

# Clean Energy Reports 103.3 Million Gallons Delivered and Revenue of \$119.6 Million for Fourth Quarter of 2019

March 10, 2020

NEWPORT BEACH, Calif.--(BUSINESS WIRE)-- Clean Energy Fuels Corp. (NASDAQ: CLNE) ("Clean Energy" or the "Company") today announced its operating results for the fourth quarter of 2019.

Andrew J. Littlefair, Clean Energy's President and Chief Executive Officer, stated "Our volume continues to grow at a good pace with a 10% increase for the year over 2018 as we exceeded the 100 million gallon mark in the fourth quarter for the second consecutive quarter. Our financial position dramatically improved in the quarter, lifted nicely by \$47.1 million in Alternative Fuels Tax Credit revenue, positioning us well going into 2020. We also have great momentum going into 2020 with increasing attention on renewable natural gas (RNG), on clean air heavy duty trucks, and particularly heavy-duty trucks running on our Redeem renewable RNG fuel. We believe the market's increasing demand for Redeem positions us well for continued growth as an increasing number of customers are turning to RNG to meet sustainability goals. These customers are under growing pressure from customers and investors to set environmental, social and governance (ESG) goals, and RNG can help. No other transportation fuel provides greater carbon and NOx reductions than our Redeem RNG, which can easily and economically be adopted by heavy-duty truck fleets."

The Company delivered 103.3 million gallons in the fourth quarter of 2019, a 5% increase from 98.7 million in the fourth quarter of 2018. For the year ended December 31, 2019, the Company delivered 400.8 million gallons, a 10% increase from 365.5 million for the year ended December 31, 2018. These increases were principally due to growth in CNG volumes and increased sales of Redeem.

The Company's revenue for the fourth quarter of 2019 was \$119.6 million, an increase of 24.3%, compared to \$96.2 million for the fourth quarter of 2018. Revenue for the fourth quarter of 2019 included an unrealized loss of \$3.3 million on commodity swap and customer fueling contracts that support the Company's *Zero Now* truck financing program, and \$47.1 million from U.S. federal excise tax credits for alternative fuels ("AFTC"). The AFTC applied to vehicle fuel sales made from January 1, 2018 through December 31, 2019. Revenue for the fourth quarter of 2018 included an unrealized gain of \$10.3 million on commodity swap contracts that support the Company's *Zero Now* truck financing program. Excluding the AFTC revenue of \$47.1 million and unrealized loss on commodity swap and customer fueling contracts of \$3.3 million in the 2019 period, and the unrealized gain of \$10.3 million on commodity swap contracts in the 2018 period, revenue decreased 11.8% for the fourth quarter of 2019 compared to the prior year period principally due to lower effective fuel prices caused by lower natural gas prices and fuel price mix based on the variation of fuel types and geographies where we deliver fuel gallons. The lower effective fuel price was partially offset by revenue associated with higher volumes and higher station construction revenue. Station construction revenue was \$7.6 million for the fourth quarter of 2019 compared to \$4.6 million in the comparable 2018 period. Additionally, the 2018 period included \$2.8 million in revenue from the sale of used natural gas trucks, which did not recur in the comparable 2019 period.

The Company's revenue for the year ended December 31, 2019 was \$344.1 million, a decrease of 0.7%, compared to \$346.4 million for the year ended December 31, 2018. Revenue for 2019 included unrealized losses of \$6.6 million on commodity swap and customer fueling contracts that support the Company's *Zero Now* truck financing program, and \$47.1 million from AFTC. Revenue for 2018 included \$26.7 million from AFTC related to 2017 fuel volumes and an unrealized gain of \$10.3 million on commodity swap contracts that support the Company's *Zero Now* truck financing program. Excluding the AFTC revenue of \$47.1 million and unrealized loss on commodity swap and customer fueling contracts of \$6.6 million in 2019, and the AFTC revenue of \$26.7 million and unrealized gain of \$10.3 million on commodity swap contracts in 2018, revenue decreased 1.9% in 2019 compared to the prior year, principally due to lower station construction revenue and \$7.5 million of revenue in 2018 from the sale of used natural gas trucks, which did not recur in 2019. These decreases were partially offset by revenue associated with higher volumes. Station construction revenue was \$23.1 million in 2019 compared to \$25.5 million in 2018.

