SkyHarbour

2024 Q3 Earnings Webcast

November 12th, 2024



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This Presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as "estimate," "plan," "goal," "project," "forecast," "intend," "will," "expect," "anticipate," "believe," "seek," "target" or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding Sky Harbour's expectations, beliefs, intentions or strategies regarding the future; Sky Harbour's expectations with respect to future permitting, construction and leasing, future performance and anticipated financial impacts; and future ability to raise capital. Forward-looking statements are based on current expectations and assumptions that are inherently uncertain. These statements are based on various assumptions, whether or not identified herein, and on the current expectations of Sky Harbour's management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, and must not be relied on by any investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of Sky Harbour. Please refer to the risk factors discussed in Sky Harbour's Annual Report on Form 10-K, filed with the SEC on March 27, 2024, under the heading "Risk Factors," and other documents of Sky Harbour has filed, or will file, with the SEC. Sky Harbour disclaims any obligation to update information contained in these forward-looking statements whether as a result of new information, future events or otherwise.

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DISCLAIMER

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Municipal Bond Offering

Sky Harbour Capital LLC (the "Bond Borrower"), a subsidiary of Sky Harbour, raised capital through a municipal bond offering. That bond offering was made through a Preliminary Offering Statement ("POS"), which contained a number of disclosures regarding the Bond Borrower and its subsidiaries, which comprise the obligated group (the "Obligated Group") for such bonds. The POS disclosure includes projections regarding the future business obligations of the Obligated Group and other disclosure pertaining to the Obligated Group. Because the POS disclosure has been drafted to convey information concerning only the Obligated Group, such disclosure should not be relied upon in making an investment decision regarding Sky Harbour.

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PRESENTERS



TAL KEINAN

Chief Executive Officer



FRANCISCO GONZALEZ

Chief Financial Officer



WILL WHITESELL

Chief Operating Officer



MICHAEL SCHMITT

Chief Accounting Officer



TIM HERR

Treasurer and VP Finance



MARTY KRETCHMAN

Senior VP Airports

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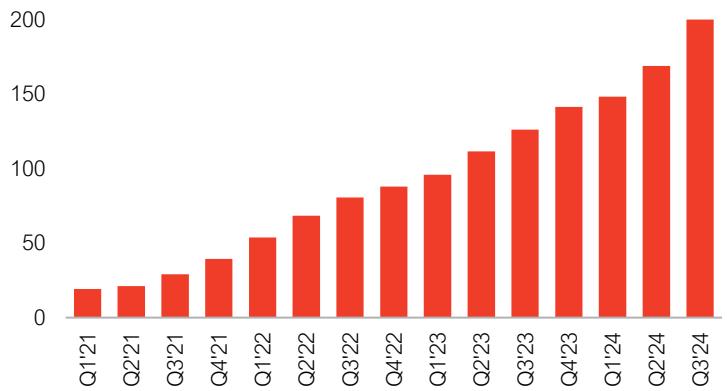
SKY HARBOUR GROUP CORP FINANCIAL RESULTS

Step Function: SJC, Q2 2024

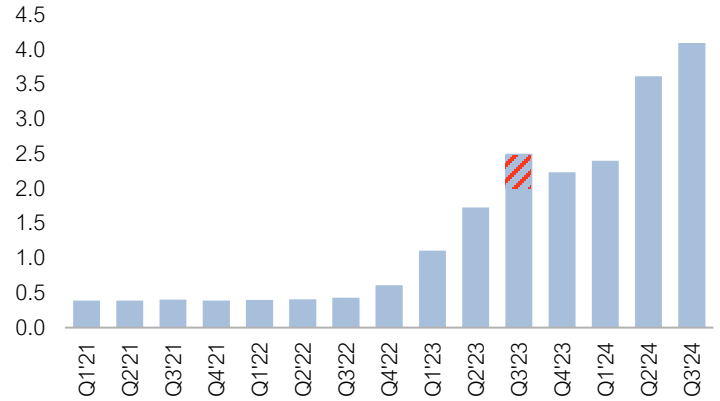
COST OF CONSTRUCTION AND CONSTRUCTED ASSETS

(In millions)



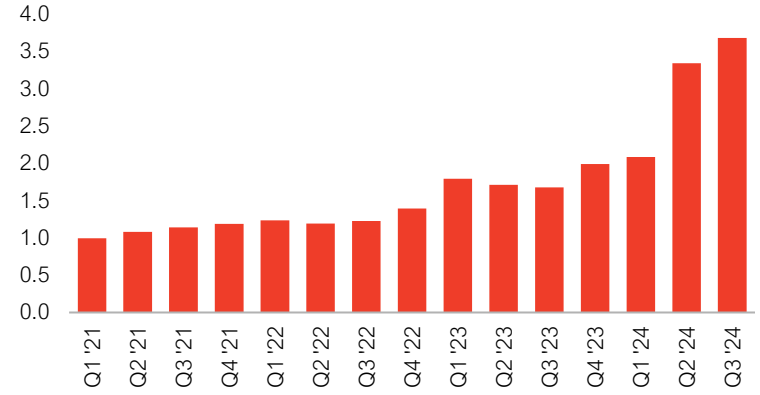
QUARTERLY REVENUES

(In millions)



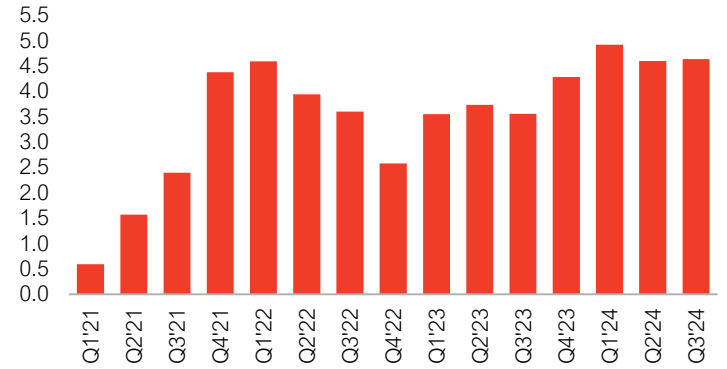
OPERATING EXPENSES

(In millions)



