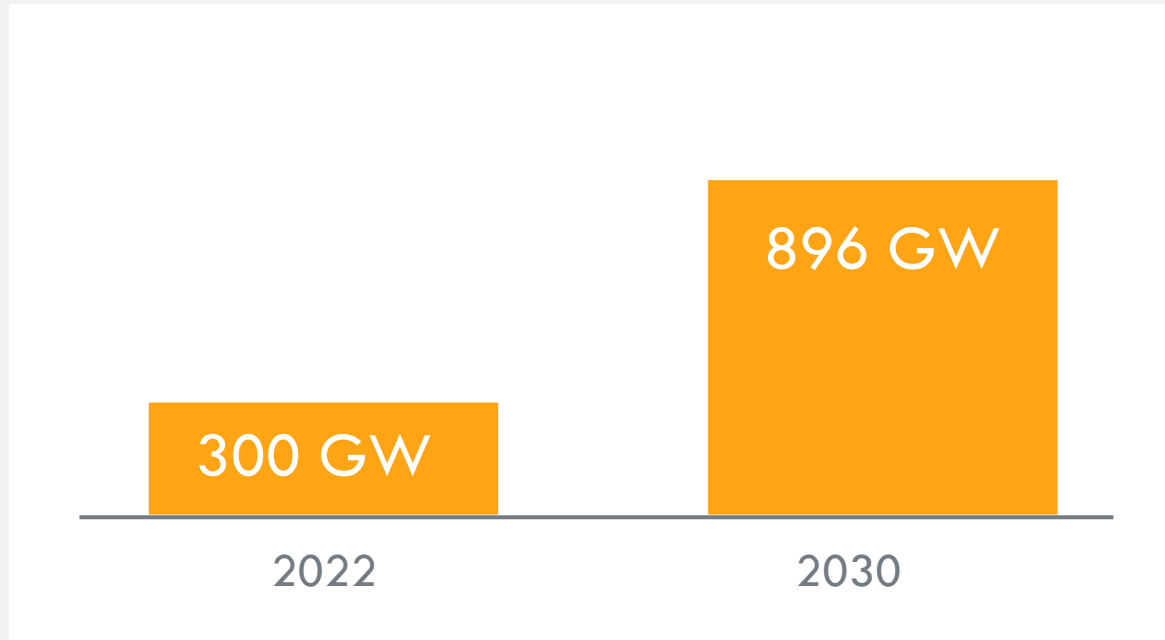
# Financial Overview, Metrics & Peers



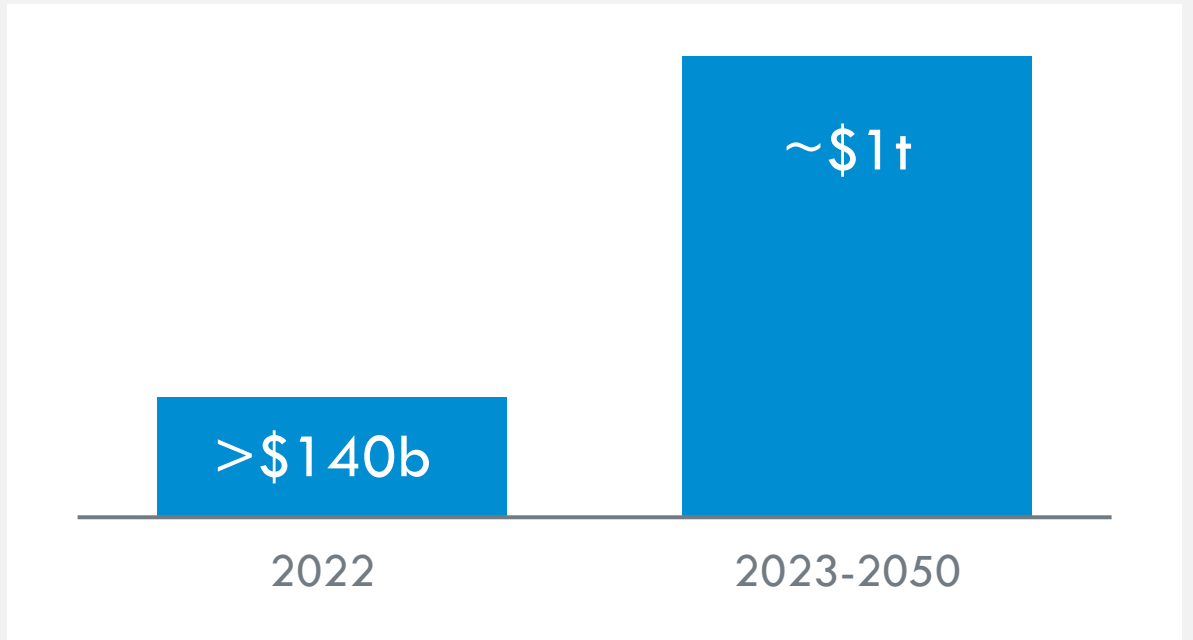
# Multi-Decade Growth Opportunity

HASI

U.S. Clean Energy Capacity<sup>1</sup>



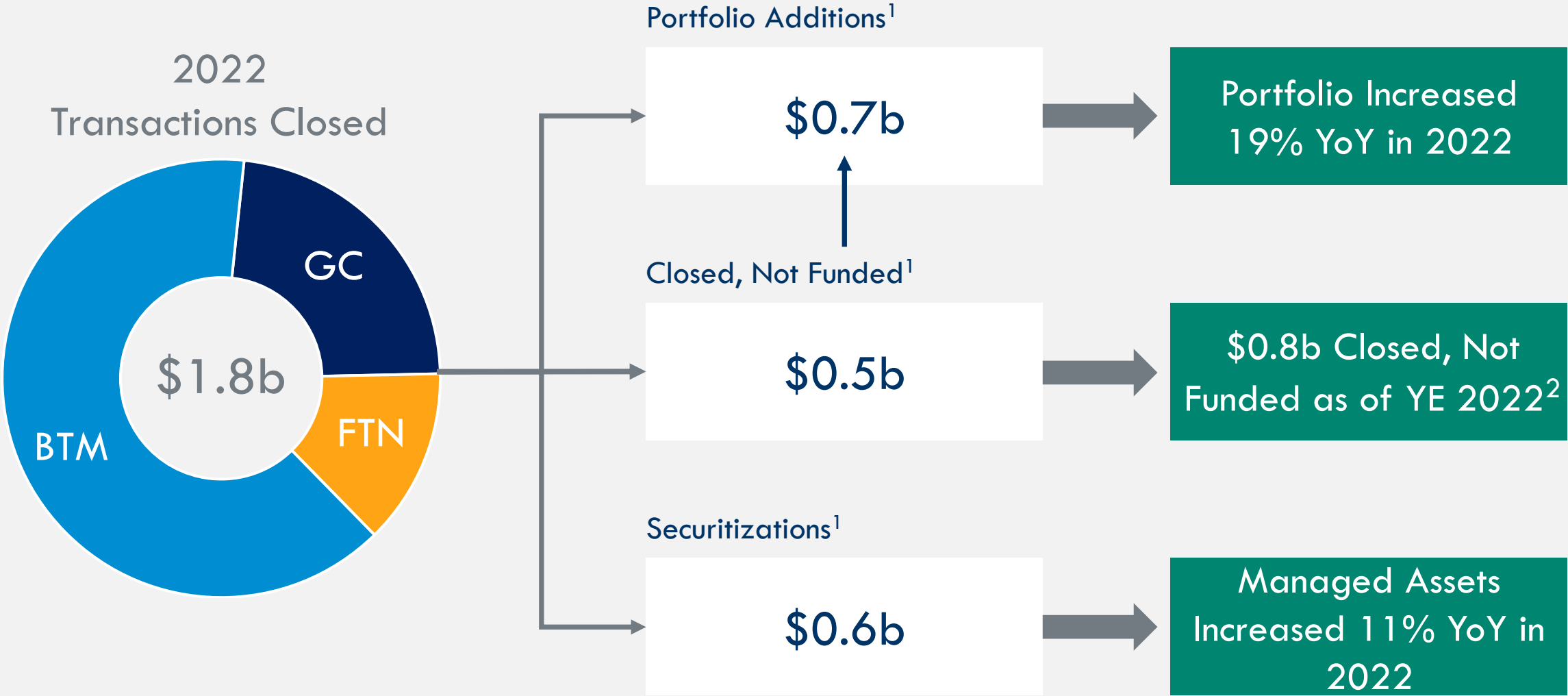
U.S. Annual Investment in Energy Transition<sup>2</sup>