On a GAAP (as defined below) basis, net income attributable to Clean Energy for the fourth quarter of 2019 was \$41.1 million, or \$0.20 per diluted share, compared to \$6.9 million, or \$0.03 per diluted share, for the fourth quarter of 2018. The fourth quarter of 2019 was positively affected by AFTC revenue and negatively affected by the unrealized loss on commodity swap and customer fueling contracts, while the comparable 2018 period was positively affected the unrealized gain on commodity swap contracts.

On a GAAP basis, net income (loss) attributable to Clean Energy for the year ended December 31, 2019 was \$20.4 million, or \$0.10 per diluted share, compared to \$(3.8) million, or \$(0.02) per share, for the year ended December 31, 2018. The year ended December 31, 2019 was positively affected by AFTC revenue and negatively affected by the unrealized losses on commodity swap and customer fueling contracts, while 2018 was positively affected by AFTC revenue and the unrealized gain on commodity swap contracts.

Non-GAAP income per share and Adjusted EBITDA (each as defined below) for the fourth quarter of 2019 was \$0.21 and \$57.0 million, respectively. Non-GAAP loss per share and Adjusted EBITDA for the fourth quarter of 2018 was \$(0.01) and \$12.7 million, respectively.

Non-GAAP income per share and Adjusted EBITDA for the year ended December 31, 2019 was \$0.15 and \$85.6 million, respectively. Non-GAAP loss per share and Adjusted EBITDA for the year ended December 31, 2018 was \$(0.03) and \$59.7 million, respectively.

Non-GAAP income (loss) per share and Adjusted EBITDA are described below and reconciled to GAAP net income (loss) per share attributable to Clean Energy and GAAP net income (loss) attributable to Clean Energy, respectively.

#### **Non-GAAP Financial Measures**

To supplement the Company's unaudited condensed consolidated financial statements presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"), the Company uses non-GAAP financial measures that it calls non-GAAP income (loss) per share ("non-GAAP income (loss) per share") and adjusted EBITDA ("Adjusted EBITDA"). Management presents non-GAAP income (loss) per share and

Adjusted EBITDA because it believes these measures provide meaningful supplemental information about the Company's performance, for the following reasons: (1) these measures allow for greater transparency with respect to key metrics used by management to assess the Company's operating performance and make financial and operational decisions; (2) these measures exclude the effect of items that management believes are not directly attributable to the Company's core operating performance and may obscure trends in the business; and (3) these measures are used by institutional investors and the analyst community to help analyze the Company's business. In future quarters, the Company may make adjustments for other expenditures, charges or gains to present non-GAAP financial measures that the Company's management believes are indicative of the Company's core operating performance.

Non-GAAP financial measures are limited as an analytical tool and should not be considered in isolation from, or as a substitute for, the Company's GAAP results. The Company expects to continue reporting non-GAAP financial measures, adjusting for the items described below (and/or other items that may arise in the future as the Company's management deems appropriate), and the Company expects to continue to incur expenses, charges or gains similar to the non-GAAP adjustments described below. Accordingly, unless expressly stated otherwise, the exclusion of these and other similar items in the presentation of non-GAAP financial measures should not be construed as an inference that these costs are unusual, infrequent or non-recurring. Non-GAAP income (loss) per share and Adjusted EBITDA are not recognized terms under GAAP and do not purport to be an alternative to GAAP income (loss), GAAP income (loss) per share or any other GAAP measure as an indicator of operating performance. Moreover, because not all companies use identical measures and calculations, the Company's presentation of non-GAAP income (loss) per share and Adjusted EBITDA may not be comparable to other similarly titled measures used by other companies.

#### Non-GAAP Income (Loss) Per Share

Non-GAAP income (loss) per share, which the Company presents as a non-GAAP measure of its performance, is defined as net income (loss) attributable to Clean Energy Fuels Corp., plus stock-based compensation expense, plus (minus) loss (income) from equity method investments, and plus (minus) any loss (gain) from changes in the fair value of derivative instruments, the total of which is divided by the Company's weighted-average common shares outstanding on a diluted basis. The Company's management believes excluding non-cash expenses related to stock-based compensation provides useful information to investors regarding the Company's performance because of the varying available valuation methodologies, the volatility of the expense (which depends on market forces outside of management's control), the subjectivity of the assumptions and the variety of award types that a company can use, which may obscure trends in a company's core operating performance. Similarly, the Company believes excluding the non-cash results from equity method investments is useful to investors because these charges are not part of or representative of the core operations of the Company. In addition, the Company's management believes excluding the non-cash loss (gain) from changes in the fair value of derivative instruments is useful to investors because the valuation of the derivative instruments is based on a number of subjective assumptions, the amount of the loss or gain is derived from market forces outside of management's control, and the exclusion of these amounts enables investors to compare the Company's performance with other companies that do not use, or use different forms of, derivative instruments.