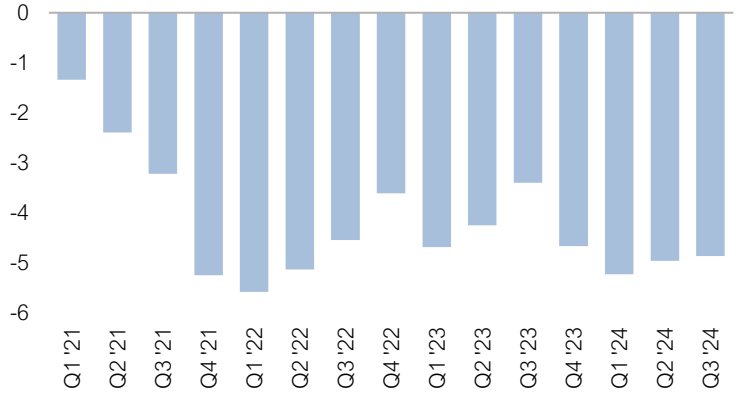
SG&A

(In millions)



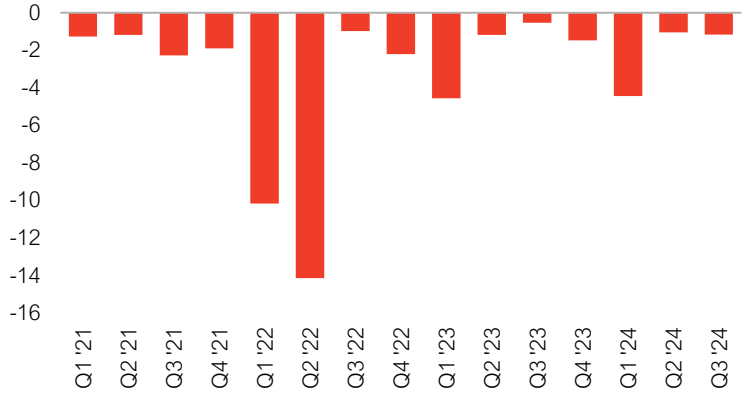
OPERATING RESULTS

(In millions)



NET CASH FLOW USED IN OPERATING ACTIVITIES

(In millions)



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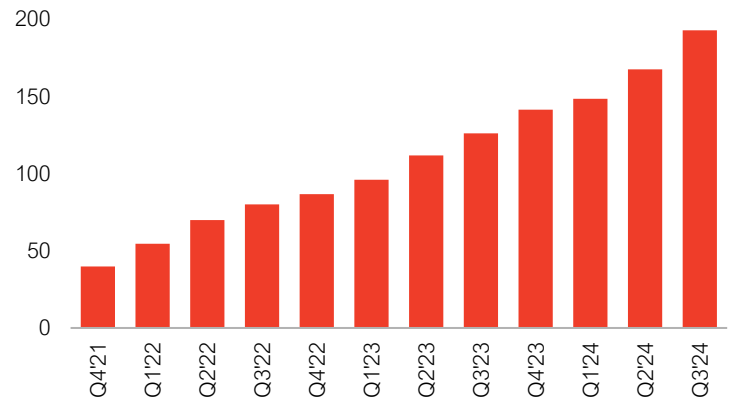
SKY HARBOUR CAPITAL - PABS OBLIGATED GROUP 1

Expected to Surpass DSCRs assumed at 2021 Issuance at Stabilization

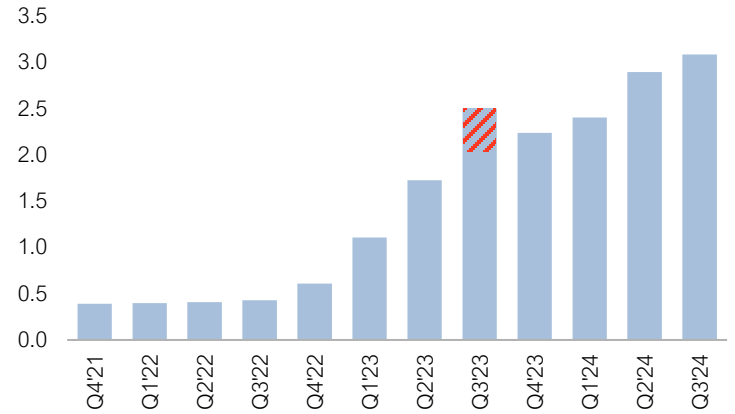
COST OF CONSTRUCTION AND CONSTRUCTED ASSETS

(In millions)



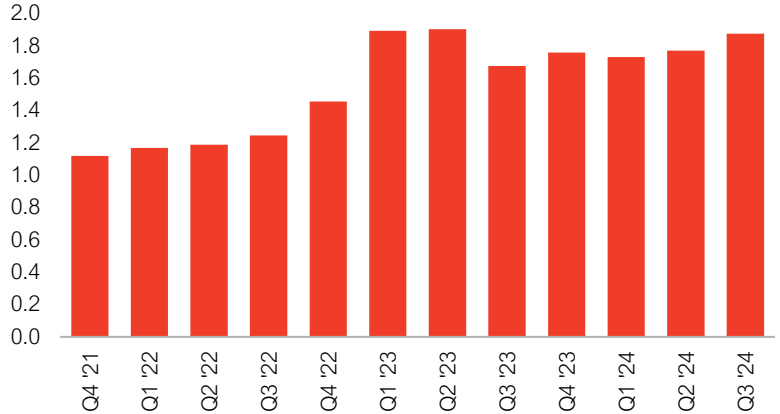
QUARTERLY REVENUES

(In millions)



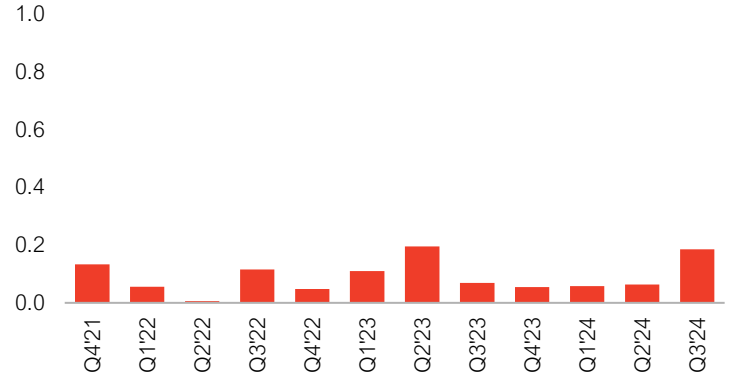
OPERATING EXPENSES

(In millions)