HASI is well-positioned to maintain or grow market share

1. Cumulative installed capacity for Solar PV, Wind and Storage Technology. Source: BNEF, New Energy Outlook 2022

2. Average annual need through 2050 to achieve net zero emissions. Source BNEF

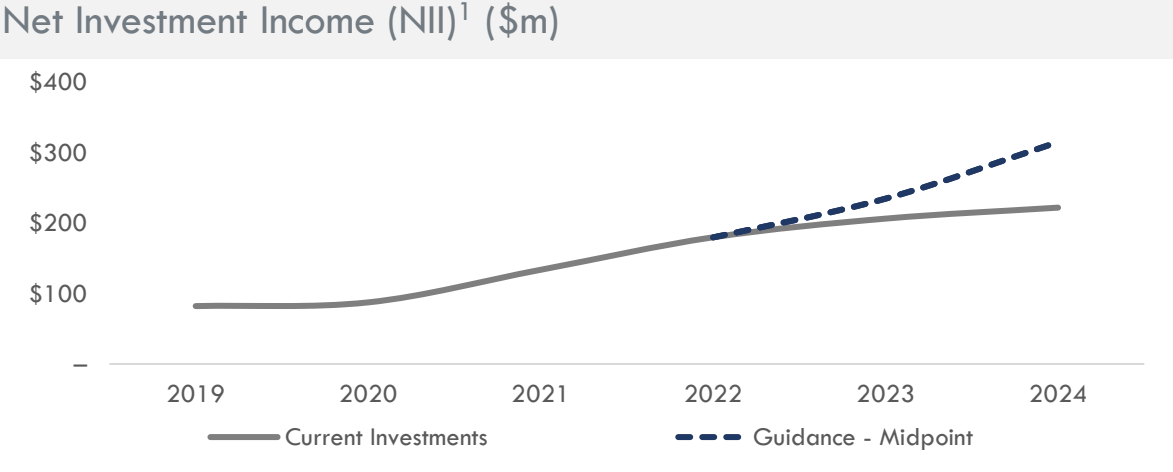


1. Represents portion of 2022 total transactions closed  
2. Represents cumulative unfunded but closed transactions as of FY2022

# Recurring Income Drives Earnings Growth

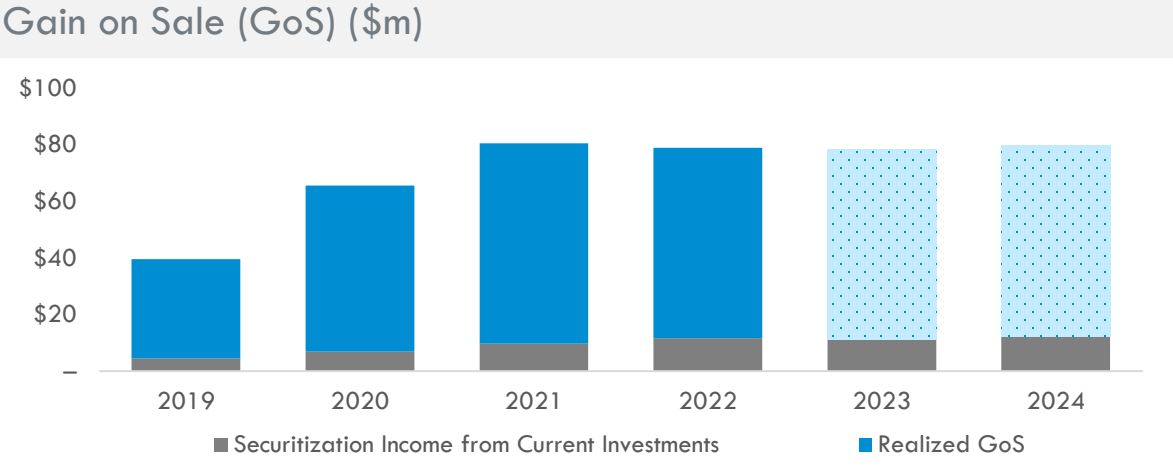


## Portfolio Additions



Closed Transactions  
Comprise ~75% of  
2024 NII Estimate

## Securitizations



Earnings Guidance  
Assumes No Growth  
in GoS

1. Represents Distributable Net Investment Income. Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix to our Earnings Presentation for the year ended December 31, 2022, which can be found at [investors.HASI.com](https://investors.hasi.com), and any other SEC filings, as applicable

# Profitable Growth in All Rate Environments

**HASI**

## Illustrative Business Model (% of Assets)

**Gross Asset Yield<sup>1</sup>** 7.75% - 8.25%

(-) Interest Expense<sup>2</sup> (3.75% - 4.25%)

**= Net Investment Margin** 3.50% - 4.50%

(+) Gain on Sale & Fees 1.50%

(-) SG&A (1.50%)

**= Illustrative ROA** 3.50% - 4.50%

Debt / Equity ~1.7x

**= Illustrative ROE<sup>3</sup>** 10% - 12%

Targeting Attractive Spreads in All Funding Environments

Management Tools

Asset Yields

Diversified Funding Platform

Hedging Activities

Large Profitable Investment Opportunity in Short & Long Term

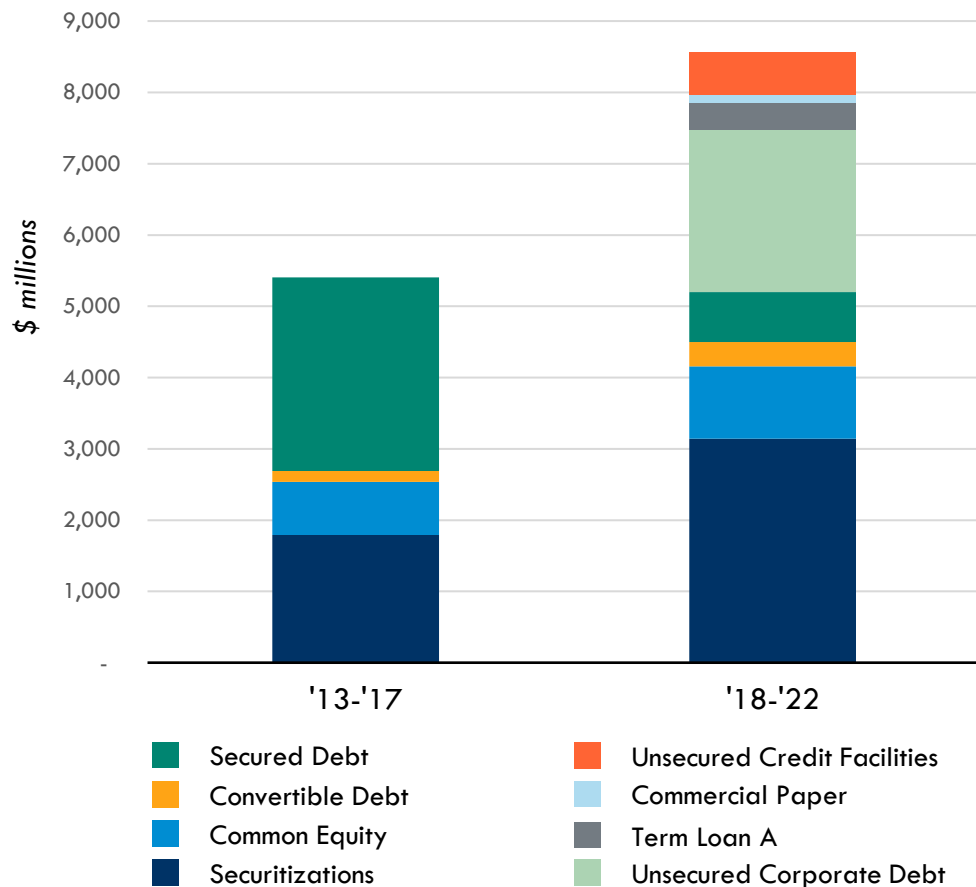
1. For explanation of portfolio yield, see Appendix to our Earnings Presentation for the year ended December 31, 2022, which can be found at [investors.HASI.com](https://investors.HASI.com)