The table below shows GAAP and non-GAAP income (loss) per share and also reconciles GAAP net income (loss) attributable to Clean Energy to an adjusted net income (loss) figure used in the calculation of non-GAAP income (loss) per share:

		Three Months Ended December 31,				Year Ended December 31,			
(in thousands, except share and per share data)		2018		2019	· ·	2018	2019		
Net income (loss) attributable to Clean Energy Fuels Corp.	\$	6,862	\$	41,084	\$	(3,790) \$	20,421		
Stock-based compensation		995		824		5,307	3,880		
Loss (income) from equity method investments		(16)		(4)		2,723	119		
Loss (gain) from change in fair value of derivative instruments		(9,687)		691		(9,788)	5,545		
Adjusted (non-GAAP) net income (loss)	\$	(1,846)	\$	42,595	\$	(5,548) \$	29,965		
Diluted weighted-average common shares outstanding	204	4,885,844	20	5,852,492	180	0,655,435 2	05,987,509		
GAAP income (loss) per share	\$	0.03	\$	0.20	\$	(0.02) \$	0.10		
Non-GAAP income (loss) per share	\$	(0.01)	\$	0.21	\$	(0.03) \$	0.15		

## **Adjusted EBITDA**

Adjusted EBITDA, which the Company presents as a non-GAAP measure of its performance, is defined as net income (loss) attributable to Clean Energy, plus (minus) income tax expense (benefit), plus interest expense, minus interest income, plus depreciation and amortization expense, plus stock-based compensation expense, plus (minus) loss (income) from equity method investments, and plus (minus) any loss (gain) from changes in the fair value of derivative instruments. The Company's management believes Adjusted EBITDA provides useful information to investors regarding the Company's performance for the same reasons discussed above with respect to non-GAAP income (loss) per share. In addition, management internally uses Adjusted EBITDA to determine elements of executive and employee compensation.

The table below shows Adjusted EBITDA and also reconciles this figure to GAAP net income (loss) attributable to Clean Energy:

	Three	Year Ended			
	Do	ecember 31,	December 31,		
(in thousands, except share and per share data)	2018	2019	2018 2019		
Net income (loss) attributable to Clean Energy Fuels Corp.	\$ 6,862	\$ 41,084	\$ (3,790) \$20,421		
Income tax expense (benefit)	75	664	341 858		
Interest expense	2,798	2,137	15,924 7,574		
Interest income	(664)	(730)	(2,857) (2,437)		
Depreciation and amortization	12,354	12,294	51,850 49,625		

Stock-based compensation	995	824	5,307 3,880
Loss (income) from equity method investments	(16)	(4)	2,723 119
Loss (gain) from change in fair value of derivative instruments	(9,687)	691	(9,788) 5,545
Adjusted EBITDA	\$ 12,717	\$ 56,960	\$ 59,710 \$85,585

#### **Definition of "Gallons Delivered"**

The Company defines "gallons delivered" as its gallons sold as compressed natural gas ("CNG") and liquefied natural gas ("LNG"), along with its gallons associated with providing operations and maintenance services, in each case delivered to its customers in the applicable period, plus the Company's proportionate share of gallons delivered by joint ventures in the applicable period. RNG sold as vehicle fuel, is sold under the brand name Redeem™ and is included in the CNG or LNG amounts as applicable based on the form in which it was sold.