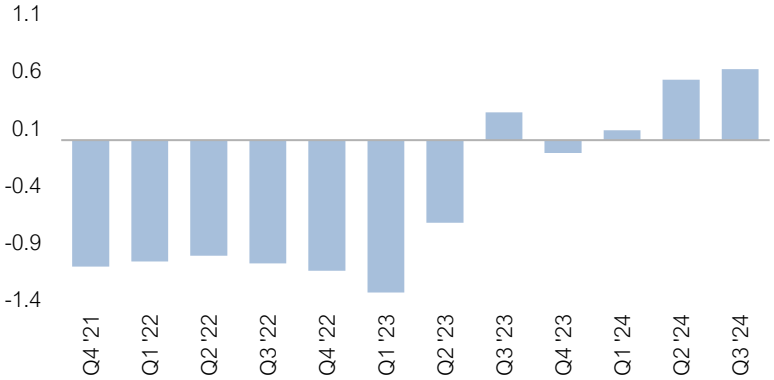
SG&A

(In millions)



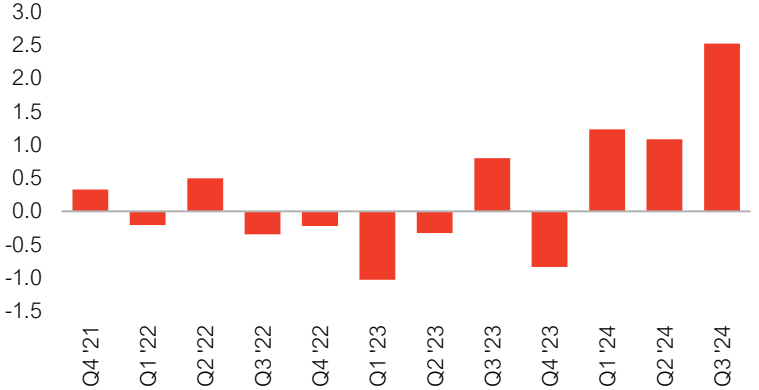
OPERATING RESULTS

(In millions)



NET CASH FLOW PROVIDED BY OPERATING ACTIVITIES

(In millions)



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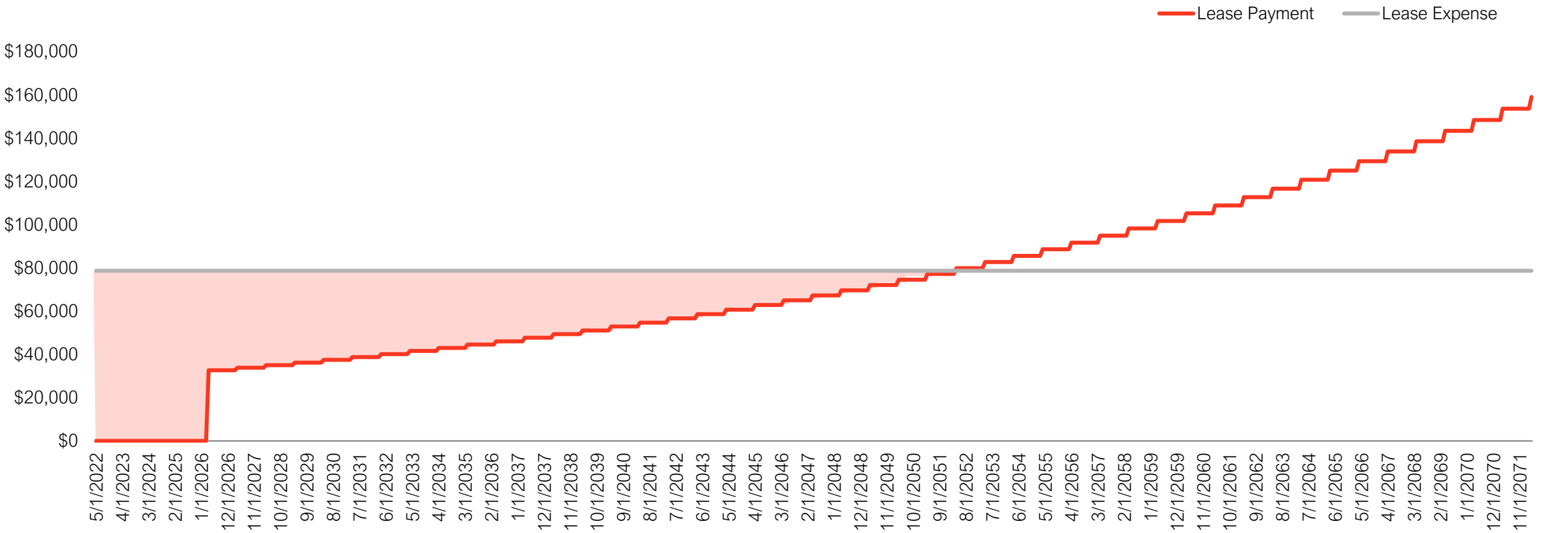
SKY HARBOUR GROUP CORP FINANCIAL RESULTS