2. Excludes incremental interest expense related to debt prepayments. Shown here as a % of assets

3. Distributable ROE is calculated using Distributable Earnings for the period and the average of the quarterly ending equity balances for the period

# Diversified Funding Platform and ALM Support Long-Term Profitability

Sources of Capital



*Disciplined liquidity and interest rate risk management provides stability to the business*

## Liquidity

- Existing lending relationships with **>15** banks
- Raised debt from **>200** institutional investors

## Risk Mitigation

- Deploying swap program to better align asset/liability duration

## Reduced Interest Rate Risk Utilizing Swaps

- Executed pay-fixed swap converting our floating-rate Term Loan A into a 10-year fixed-rate obligation
- Executed forward-starting swap to lock-in base rate for refinancing of 2026 bond maturity

> Resulting fixed-rate levels consistent with ROE targets and drive EPS growth

> Material reduction in duration gap

# We Raise Capital for Accretive Investments

HASI

## Illustrative Capital Plan

### Portfolio Additions

60-70% Debt (1.5-2.0x Leverage)

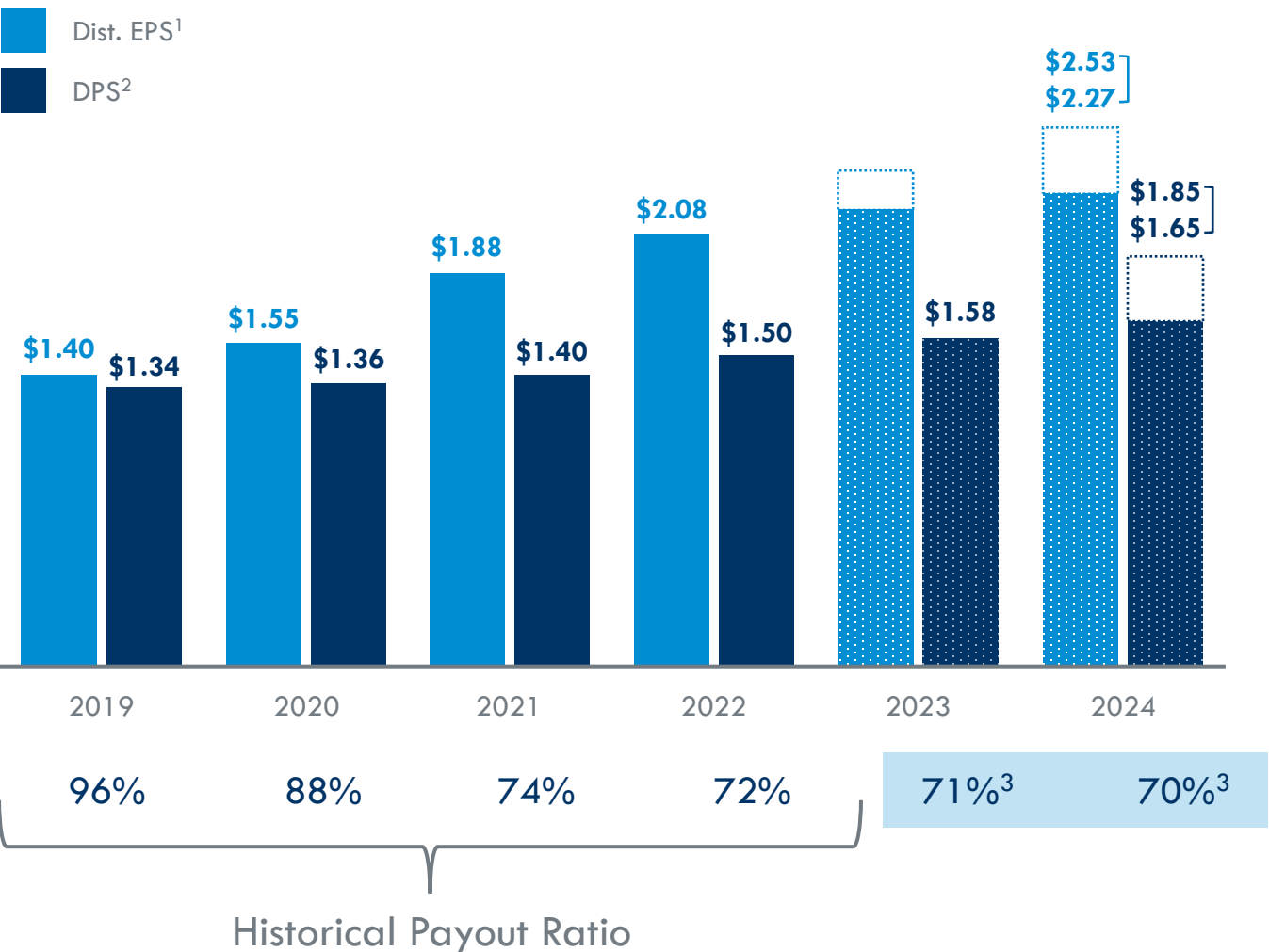
30-40% Equity (Retained Earnings & New Issue)

### Considerations

Investment Grade Rating

Accretive to Current Shareholders  
• Capital Invested to Drive EPS Growth

# Growing Both Dividend & Retained Earnings



...By 2030

Equity Primarily Generated Through Retained Earnings

Continued Dividend Growth

Payout Target of 50-60%

1. Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Appendix to our Earnings Presentation for the year ended December 31, 2022, which can be found at [investors.HASI.com](https://investors.HASI.com), and any other SEC filings, as applicable

2. Dividend declared for the year

3. Midpoint of guidance

# Funding Our Long-Term Objectives

\$m <sup>1</sup>	2020	2021	2022
Adjusted Cash Flow From Operations			
Plus Other Portfolio Collections <sup>2</sup>	309	259	287
(-) Dividend	(100)	(114)	(132)
<b>(=) Cash Available for Reinvestment</b>	<b>\$209</b>	<b>\$146</b>	<b>\$155</b>
(-) Investments Funded <sup>3</sup>	(1,183)	(960)	(871)
(+) Capital Raised	1,206	796	693
Other Sources / Uses of Cash	(28)	(41)	(51)
Change in Cash	\$204	(\$59)	(\$74)

*Source of funds for majority of equity requirements by 2030*

- ✓ Cash profile of investments
- ✓ Long-term cash managed to achieve objectives
- ✓ Disciplined approach to cash management

1. Amounts may not sum due to rounding

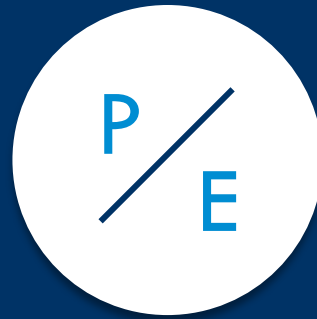
2. For an explanation Adjusted Cash Flow from Operations Plus Other Portfolio Collections, including reconciliations to the relevant GAAP measures, where applicable, see explanatory notes in our Earnings Presentation for the year ended December 31, 2022, which can be found at investors.HASI.com and any other SEC filings, as applicable