The table below shows gallons delivered for the three months and years ended December 31, 2018 and 2019:

	Three Mont	Three Months Ended				
	Decemb	per 31,	December 31,			
Gallons Delivered (in millions)	2018	2019	2018	2019		
CNG	79.5	87.3	299.5	335.7		
LNG	19.2	16.0	66.0	65.1		
Total	98.7	103.3	365.5	400.8		

#### Sources of Revenue

The following table shows the Company's sources of revenue for the three months and years ended December 31, 2018 and 2019:

	Three Months Ended December 31						Year Ended December 31		
Revenue (in millions)	2	018		2019		2018		2019	
Volume-related (1)	\$	88.9	\$	64.9	\$	286.7	\$	273.6	
Station construction sales		4.6		7.6		25.5		23.1	
AFTC		_		47.1		26.7		47.1	
Other <sup>(2)</sup>		2.7				7.5		0.3	
Total revenue	\$	96.2	\$	119.6	\$	346.4	\$	344.1	

<sup>(1)</sup> For the three months and year ended December 31, 2019, volume-related revenue includes an unrealized loss from the change in fair value of commodity swap and customer fueling contracts of \$(3.3) million and \$(6.6) million, respectively. For the three months and year ended December 31, 2018, volume-related revenue includes an unrealized gain from the change in fair value of commodity swap contracts of \$10.3 million.

(2) For the three months and year ended December 31, 2018, other revenue was comprised of sales of used natural gas heavy-duty trucks the Company purchased in 2017 and 2018.

## 2020 Outlook

GAAP net income (loss) for 2020 is expected to be approximately breakeven, assuming no unrealized gains or losses on commodity swap and customer contracts. Changes in diesel and natural gas market conditions resulting in unrealized gains or losses on the Company's commodity swap contracts could significantly impact the Company's estimated GAAP net income for 2020. Adjusted EBITDA for 2020 is expected to be approximately \$56.0 million. These expectations also exclude the impact of any acquisitions, divestitures or other extraordinary events or transactions that may occur in 2020. Additionally, the expectations regarding 2020 Adjusted EBITDA assume the calculation of this non-GAAP financial measure in the same manner as described above and without adjustments for any other items that may arise during 2020 and that management deems appropriate to exclude. These expectations are forward-looking statements and are qualified by the statement under "Safe Harbor Statement" below.

(in thousands)		020 Outlook	
GAAP Net income (loss) attributable to Clean Energy Fuels Corp.	\$	Breakeven	
Income tax expense (benefit)		_	
Interest expense		5,500	
Interest income		(2,000)	
Depreciation and amortization		48,500	
Stock-based compensation		4,000	
Loss (income) from equity method investments		_	
Loss (gain) from change in fair value of derivative instruments			
Adjusted EBITDA	\$	56,000	

#### **Today's Conference Call**

The Company will host an investor conference call today at 4:30 p.m. Eastern time (1:30 p.m. Pacific). Investors interested in participating in the live

call can dial 1.877.407.4018 from the U.S. and international callers can dial 1.201.689.8471. A telephone replay will be available approximately two hours after the call concludes through Friday, April 10, 2020, by dialing 1.844.512.2921 from the U.S., or 1.412.317.6671 from international locations, and entering Replay Pin Number 13698886. There also will be a simultaneous, live webcast available on the Investor Relations section of the Company's web site at <a href="https://www.cleanenergyfuels.com">www.cleanenergyfuels.com</a>, which will be available for replay for 30 days.

#### **About Clean Energy**

Clean Energy Fuels Corp. is North America's leading provider of the cleanest fuel for the transportation market. Through its sales of Redeem<sup>TM</sup> renewable natural gas (RNG), which is derived from biogenic methane produced by the breakdown of organic waste, Clean Energy helps thousands of vehicles, from airport shuttles to city buses to waste and heavy-duty trucks, to reduce their amount of climate-harming greenhouse gas by at least 70% and up to 300% depending on the RNG feedstock. Clean Energy can deliver Redeem through compressed natural gas (CNG) and liquefied natural gas (LNG) to its network of approximately 550 fueling stations across the U.S. and Canada. Clean Energy builds and operates CNG and LNG fueling stations for the transportation market, owns natural gas liquefaction facilities in California and Texas, and transports bulk CNG and LNG to non-transportation customers around the U.S. For more information, visit <a href="https://www.CleanEnergyFuels.com">www.CleanEnergyFuels.com</a>.

### Safe Harbor Statement

This press release contains 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, including statements about, among other things, the Company's continued volume growth and the reasons for this growth, including the Company's belief in the continued acceptance of Redeem renewable fuel, the importance of renewables and renewable energy to the Company's customers and prospective customers, and the significance of renewables and renewable energy in achieving global environmental initiatives and executing the Company's strategies, the Company's expectations regarding the state of the natural gas vehicle fuels market, including the level of adoption of natural gas vehicle fuels generally, and specifically in the trucking sector and with respect to renewable natural gas, and the effect, if any, of the foregoing on the Company's performance, financial condition and ability to execute its strategic initiatives.

