

SUSTAINABILITY REPORT CARD

The eighth annual edition of our Sustainability Report card discloses the CarbonCount® associated with each investment. CarbonCount® is an award-winning tool that evaluates the efficiency with which capital is employed to reduce greenhouse gases by estimating the carbon dioxide (“CO₂”) emissions avoided annually per \$1,000 of investment.

HANNON ARMSTRONG | SUSTAINABILITY REPORT CARD 2020

MARKET	REGION	CARBONCOUNT®
BTM	National	2.89
BTM	National	2.87
BTM	National	2.86
BTM	National	2.85
BTM	National	2.85
BTM	National	2.84
GC	National	2.02
BTM	South	1.90
GC	West	1.79
GC	National	1.66
GC	National	1.41
BTM	National	1.35
GC	West	1.25
GC	West	0.85
GC	West	0.74
BTM	Midwest	0.71
GC	West	0.65
GC	West	0.63
GC	West	0.61
BTM	Midwest	0.51
GC	West	0.46
BTM	National	0.40
BTM	National	0.40
BTM	South	0.36
BTM	South	0.31
BTM	Midwest	0.30
BTM	South	0.29

MARKET	REGION	CARBONCOUNT®
BTM	Midwest	0.28
BTM	West	0.28
BTM	West	0.24
BTM	South	0.24
BTM	West	0.23
BTM	National	0.20
BTM	National	0.18
BTM	South	0.17
BTM	Northeast	0.13
BTM	South	0.07
BTM	Midwest	0.05
BTM	Midwest	0.03
BTM	South	0.03
BTM	South	0.03
BTM	National	0.02
BTM	West	0.01
BTM	West	0.01
BTM	West	0.01
BTM	Midwest	0.00
SI	South	0.00
BTM	West	0.00
SI	South	0.00
BTM	National	0.00
BTM	National	0.00
BTM	National	0.00
SI	West	0.00
BTM	National	0.00

TOTAL
2.0m
Metric Tons of CO₂ Avoided

1.03
CarbonCount®

576m
Gallons of Water Saved

BTM = Behind-the-Meter, which includes energy efficiency, distributed solar, and storage investments.

GC= Grid-Connected, which includes solar land and onshore wind investments.

SI = Sustainable Infrastructure, which includes clean water, ecological restoration, and other resiliency investments.

* Investments in seismic retrofits provide resiliency in the event of an earthquake. A secondary benefit of such retrofits includes the preservation of carbon embedded in the built environment.

CarbonCount® is a scoring tool that evaluates investments in U.S.-based, energy efficiency and renewable energy projects to determine estimated CO₂ emissions avoided annually per \$1,000 of investment.

Estimated carbon savings are calculated using the estimated kilowatt hours (“kWh”), gallons of fuel oil, million British thermal units (“MMBtus”) 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 CO₂ equivalent emissions based upon the project’s location and the corresponding emissions factor data from the U.S. Government and International Energy Administration. Portfolios of projects are represented on an aggregate basis.

Estimated water savings are calculated as the sum of the direct annual estimated water savings from energy efficiency measures such as low flow water fixtures and the annual indirect water savings associated with the annual kWh generated and saved by our investments. The annual kWh of electricity generated and saved by our investments are multiplied by the amount of water withdrawn and not returned to local water systems based upon the project’s location and the existing grid electricity generating units in that region. Indirect water savings is estimated using data prepared by the U.S. Government’s Energy Information Administration and the Union of Concerned Scientists.