3. Does not include receivables held for sale



# P/E Best Aligns With Future of the Business

HASI



EPS Growth

+

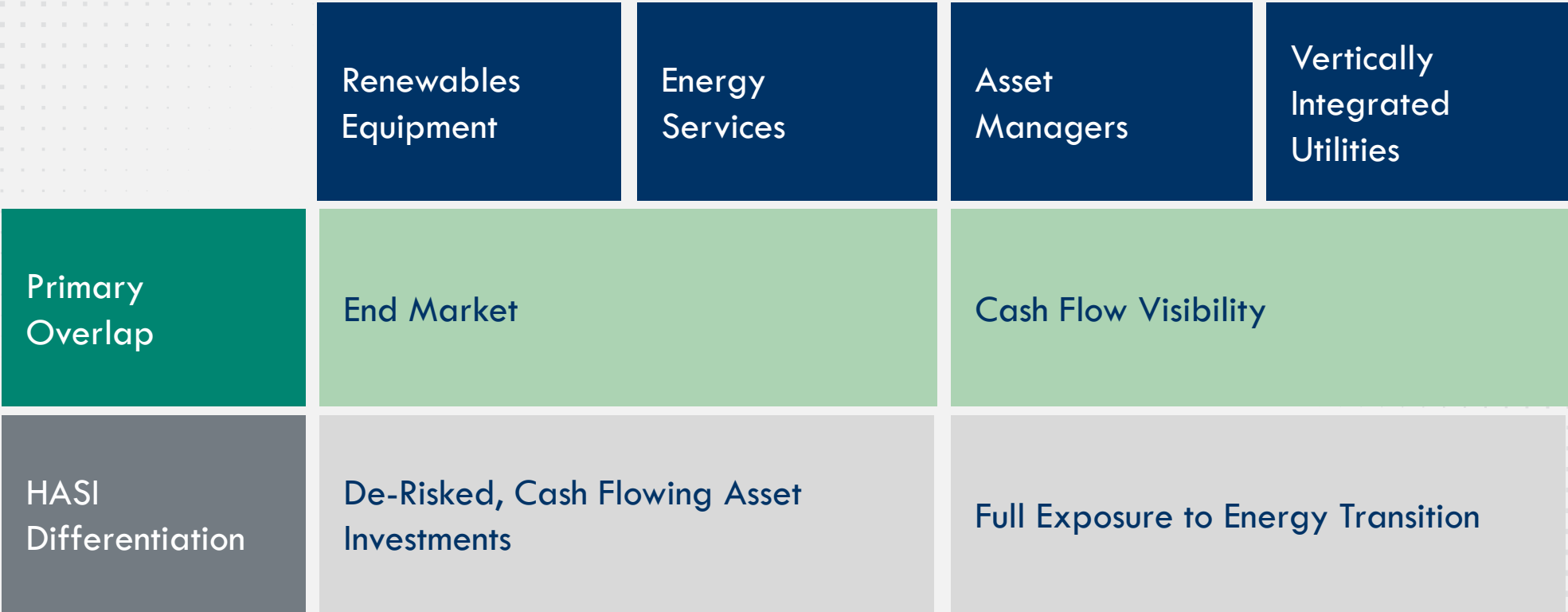
ROE

Growth Market

+

Greater Retained Earnings

# HASI Overlap With Energy Transition Participants





Fully exposed to the high-growth energy transition with a lower risk business model

1. Based on broad sector group '23 P/E (as of 3.14.2023)

1

Resilient Business Model

2

High Growth Energy Transition

3

Strong Opportunity Set

4

Growing Retained Earnings & Dividend

Susan Nickey

Chief Client Officer

## Programmatic Client Approach

## Climate



- ✓ Preeminent Climate Pure Play
- ✓ Capital to Facilitate the Energy Transition
- ✓ Measure and Report CarbonCount of Each Investment

## Clients



- ✓ Programmatic Partnerships Are a Differentiated Approach
- ✓ Solve Client Problems
- ✓ Never Compete With Clients

## Assets










- ✓ Invest in Income Generating Real Assets
- ✓ Proven Technologies
- ✓ Non-Cyclical, Lower Risk, Predictable

# Programmatic Clients Drive Repeat Business

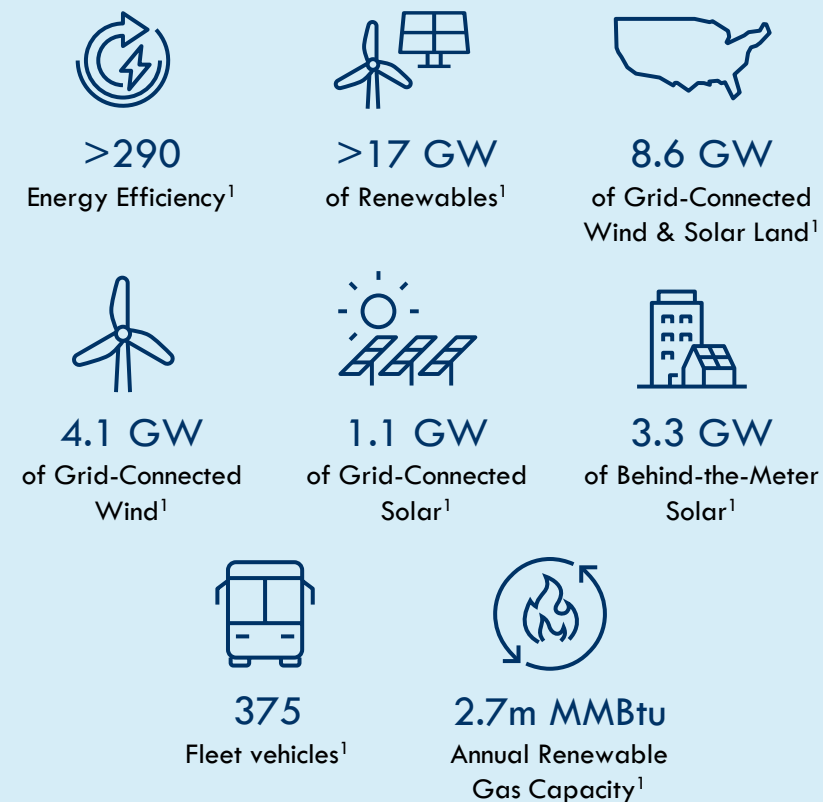
**HASI**

We invest in partners, and our programmatic partnership drives repeat and expanding business...

...in multiple sectors and technologies within the energy transition

	Commencement	Transactions	Asset Classes
 Johnson Controls	2001	>100	2
 AMERESCO <small>Green • Clean • Sustainable</small>	2001	>40	3
 Clearway	2013	>20	3
 SUNPOWER	2014	>30	3
 aes	2016	>20	2
 ENGIE	2018	>10	4
 sunrun	2018	>5	1
 SUMMIT RIDGE ENERGY	2019	>20	1

Average >10-year relationship with leading programmatic partners





## Macro Trends Accelerating the Energy Transition...

HASI



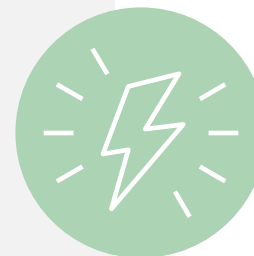
Integrated and decentralized energy solutions enabled by data and digitalization advances



First long-term U.S. energy, industrial policies enacted provide significant tailwinds for the energy transition



End users with increasing Net Zero Goals driving demand for more renewables and clean fuels



Shift to electrification will have a multiplier impact across clean energy markets

## ...and Realigning Our Clients' Business Platforms



# Client Ambition Expands Our Opportunity Set

HASI



Increased growth targets with more strategic focus on the U.S.



Expansion into adjacent decarbonization markets



**>\$50b** project-level capital needs<sup>1</sup> through 2025 by top programmatic clients alone

Top-Tier Client Project-Level Capital Needs (\$b)<sup>1</sup>

\$25

\$20

\$15

\$10

2023

2024

2025

Pace, scale, and market complexity favor a trusted financial partner offering efficiency and replicability

1. Represents estimated total project-level capital required (e.g., debt, tax equity, and cash equity financing) by our Top 8 Clients (2023-2025) in existing HASI asset classes, based on publicly available data and internally developed estimates.