Forward-looking statements are statements other than historical facts and relate to future events or circumstances or the Company's future performance, and they are based on the Company's current assumptions, expectations and beliefs concerning future developments and their potential effect on the Company and its business. As a result, actual results, performance or achievements and the timing of events could differ materially from those anticipated in or implied by these forward-looking statements as a result of many factors including, among others: the Company's history of net losses and the possibility the Company incurs additional net losses in the future; the willingness of fleets and other consumers to adopt natural gas as a vehicle fuel, and the rate and level of any such adoption; future supply, demand, use and prices of crude oil, gasoline, diesel, natural gas, and other vehicle fuels, including overall levels of and volatility in these factors; natural gas vehicle and engine cost, fuel usage, availability, quality, safety, convenience, design, performance and residual value, as well as operator perception with respect to these factors, in general and in the Company's key customer markets, including heavy-duty trucking; the Company's ability to execute its Zero Now truck financing program, a key strategic initiative related to the market for natural gas heavy-duty trucks, and the effect of this initiative on the Company's business, prospects, performance and liquidity; the Company's ability to capture a substantial share of the market for alternative vehicle fuels and vehicle fuels generally and otherwise compete successfully in these markets, including in the event of improvements in or perceived advantages of non-natural gas vehicle fuels or engines powered by these fuels or other competitive developments; the availability of environmental, tax and other government regulations, programs and incentives that promote natural gas, such as AFTC, or other alternatives as a vehicle fuel, including long-standing support for gasoline- and dieselpowered vehicles and growing support for electric and hydrogen-powered vehicles that could result in programs or incentives that favor these or other vehicles or vehicle fuels over natural gas; future availability of capital, which may include equity or debt financing, in the amounts and at the times needed to fund any growth in the Company's business and the repayment of its debt obligations (whether at or before their due dates) or other expenditures, as well as the terms and other effects of any such capital-raising transaction; the effect of, or potential for changes to greenhouse gas emissions requirements or other environmental regulations applicable to vehicles powered by gasoline, diesel, natural gas or other vehicle fuels and crude oil and natural gas fueling, drilling, production, transportation or use; the Company's ability to manage and grow its RNG business, including its ability to continue to receive revenue from sales of tradable credits the Company generates by selling conventional and renewable natural gas as vehicle fuel and the effect of any increase in competition for RNG supply; the Company's ability to manage and grow its business of transporting and selling CNG for non-vehicle purposes via virtual natural gas pipelines and interconnects: the Company's ability to accurately predict natural gas vehicle fuel demand in the geographic and customer markets in which it operates and effectively calibrate its strategies, timing and levels of investments to be consistent with this demand; the Company's ability to recognize the anticipated benefits of its CNG and LNG fueling station network; construction, permitting and other factors that could cause delays or other problems at station construction projects; the Company's ability to manage the safety and environmental risks inherent in its operations; the Company's compliance with all applicable government regulations; the Company's ability to execute and realize the intended benefits of any acquisitions, divestitures, investments or other strategic relationships or transactions; and general political, regulatory, economic and market conditions.

The forward-looking statements made in this press release speak only as of the date of this press release and the Company undertakes no obligation to update publicly such forward-looking statements to reflect subsequent events or circumstances, except as otherwise required by law. The Company's periodic reports filed with the Securities and Exchange Commission (<a href="www.sec.gov">www.sec.gov</a>), including its Annual Report on Form 10-K filed on March 10, 2020, contain additional information about these and other risk factors that may cause actual results to differ materially from the forward-looking statements contained in this press release, and such risk factors may be amended, supplemented or superseded from time to time by other reports the Company files with the Securities and Exchange Commission.