Ground Leases – Operating Lease Accounting

EXAMPLE PORTFOLIO LEASE



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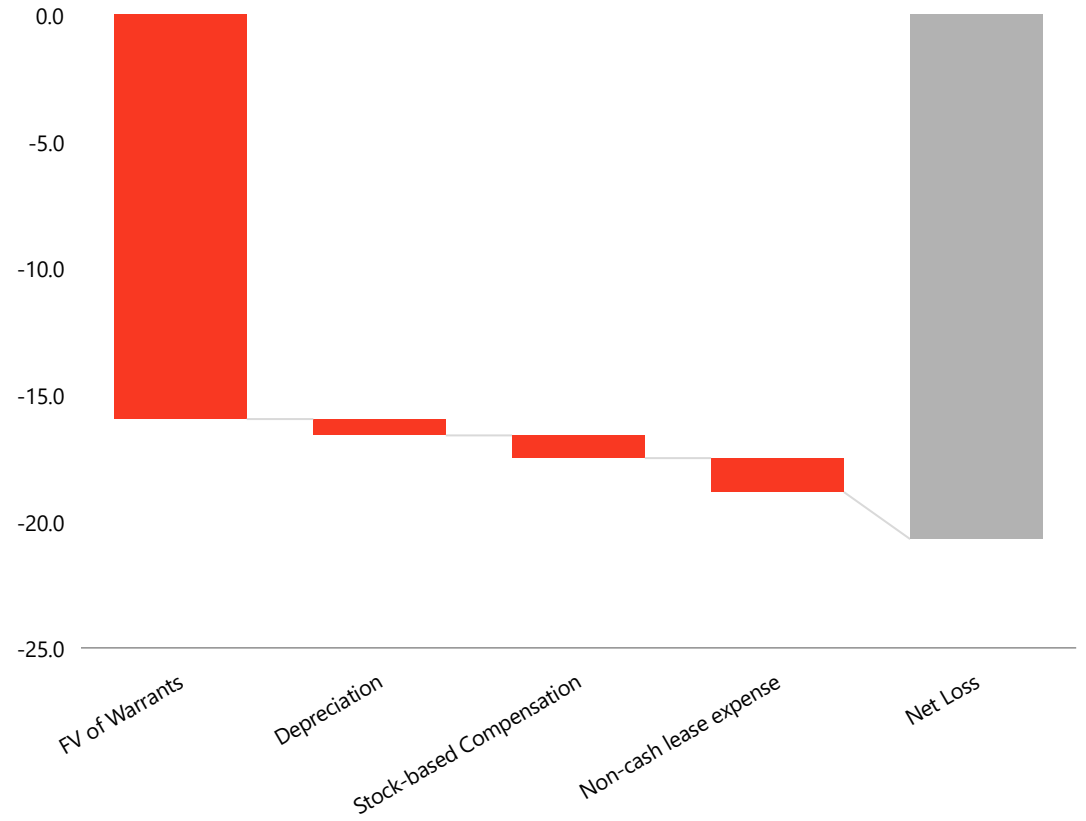
SKY HARBOUR GROUP CORP FINANCIAL RESULTS

Summary of Significant Non-cash Expenses

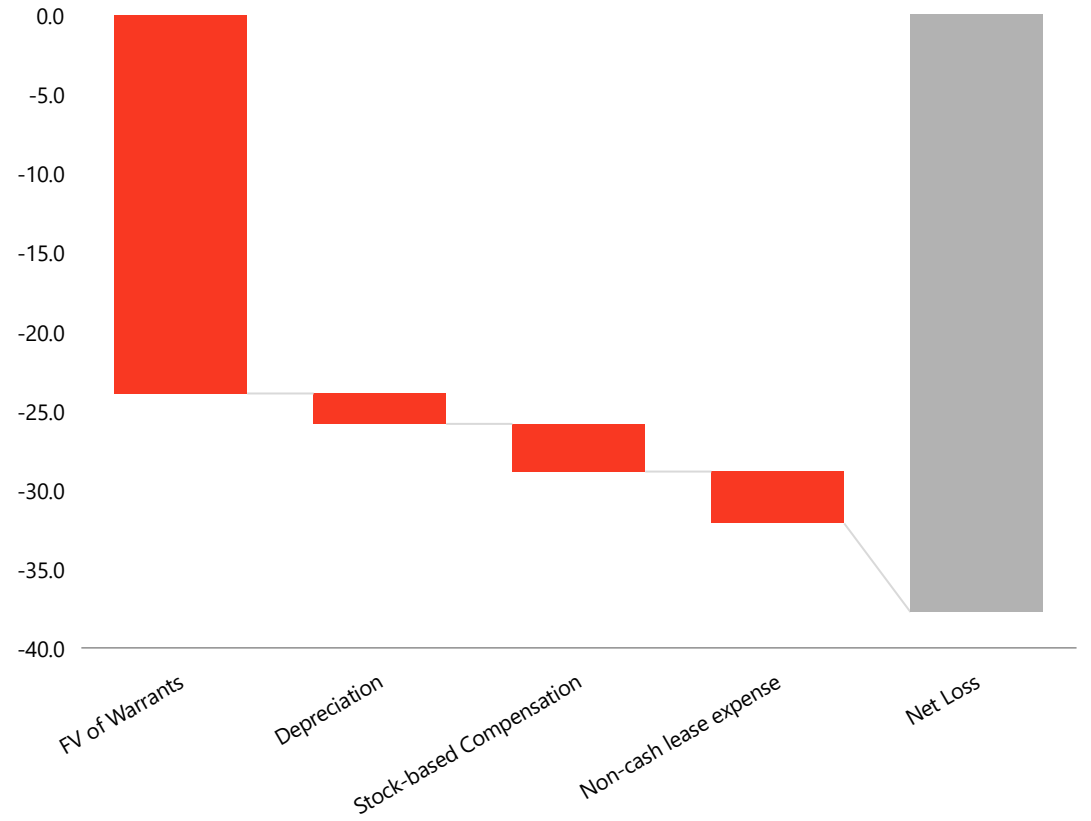
THREE MONTHS ENDED SEPTEMBER 30, 2024

(In millions)



NINE MONTHS ENDED SEPTEMBER 30, 2024

(In millions)