# What Our Clients Value

HASI



## Mission-Driven

First U.S. public company solely dedicated to investments in climate solutions



## Permanent Capital

Lifetime partner providing significant portfolio management expertise throughout the asset life



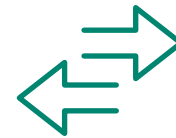
## Investment Philosophy

True financial investor allows partners to direct day-to-day operations



## Flexible Financing

We structure transactions creatively to solve client problems



## Programmatic Process

Efficiently finance smaller transactions in forward flow partnerships



## Policy Leadership

Leading financial voice in top clean energy industry associations and climate NGOs

Manny Haile-Mariam

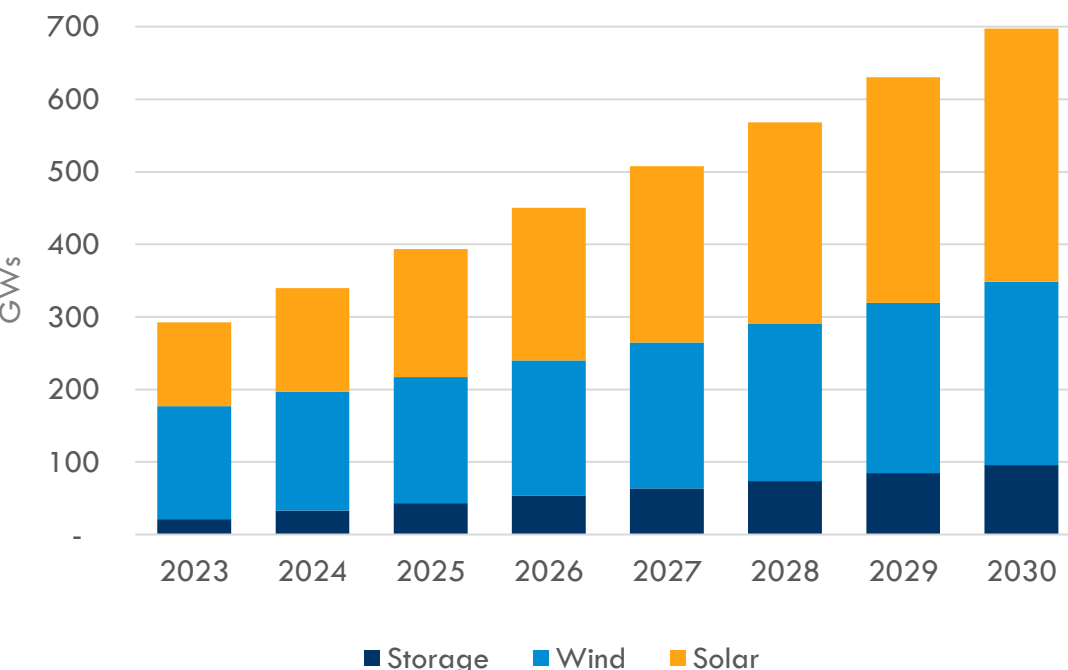
Managing Director

Grid-Connected  
(GC)

# GC Market Highlights

HASI GC business consists of utility-scale wind, solar and storage investments

## GC Market Expected to More Than Double by 2030<sup>1</sup>



## Strong Fundamentals With Tremendous Growth

- ✓ Most cost-effective energy source
- ✓ Required for corporates and utilities to meet their renewable energy transition targets
- ✓ Inflation Reduction Act provides long-term certainty to enable long term investments

1. BNEF 2H 2022 U.S. Clean Energy Market Outlook

## Climate



### 1 Robust climate positive investments

- 
- 365 GW of new wind/solar by 2030
  - ~300% growth in storage by 2030

## Clients



### 2 Strategy centered around clients

- 
- Key focus on large IPPs / Strategics
  - Tailor capital to clients needs

## Assets



### 3 Deep domain expertise

- 
- Highly efficient execution process
  - Robust asset management team



*We choose HASI because we really believe in the partnership we have with them. Our partnership with HASI goes beyond the transaction that we have with them – Leonardo Moreno, President, AES Clean Energy*





\$1.7b of Investments<sup>1</sup> — Solar — Wind — Storage



Clients



Pipeline

>\$2b+ of Potential Opportunity<sup>1</sup>



1. As of 12/31/22



~30% price increases in PPA prices year-over-year



HASI participates actively in industry efforts to enhance transmission and grid modernization



135 GW of capacity in the pipeline either under construction or in advanced development



Strong HASI focus on diversified projects with industry leading companies



Cost decline will continue to shift the driver of renewable demand from RPS compliance to economics

Daniela Shapiro

Managing Director

# Behind-the-Meter (BTM)



# BTM Business Overview



## Portfolio

\$2.5b

Investments on  
Balance Sheet<sup>1</sup>

Residential / Community / C&I / MU.S.H / Federal



## Pipeline

>\$1.6b

Pipeline<sup>1</sup>

Strong repeat businesses

Focus on expanding client base

## BTM Features

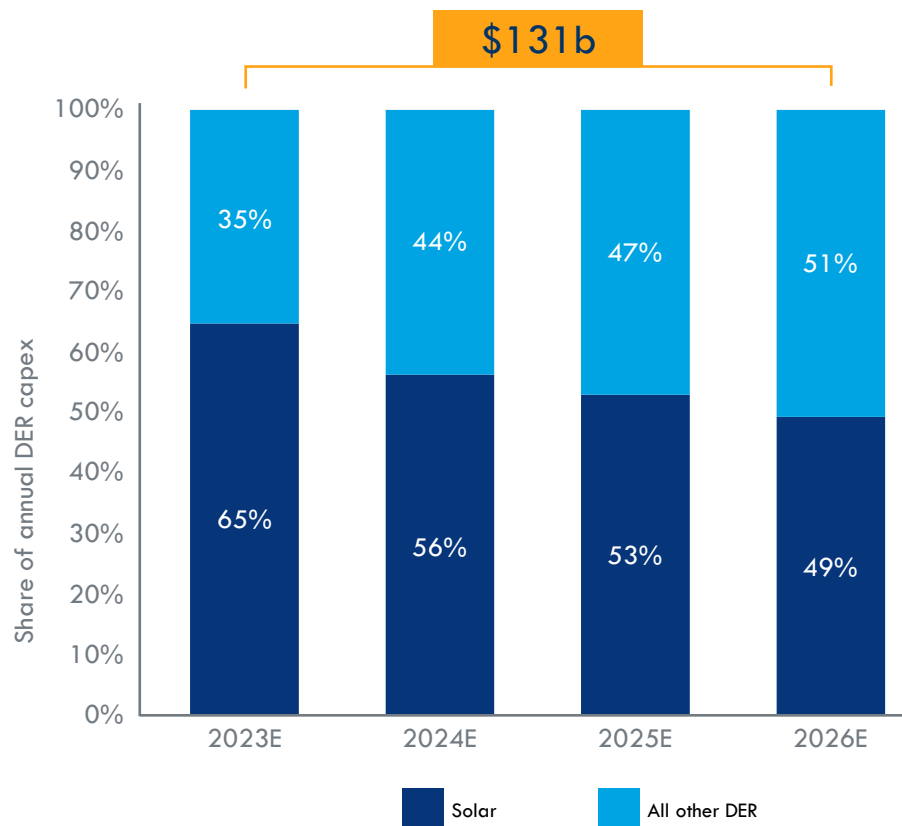
- Diverse portfolios of smaller sites
- Highly contracted revenue streams
- Offtakers with solid credit profiles

## HASI Value

- Compelling franchise leading to repeat and new businesses
- Successful forward flow program
- Reputable and distinct clients

1. As of 12/31/22

High growth enabled by favorable legislation, technology advancement and strong demand



✓ \$131b of cumulative investments through 2026<sup>1</sup>

✓ Key Demand Drivers:

Emissions / Resilience / Energy Cost

✓ Key Enablers:

Legislation / Digitalization / Market Design

1. Woodmac's 2021 U.S. DER Outlook

## Climate



- Decarbonization at deepest levels
- Democratize clean energy
- Emissions reduction where most felt

## Clients



Value HASI for:

- Decades investing in BTM
- Market depth
- Programmatic, efficient yet flexible

## Assets



- Diversified portfolios with attractive economics
- Disciplined execution to decrease friction costs
- Becoming more intertwined
  - ✓ Battery Storage + Solar + EV
  - ✓ Efficiency + Resilience



*HASI's culture of transparency and partnership has led to the financing of over 95 solar farms in just three years across several states resulting in savings for thousands of customers - Steve Raeder, CEO of Summit Ridge Energy*