# Clean Energy Fuels Corp. and Subsidiaries Consolidated Balance Sheets (In thousands, except share and per share data)

	 December 31, 2018	De	ecember 31, 2019
Assets			
Current assets:			
Cash, cash equivalents and current portion of restricted cash	\$ 30,624	\$	49,222
Short-term investments	65,646		56,929

31, 2018 and 2019, respectively         68,865         61,760           Cher receivables         15,544         84,898           Inventory         34,975         29,874           Prepaid expenses and other current assets         1,508         -7           Derivative assets, related party         1,508         -2           Total current assets         225,006         293,792           Operating lease right-of-use assets         -2         28,627           Land, property and equipment, net         350,568         323,912           Long-term portion of restricted cash         4,000         4,000           Notes receivable and other long-term assets, net         17,470         31,622           Long-term portion of derivative assets, related party         8,824         3,270           Investments in other entitles         2,207         26,305           Goodwill         64,328         64,328           Intangible assets, net         2,207         2,207           Total assets         \$699,082         \$770,085           Current portion of debt         \$4,712         \$56,013           Current portion of debt         \$4,712         \$56,013           Current portion of of finance lease obligations         9         4,736	Accounts receivable, net of allowance for doubtful accounts of \$1,919 and \$2,412 as of December	r	
Inventory	31, 2018 and 2019, respectively	68,865	61,760
Prepaid expenses and other current assets Derivative assets, related party         1,508         293,792           Total current assets         225,606         293,792           Operating lease right-of-use assets         2,50,606         293,792           Land, property and equipment, net         350,568         323,912           Long-term portion of derivative deash         4,000         4,000           Notes receivable and other long-term assets, net         17,70         31,622           Long-term protion of derivative assets, related party         8,824         2,270           Investments in other entities         66,079         26,305           Cookwill         6,207         1,220           Intangible assets, net         2,207         1,220           Total assets         2,207         1,220           Total assets         2,207         1,270           Current portion of debt         \$4,712         \$5,610           Current portion of finance lease obligations         9         61,52           Current portion of operating lease obligations         9         4,73           Accound liabilities         4,84,69         6,789           Potivative liabilities         80,259         2,75           Long-term portion of debt         3,30         <	Other receivables	15,544	84,898
Derivative assets, related party         1,508         20,708           Total current assets         225,606         20,878           Operating assets inght-of-use assets         —         28,802           Land, property and equipment, net         350,568         323,912           Long-term portion of restricted cash         11,400         4,000           Notes receivable and other long-term assets, net         11,470         31,622           Long-term portion of derivative assets, related party         8,824         32,70           Investments in other entities         64,328         64,328           Goodwill         66,328         64,328           Interplate assets, net         2,207         1,229           Total assets         68,938         64,328           Coodwill         6,938         64,328           Total assets         2,207         1,229           Total assets           Liabilities and Stockholders' Equity           Current portion of debt         4,712         5,013           Current portion of flance lease obligations         693         615           Current portion of operating lease obligations         7,02         1,359           Deferred revenue         7,50         2,27	Inventory	34,975	29,874
Total current assets         225,606         293,792           Operating lease right-of-use assets         —         26,627           Land, property and equipment, net         350,568         323,912           Long-term portion of restricted cash         4,000         4,000           Notes receivable and other long-term assets, net         17,470         31,622           Long-term portion of derivative assets, related party         8,824         3,270           Investments in other entities         26,079         26,305           Goodwill         64,328         64,328           Intangible assets, net         2,207         1,229           Total assets         5699,082         \$777,085           Current portion of debt         4,712         \$56,013           Current portion of finance lease obligations         693         615           Current portion of operating lease obligations         693         615           Current portion of operating lease obligations         9         4,7412         \$56,013           Accounds payable         19,024         27,376         4,8469         67,697           Accounts payable         19,024         27,376         4,8469         67,697           Deferred revenue         7,500         32,872	Prepaid expenses and other current assets	8,444	11,109
Operating lease right-of-use assets         —         28,827           Land, property and equipment, net         350,568         323,912           Long-term portion of restricted cash         4,000         4,000           Notes receivable and other long-term assets, net         17,470         31,622           Long-term portion of derivative assets, related party         26,079         26,305           Goodwill         64,328         64,328           Intestments in other entities         69,082         5777,085           Goodwill         69,082         5777,085           Total assets         69,082         5777,085           Intent liabilities         84,712         \$50,013           Current portion of debt         \$4,712         \$50,013           Current portion of perating lease obligations         693         61,585           Accoured liabilities         48,469         67,897           Accoured liabilities related party         7,361         7,361         7,361           Derivative liabilities, related party         7,361         3,776         2,715           Long-term portion of operating lease obligations         3,776         2,715           Long-term portion of operating lease obligations         3,76         2,715           Long-t	Derivative assets, related party	1,508	