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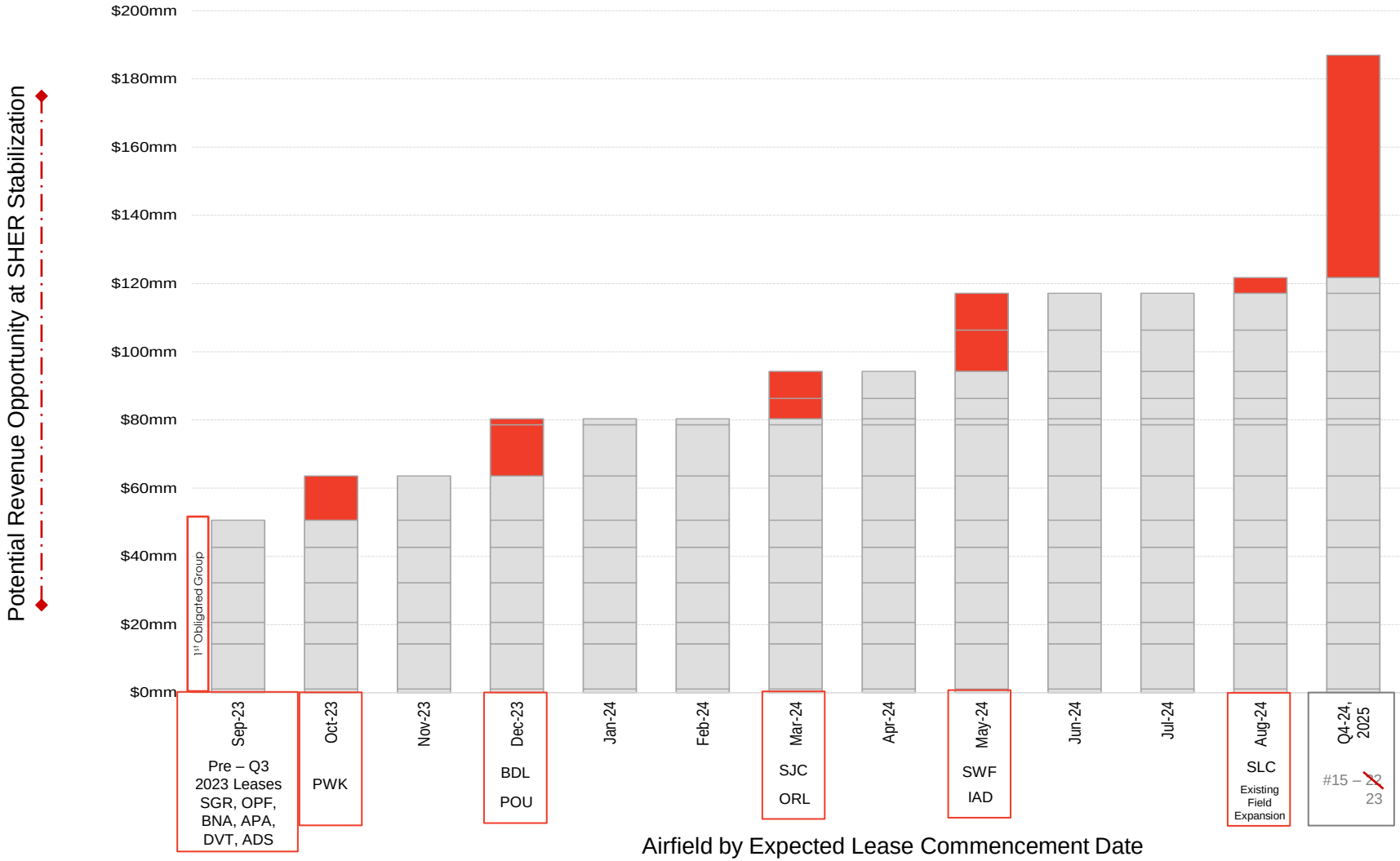
SITE ACQUISITION

Accelerated Acquisition Pace: Short-Term Investment Drives Long-Term Value



Note: Revenue figures use forecasted rent and fuel revenues at airfields with existing ground leases. Sky Harbour Equivalent Rent (SHER), a measure of forecasted rent and fuel revenues, is used for future airfields. Available Revenue represents potential revenue in first full stabilized year of operations (stabilization defined as a completed airfield that has reach 95% occupancy).
***Important Note**: All information in this presentation should be read in light of the information and disclaimers set forth on slides 1 through 2 of this presentation.*

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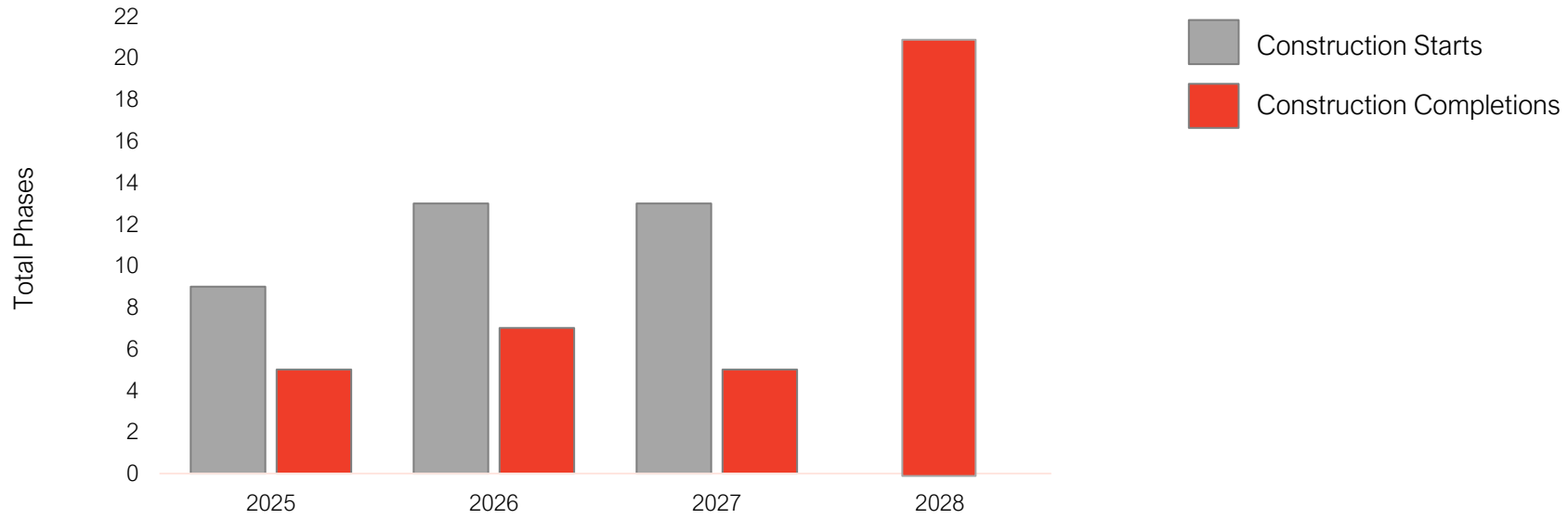
DEVELOPMENT
Site Acquisition Wins Drive Need for Growing Development Capacity

	Fields Nearing Completion				
	Construction		Stabilization		Full Operation
	Start	End	Start	End	
DVT Phase 1	Q4-22	Q1-25	Q1-25	Q3-25	Q3-25
APA Phase 1	Q4-22	Q1-25	Q1-25	Q3-25	Q3-25
ADS Phase 1	Q4-23	Q1-25	Q1-25	Q3-25	Q3-25

Projected Airfield Phase Starts and Completions



The constructions starts and completions is intended to align with previous guidance regarding timing of future site acquisitions. While we seek additional airfields, any incremental fields acquired beyond such guidance are not reflected in the table above .Our projections associated with the commencement and completion of construction of our properties in development are inherently subjective and require judgement to estimate. We believe that our estimates of timelines are subject to variability based on various factors including, but not limited to, changes in anticipated site plans, hangar mix, hangar specifications, and general market conditions.