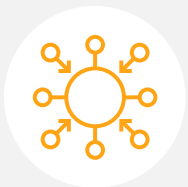




Highly diversified segment with attractive economics



Strong customer demand driven by sustainability goals and increasing energy prices



Numerous smaller projects grouped into portfolios for efficiencies and economies of scales



Enabling legislation, market regulations, digitalization and newer technologies boosting segment growth in the next 5 years



Annmarie Reynolds

Managing Director

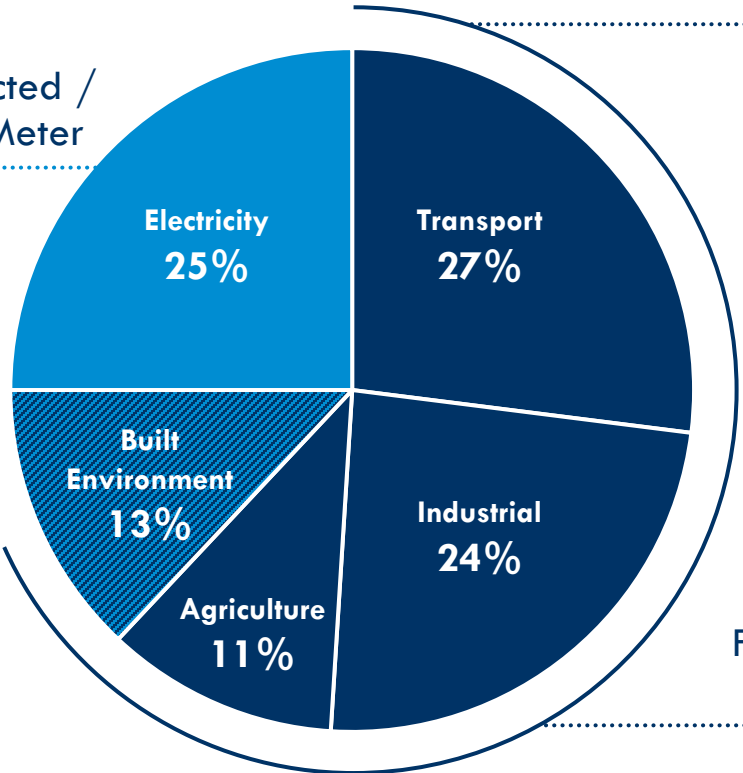
Fuels, Transport &  
Nature (FTN)

# Driving the Energy Transition

Carbon is Everywhere  
U.S. GHG Emissions by Sector<sup>1</sup>



Grid-Connected /  
Behind-the-Meter



Climate Solutions  
expanding to include  
Industrial, Transport,  
Agriculture, and Built  
Environment  
comprising 75% of  
U.S. GHG emissions<sup>1</sup>



Fuels, Transport &  
Nature

## HASI Time to Scale

Now



RNG



Fleet Decarbonization

2-3 Years



Carbon Removal



Advanced Buildings

3+ Years



Green H<sub>2</sub>



Sustainable Ag

1. EPA

The energy transition opportunity is vast; HASI’s strategy of sector focus and flexible capital will drive growth

Climate 	Clients 	Assets 
<ul style="list-style-type: none"><li>• Material</li><li>• Measurable</li><li>• CarbonCount</li></ul>	<ul style="list-style-type: none"><li>• Follow Existing Clients</li><li>• Expand Network</li><li>• Growth Pipeline</li></ul>	<ul style="list-style-type: none"><li>• Real Assets</li><li>• Proven Technology</li><li>• Replicable Structures</li></ul>

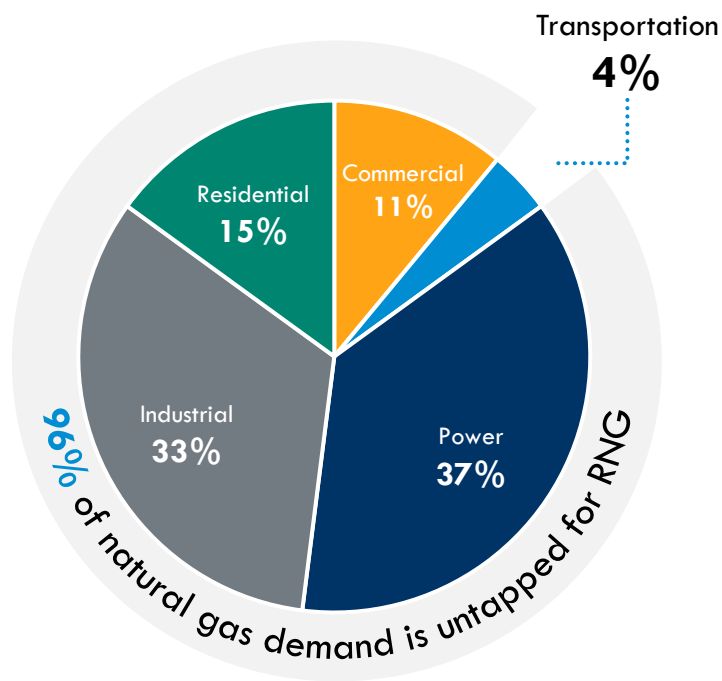


*We are very proud to have HASI join us in our efforts to create a clean energy future for everyone.*  
- Shawn Kreloff, CEO of Bioenergy Devco



# Market Indicators of Expansion Phase

## Market-Wide Demand



## State & Federal Policy Tailwinds

15 States  
With Clean Fuel Standards...<sup>1</sup>

30+ Utility/ Regulatory Actions  
Promoting RNG<sup>2</sup>

EPA RFS<sup>3</sup>

50%  
ITC on Qualified  
Biogas Property

\$1.00/gal  
PTC (Sec. 45z)

IRA Contemplates Significant Biogas  
Tax Incentives

## Least-Cost Decarbonization

~\$800b

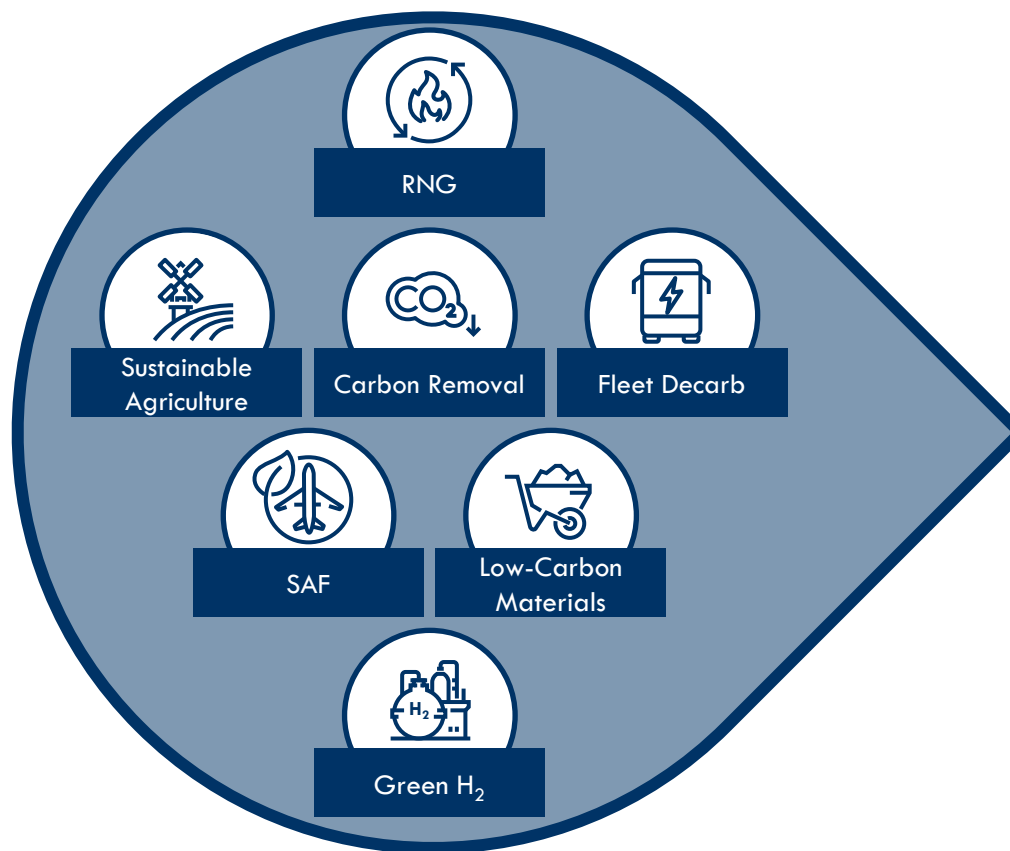
in annualized cost  
savings when  
incorporating RNG in  
U.S. net-zero plans vs.  
full electrification<sup>4</sup>