Land, property and equipment, net         350,568         323,912           Long-term portion of restricted cash         4,000         4,000           Notes receivable and other long-term assets, net         17,470         31,622           Long-term portion of derivative assets, related party         8,824         3,270           Investments in other entities         26,079         26,035           Goodwill         46,328         64,328           Intangible assets, net         2,207         1,229           Total assets         2,207         1,229           Liabilities and Stockholders' Equity           Current portion of debt         4,712         \$ 56,013           Current portion of finance lease obligations         693         615           Current portion of operating lease obligations         93         615           Current portion of operating lease obligations         93         616           Accounts payable         48,469         67,699           Accounts payable         48,469         67,699           Accounts payable         5,003         32,872           Accounts payable         68,059         60,559           Accounts payable <t< td=""><td>Total current assets</td><td>225,606</td><td>293,792</td></t<>	Total current assets	225,606	293,792
Long-term portion of restricted cash         4,000         4,000           Notes receivable and other long-term assets, net         17,470         31,622           Long-term portion of derivative assets, related party         8,824         3,270           Investments in other entities         26,079         26,305           Goodwill         64,328         64,328           Intangible assets, net         2,207         1,229           Total assets         8699,082         \$77,085           Extraction of the districts and Stockholders' Equity           Current portion of debt         \$ 4,712         \$ 56,013           Current portion of of perating lease obligations         693         615           Current portion of operating lease obligations         693         615           Accounts payable         19,024         27,376           Accrued liabilities         48,469         67,697           Deferred revenue         7,361         7,381           Total current liabilities         80,259         162,562           Long-term portion of debt         3,776         2,715           Long-term portion of operating lease obligations         3,776         2,715           Long-term portion of operating lease obligations         15,035         9,7	Operating lease right-of-use assets	_	28,627
Notes receivable and other long-term assets, related party         17,470         31,622           Long-term portion of derivative assets, related party         8,624         3,270           Investments in other entities         26,079         26,305           Goodwill         64,328         64,328           Intangible assets, net         2,207         1,229           Liabilities and Stockholders' Equity           Current portion of debt         \$ 4,712         \$ 56,013           Current portion of debt         \$ 4,712         \$ 56,013           Current portion of operating lease obligations         93         615           Current portion of operating lease obligations         93         615           Current portion of operating lease obligations         9         3,359           Accounds payable         19,024         27,376           Accured liabilities, related party         7,361         7,381           Defirered revenue         7,361         7,381           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         1,503<	Land, property and equipment, net	350,568	323,912
Long-term portion of derivative assets, related party Investments in other entities         8,824         3,270           Goodwill         64,328         64,328           Intangible assets, net         2,207         1,229           Total assets         699,082         777,085           Liabilities and Stockholders' Equity           Current portion of debt         4,712         \$ 56,013           Current portion of finance lease obligations         693         615           Current portion of operating lease obligations         693         616           Accrued liabilities         9,024         27,376           Accrued liabilities         48,469         67,697           Accrued liabilities, related party         7,361         7,389           Deferred revenue         7,361         3,287           Total current liabilities         80,259         162,562           Long-term portion of finance lease obligations         3,76         2,715           Long-term portion of operating lease obligations         3,76         2,75           Long-term portion of operating lease obligations         1,76,03         32,872           Long-term portion of operating lease obligations         1,76,03         3,776           Commitments and continge	Long-term portion of restricted cash	4,000	4,000
Rivestments in other entities	Notes receivable and other long-term assets, net	17,470	31,622
Goodwill         64,328         64,328         64,328           Intangible assets, net         2,207         1,229           Total assets         699,082         777,085           Current liabilities and Stockholders' Equity           Current portion of debt         \$4,712         \$6,013           Current portion of finance lease obligations         9         4,712         \$56,013           Current portion of operating lease obligations         9         4,732         27,376           Accounts payable         19,024         27,376         27,365           Accrued liabilities         48,469         67,697         164           Deferred revenue         7,361         3,786         162,626           Deferred portion of debt         7,361         32,872           Long-term portion of finance lease obligations         3,776         25,206           Long-term portion of operating lease obligations         3,776         27,105           Long-term portion of operating lease obligations         7,403         3,776         25,206           Compterm portion of operating lease obligations         7,701         15,003         32,705           Cong-term portion of operating lease obligations         7,702         7,702         2,702      <	Long-term portion of derivative assets, related party	8,824	3,270