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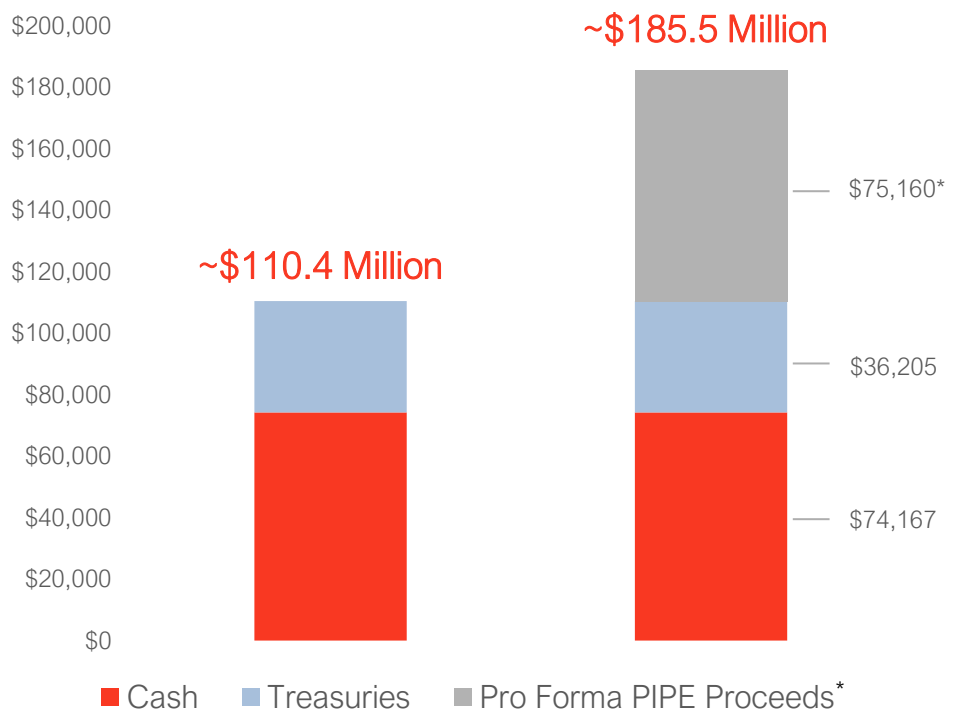
HIGH GROWTH AND LOWER COST OF CAPITAL

U.S. TREASURIES AND CASH

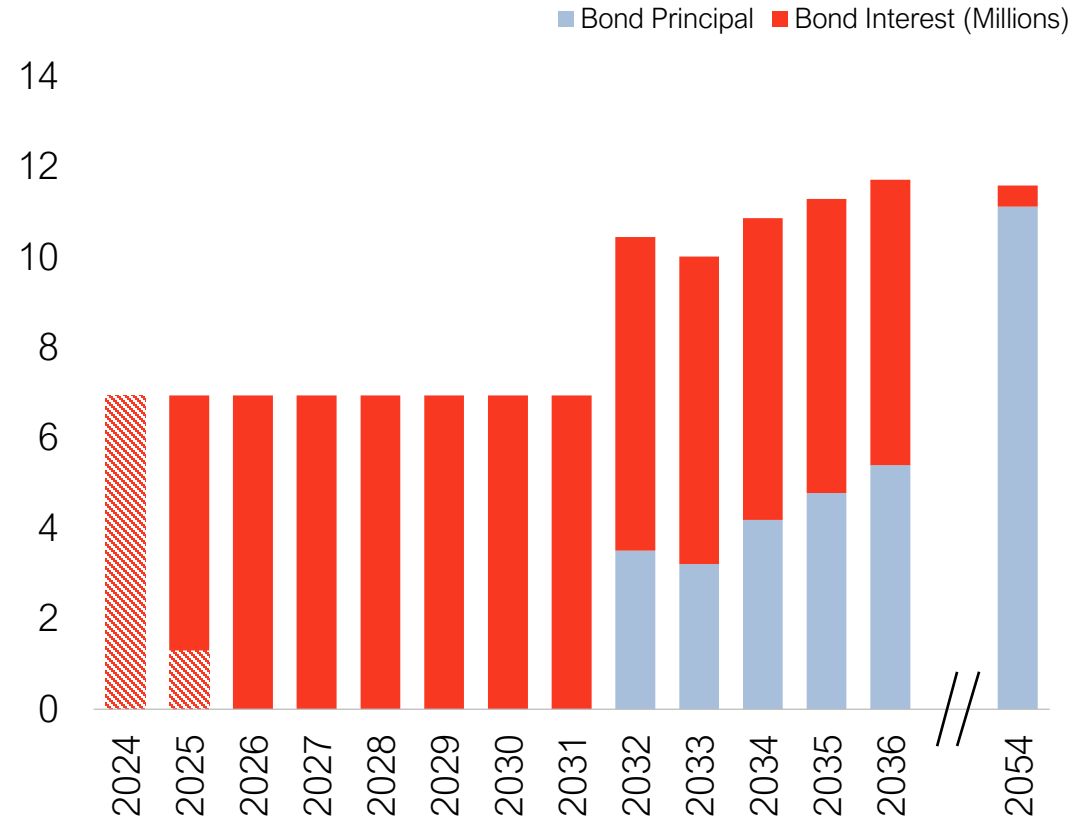
(In thousands)



*Includes $37.58 MM received on October 28th 2024. Assumes full subscription of options rights and second expected closing on December 20th 2024

SERIES 2021 BOND DEBT SERVICE

(In millions)