1. RNG Coalition  
2. Ameresco Investor Day 2023 (RNG Plant Tour Presentation)

3. EPA Renewable Fuel Standard  
4. Gas Decarbonization Pathways 2020-2050 (Guidehouse 2020) & HASI Internal Analysis



## 1 Advancing Climate Solutions



## Sector Assessment Scorecard

Readiness	Strategic Fit
Technology Maturity	Client Base Stage
TAM – Annual Spend \$b (3 Years Out)	HASI Client Base Overlap
Strength of Value Proposition	Asset Based Collateral Coverage
Time to Scale	Predictable Cash Flows
Climate Impact	Cashflow Profile

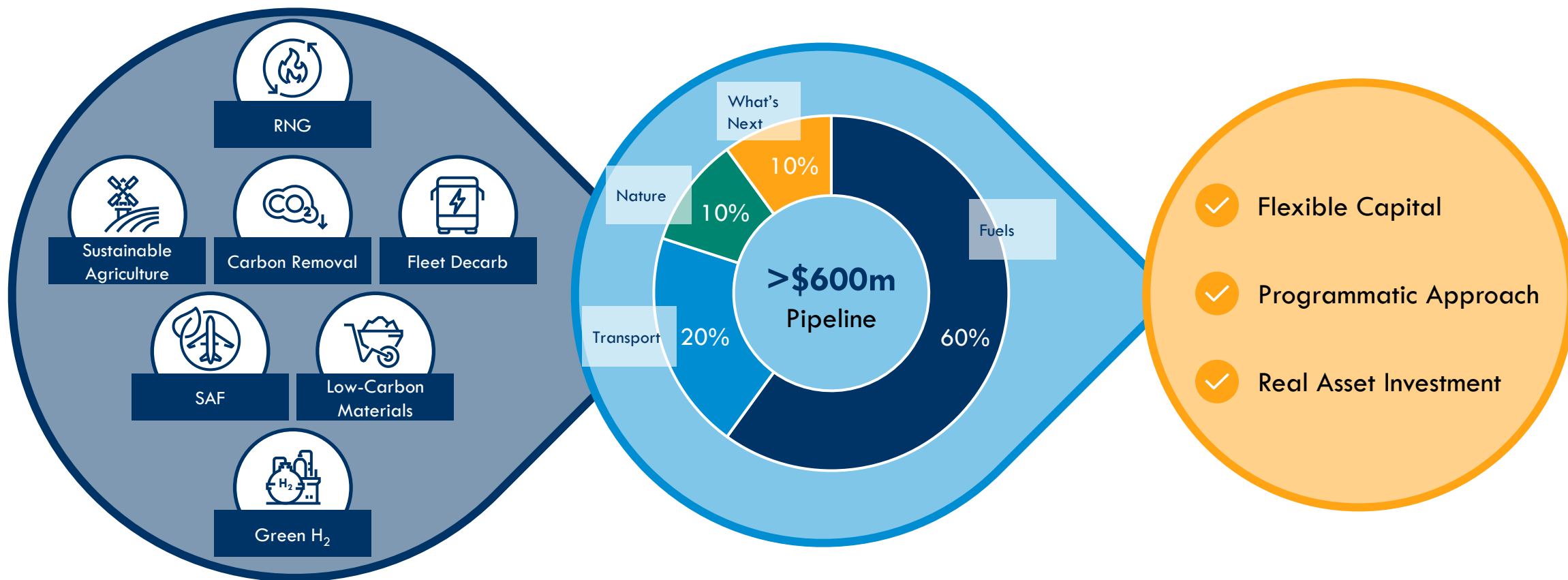
# Building HASI's Next Business Lines

HASI

## 1 Advancing Climate Solutions

## 2 Transaction Pipeline

## 3 Unique Funding Opportunity



Nate Rose

Chief Investment Officer

# Securitization Platform

# HASI's Securitization Platform Exhibits a Successful Multi-Decade Track Record

HASI

## Strong Legacy Underpinning Success



Initial closing in 2000



Core team from the original closing remains intact



Original asset class was Federal energy efficiency and began expanding asset classes in 2010



7 total sub-asset classes today



Over **\$7.5b** of securitizations across over **600** transactions since 2000

## Notable Facts



Over **15** institutional investors



Robust market share – over **50%** in Federal EE



Over **20** clients, most with repeat business



No credit losses – notes usually rated NAIC-1



Limited interest rate exposure

# Securitization Platform – Value Add

HASI

## Securitization Platform Value to HASI



- Consistent and growing income stream
- 23-year history provides reliable and streamlined execution
- Multiple investors provide attractive market pricing
- Consistent transaction execution provides constant market pricing feedback
- Private securitizations do not rely on rating agencies or public ABS markets

## HASI Value to Investors



- Retained equity in trust
- Diligence
- Expertise
- Credibility
- Pristine track record
- Servicing
- Critical mass

## Economics to HASI

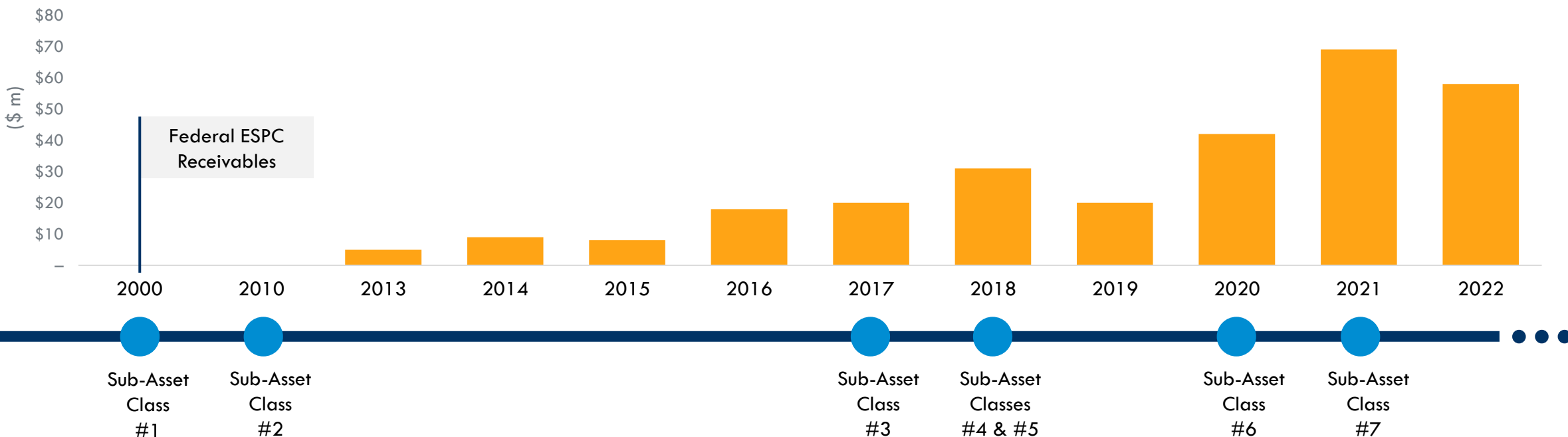


- Gain on sale
  - Cash gain – up-front
  - Fair value of future excess cashflow – up-front
  - Residual value in assets – future
  - Modification and termination fees – future
- Securitization income
  - Servicer fees
  - Interest income on securitization assets

# Securitization Platform – Supporting Client Asset Expansion

HASI

## Gain on Sale From Securitizations<sup>1</sup> – Since IPO



### Common Attributes of Securitized Assets



**High Credit Quality**



**Long-Term Fixed Cashflows**



**Low Yields (~3%-6%)**

1. Gain on sale excludes any amount unrelated to securitizations

Rich Santoroski

Chief Risk Officer

# Portfolio & Risk Management

# Portfolio Management Team Well Equipped to Support Business Growth

HASI



## People

- In-house subject matter experts
  - Engineering/Technical
  - Power markets
  - Quantitative analysis
  - Transmission
  - Energy assessment & performance



## Data

- 10+ years of asset level operating and financial data
- Invested in the tools to analyze, gain insights, and support business decisions



## Clients

- Governance structure provides opportunity for active oversight
- Our experience enables collaborative problem solving








*One of the things that I think is really a distinguishing feature of HASI, is its true depth of expertise around assets in the markets that we operate in.*

- Craig Cornelius, CEO of Clearway Energy Group





# Robust and Disciplined Underwriting and Monitoring

	Primary Underwriting Metrics	Variability of Performance	Primary Post-closing Activities
Residential Solar 	Credit Quality Re-contracting Regulatory	Collection Revenue Savings to Customer	Monitoring Delinquencies and Defaults (% of total value)
Grid-Connected Wind/Solar 	Generation/Availability Curtailment Hedge Structure Market/Regulatory	Volume Hedge Effectiveness Commodities/Basis	Monitoring Resource and Operational Variability (actual/expected GWh) Contract Management and Hedging Support Industry Group Participation/Regulatory Support
Community Solar 	Generation/Availability Pricing/Tariff Subscription Level	Volume Revenue	Monitoring Resource and Operational Variability Engineering and Operational Assistance
C&I Solar 	Generation/Availability Credit Quality Post Contract	Volume Revenue	Monitoring Resource and Operational Variability Engineering and Operational Assistance
Renewable Natural Gas 	Gas Production Market/Policy	Feedstock Quality and Energy Content Upgrading Performance Environmental Commodity Value	Performance Monitoring (Pipeline Quality MMBtu) Commercial and Contracting Support

# Diversified Offtakers With Limited Concentration

## Residential Solar

# of active customers	>270k
WA FICO	747
Avg Monthly Payment	~\$150
Customer Savings <sup>2</sup>	5-45%
# of States <sup>3</sup>	23

- Diversified high credit quality portfolio
- Significant customer savings
- Excellent payment history
- Prompt replacement of delinquent CS customers

## Community Solar

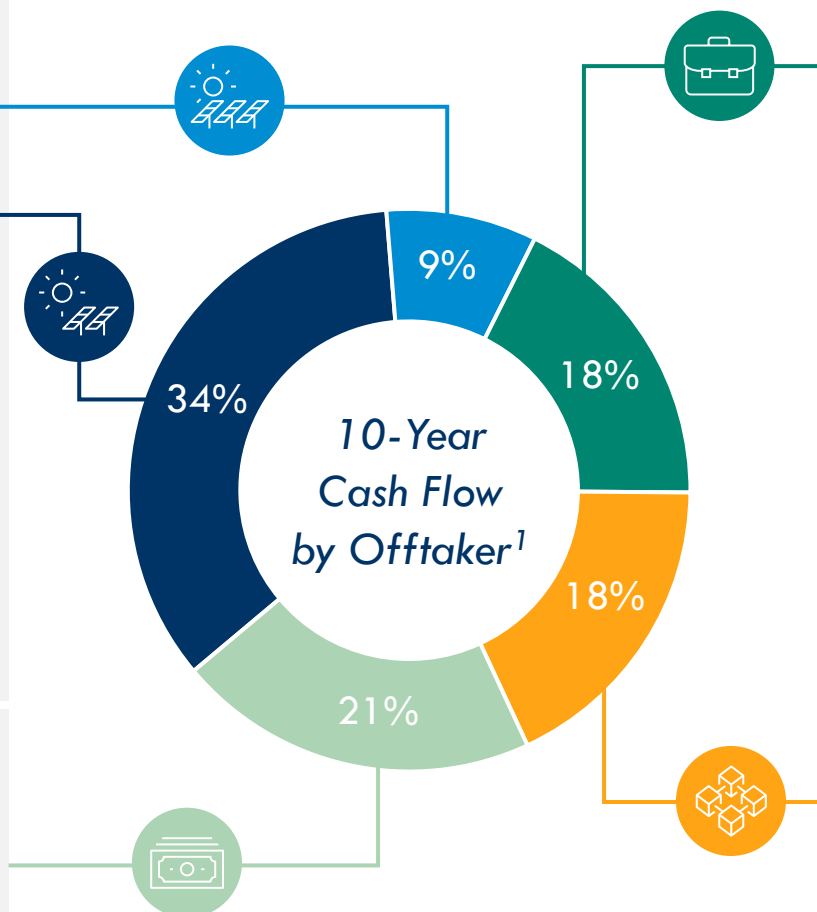
# of Projects	>80
# of States	5

## Other Offtakers

Primarily super senior payments (such as rent) or highly creditworthy parties (public sector)

Federal Government,  
State & Local

Solar Project Land (Rent)



## Corporate / Utilities / P3

>130 High Quality and Primarily Investment Grade Offtakers

LA Unified School District	1.9%
University of Iowa	1.9%
Walmart	1.2%
Lincoln Electric System	1.1%
Xcel	0.9%
Target	0.7%
Microsoft	0.5%
Apple Inc	0.4%
Ahold USA Inc	0.3%
3M	0.3%
Amazon	0.3%
Dairyland Power	0.3%
T-Mobile	0.1%
Other Corporate (~120)	7.9%

## ISOs<sup>4</sup> / Spot Power

ISO new england	California ISO
ercot	New York ISO Independent System Operator
pjm	SPP Southwest Power Pool
MISO	

1. Data represents HASI on-balance sheet portfolio as of 12/31/22, based on 10 years of forecasted cashflows.  
2. First year savings compared to electric utility bills, sourced from Sunrun's Investor Presentation as of 9/30/22, and indicative of HASI portfolio.

3. Including DC and PR.  
4. ("ISO") independent system operator, an organization formed that coordinates, controls and monitors electric grid in specific geographical, multi-state areas.

Dan McMahon

Co-Head Portfolio Management  
Head of Syndications

# Syndications

# Unlocking Value by Expanding Into Syndications

HASI

HASI is uniquely positioned to apply its expertise in managing institutional investor funds through syndications

Growing Demand From Private Funds To Participate In Energy Transition With ESG Focus

Targeting ~\$30b annual market in global pure play sustainable infra funds<sup>1</sup>



- ✓ Strong, Highly Diversified Origination Franchise
- ✓ Portfolio Management Expertise
- ✓ Fully Aligned Sponsor

Balance Sheet Investments

Securitizations

Syndications

Syndications support HASI's recurring fees and diversify sources of capital

1. Pitchbook (2023)

Chuck Melko, CPA

Senior Vice President,  
Chief Accounting Officer and Treasurer

Accounting

# Wrap Up

# Highly Respected For Having a Meaningful Impact on the Environment & Social Justice

**HASI**



## Engage in Meaningful Community Investment Through HASI Foundation

Since 2020, HASI has declared nearly \$4.5m in social dividends to fund the Foundation's climate justice initiatives



Climate Solutions for  
Disadvantaged Communities



Climate Solutions  
Career Pathways



Local Impact

## High Employee Retention

High employee retention rate of >90% over last two years<sup>1</sup>

## Recognition that Matters



**Sustainability Award**  
Silver Class 2022  
**S&P Global**  
95<sup>th</sup> industry percentile

**STATE STREET** GLOBAL ADVISORS  
**R-Factor™**  
**Leader**  
Top 10<sup>th</sup> Percentile

1. Includes voluntary, non-retirement separations

# Unique and Differentiated Business Model

HASI

Climate



Access to the entire energy transition

Clients



Partnership strategy positions us for the growth opportunity

Assets



Non-cyclical and lower risk business model



# Q&A