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SKY HARBOUR CAPITAL
2021 PABS
PATH TO INVESTMENT GRADE

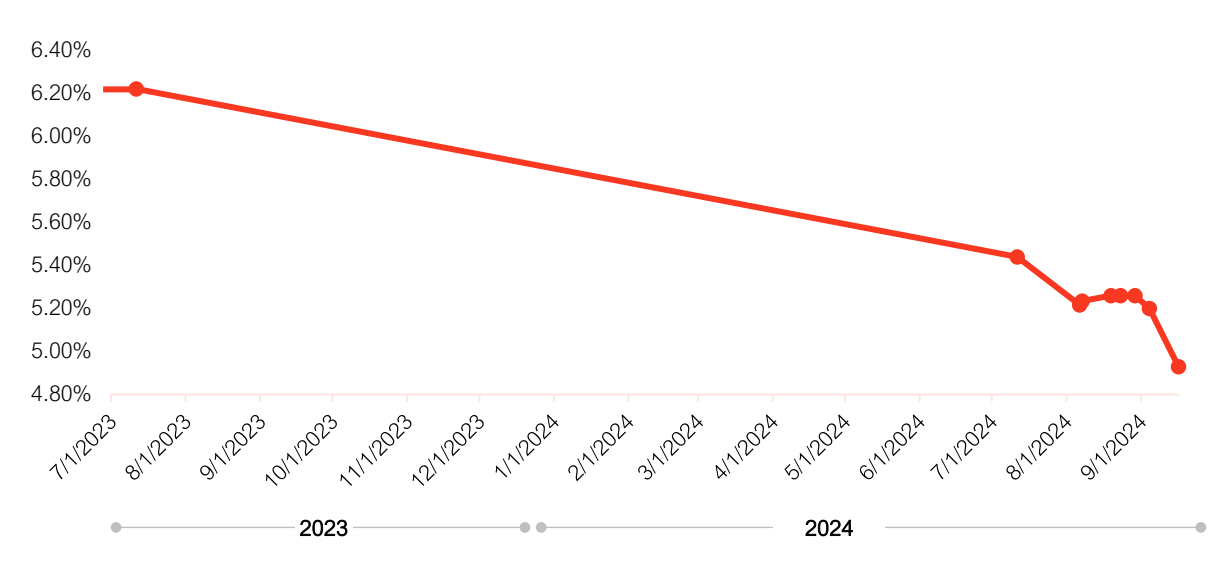
Continued rally in price and spread on our bonds

Protect Path to Exceed DSCR targets

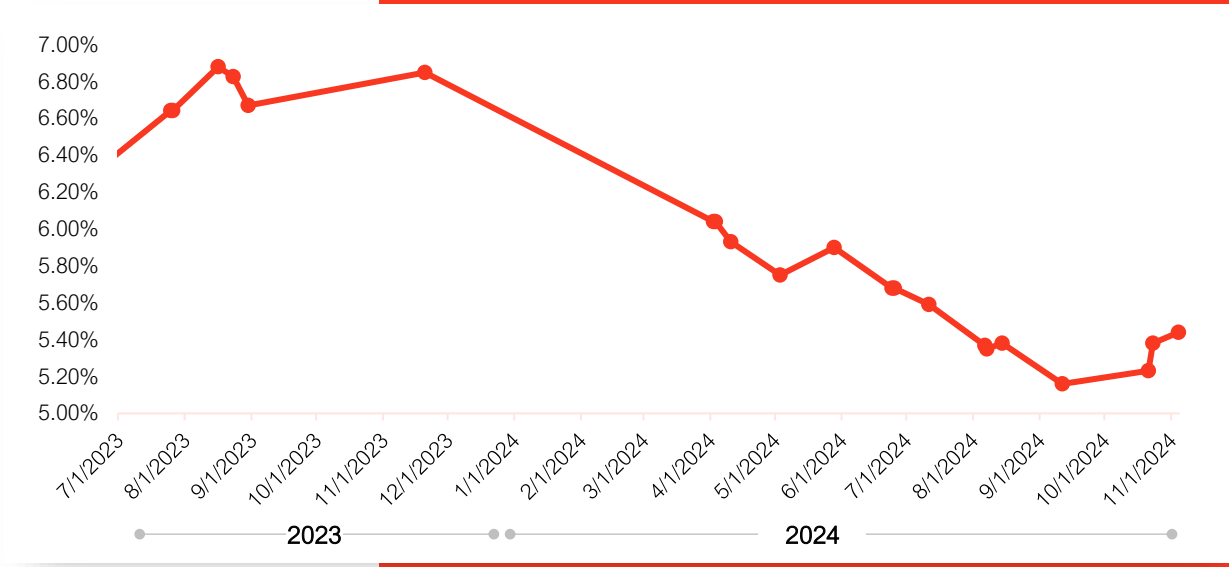
Path to IG

- Ramp Up on Cash Flows in 2025
- Accretive Fields
- DeRisk New Projects
- Interim Financings
- Stronger Financial Covenants, as needed

Yield on 4.00% Bond due 2041



Yield on 4.25% Bond due 2054



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PERMANENT CAPITAL: KEY TO PRUDENT FUNDING OF GROWTH CAPITAL OPPORTUNISTICALLY

INTERNALLY GENERATED CASH FLOW

In lieu of a portion or all dividends in the early years

SKYH HOLDING COMPANY EQUITY

Public ATM or marketed offerings

PIPEs

GROWTH CAPITAL

PROJECT LEVEL PARTNERSHIPS WITH REAL ESTATE/INFRASTRUCTURE FUNDS

GP/LP structures

Development Fees

Asset and operating management fees

PRIVATE ACTIVITY TAX-EXEMPT DEBT

Dual Tracking Bank and Bond Solutions

Attractive Indicative Levels



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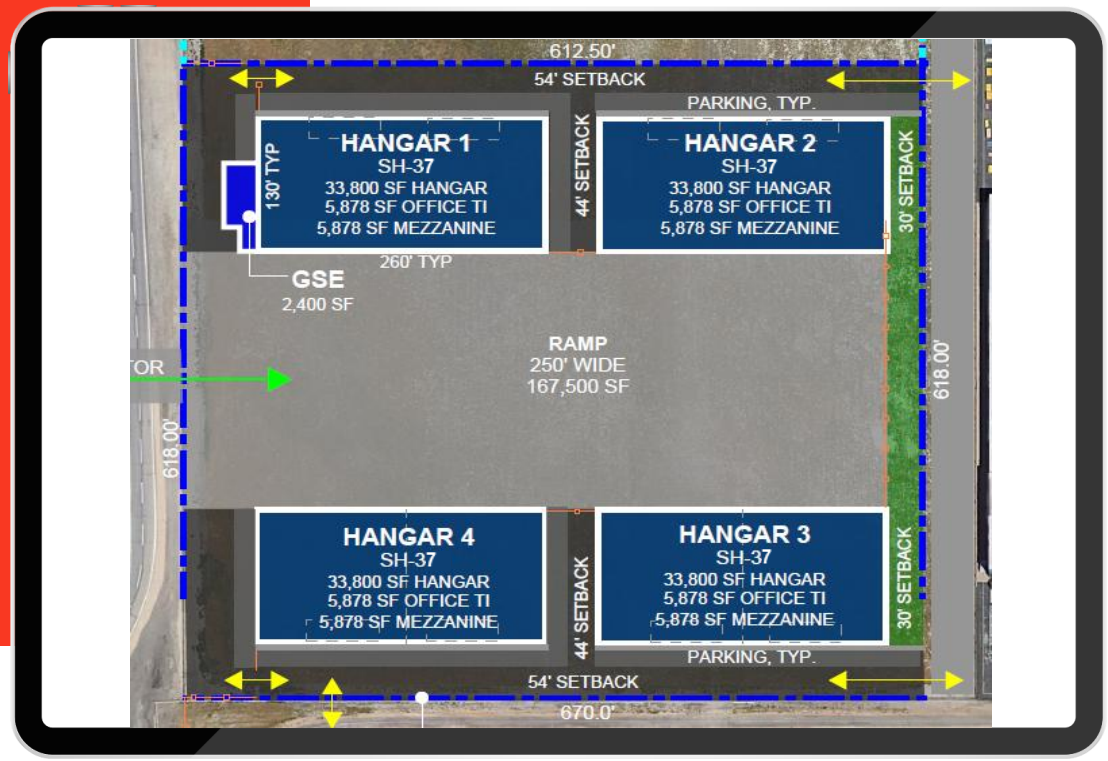
Q3 Highlights

01
SITE ACQUISITION

- Expansion on existing fields
- POU Lease amendment increased term to 40 years



02
DEVELOPMENT

- Three projects set for delivery by Q1 2025
- 2 New projects targeted for delivery in 2025 (ADS2 and OPF2)
- Eleven additional project phases in development
- SH37 Prototype Design Complete
- Rapid Build configuration for SH production complete and re-starting full scale fabrication

03
LEASING

- Marquis residents onboarded
- Actual airport revenues exceeding forecasted revenues

04
OPERATIONS

- New field up and running
- Three additional fields in staff/equip/SOP ramp-up

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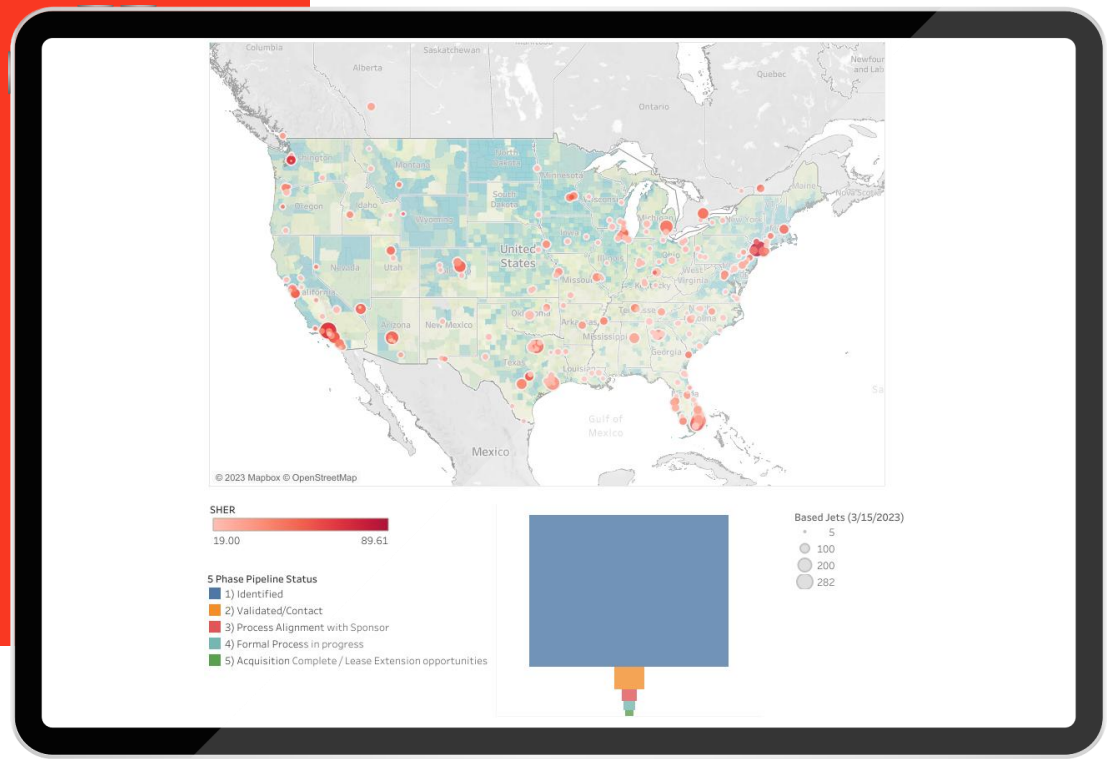
NEXT TWELVE MONTHS

01
SITE ACQUISITION

Maximize revenue capture

- Focus = Best fields in USA
- Revised 2024-2025 acquisitions target



02
DEVELOPMENT

Scaling while reducing PSF cost

- Prototyping
- Process-management and Insourcing
- Vertical integration
- Economies of scale

03
LEASING

Capitalize on growing Sky Harbour brand

- Top residents in the country
- Expose more people to Sky Harbour offering
- Cater to critical players in flight department
  - Pilots, MX, S&D, Security Team

04
OPERATIONS

Laser-focus on the *Sky Harbour Resident*

- **Marty Kretchman**: Senior VP Airports
- Best safety security and efficiency – shortest *Time-to-Wheels-Up*
- Value-enhancing services and partnerships

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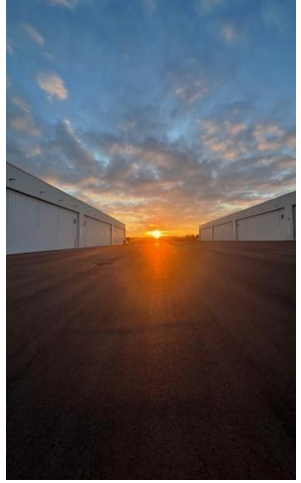
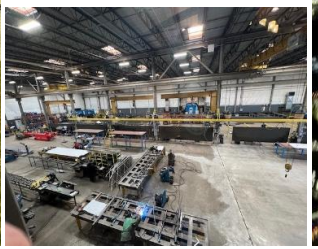
QUESTIONS



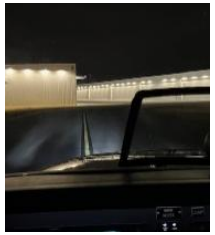

































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