Intangible assets, net         2,207         1,229           Total assets         2,007,085         2,777,085           Liabilities and Stockholders' Equity           Current portion of debt         4,712         \$ 6,013           Current portion of finance lease obligations         693         615           Current portion of operating lease obligations         693         615           Accounts payable         19,024         27,376           Accould liabilities         44,849         67,697           Deferred revenue         7,361         7,381           Deferred revenue         7,361         7,381           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         28,787           Long-term portion of perating lease obligations         3,776         26,206           Other long-term portion of operating lease obligations         15,035         9,701           Total liabilities         15,035         9,701           Total liabilities         17,031         23,756           Committents and contingencies         5         5           Total liabilities         5         5           Common stock, \$0.0001 par value. 1,000,000 shares authoriz	Investments in other entities	26,079	26,305
Total assets         \$699,082         \$777,085           Current Jiabilities           Current portion of debt         \$6,013           Current portion of finance lease obligations         693         615           Current portion of operating lease obligations          3,359           Accounts payable         19,024         27,376           Accrued liabilities         48,469         67,697           Deferred revenue         7,361         7,338           Defervative liabilities, related party          164           Total current liabilities         80,259         162,562           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         3,776         2,715           Long-term portion of operating lease obligations         15,033         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         174,073         234,056           Stockholders' equity:	Goodwill	64,328	64,328
Liabilities and Stockholders' Equity           Current portion of debt         \$ 4,712         \$ 56,013           Current portion of finance lease obligations         693         615           Current portion of operating lease obligations         93         615           Accounts payable         19,024         27,376           Account diabilities         48,469         67,697           Deferred revenue         7,361         7,338           Deferred revenue         7,361         7,338           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Cong-term portion of operating lease obligations         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies           Stockholders' equity:           Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shar	Intangible assets, net	2,207	1,229
Current portion of debt         \$ 4,712         \$ 56,013           Current portion of finance lease obligations         693         615           Current portion of operating lease obligations         —         3,359           Accounts payable         19,024         27,376           Accrued liabilities         48,469         67,697           Deferred revenue         7,361         7,338           Derivative liabilities, related party         —         164           Total current liabilities         80,259         162,562           Long-term portion of debt         5,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,006           Other long-term liabilities         15,035         9,701           Total liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         —         —           Stockholders' equity:         —         —         —           Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —         —           Common stock, \$0.0001 par value. 304,000,00	Total assets	\$ 699,082	\$ 777,085
Current portion of debt         \$ 4,712         \$ 56,013           Current portion of finance lease obligations         693         615           Current portion of operating lease obligations         —         3,359           Accounts payable         19,024         27,376           Accrued liabilities         48,469         67,697           Deferred revenue         7,361         7,338           Derivative liabilities, related party         —         164           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         —         26,206           Other long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         174,073         234,056           Stockholders' equity:         —         —           Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, res	Liabilities and Stockholders' Equity		
Current portion of finance lease obligations         693         615           Current portion of operating lease obligations         —         3,359           Accounts payable         19,024         27,376           Accrued liabilities         48,469         67,697           Deferred revenue         7,361         7,338           Derivative liabilities, related party         —         164           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         174,073         234,056           Stockholders' equity:         —         —           Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding account outstanding account of particles and paid-in capital         1,198,769         1,203,186           Accumulated deficit         (688,653)         (668,232)           Accumulated other comprehensive loss         (2,138)         (1,566)	Current liabilities:		
Current portion of operating lease obligations         —         3,359           Accounts payable         19,024         27,376           Accrued liabilities         48,469         67,697           Deferred revenue         7,361         7,338           Derivative liabilities, related party         —         164           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         174,073         234,056           Stockholders' equity:         Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively         20         20           Additional paid-in capital         1,198,769         1,203,186           Accumulated deficit         (688,653)         (668,232)	Current portion of debt	\$ 4,712	\$ 56,013
Accounts payable         19,024         27,376           Accrued liabilities         48,469         67,697           Deferred revenue         7,361         7,338           Derivative liabilities, related party         —         164           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         174,073         234,056           Stockholders' equity:         Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively         20         20           Additional paid-in capital         1,198,769         1,203,186           Accumulated deficit         (688,653)         (668,232)           Accumulated other comprehensive loss         (2,138)         (1,566) <td>Current portion of finance lease obligations</td> <td>693</td> <td>615</td>	Current portion of finance lease obligations	693	615
Accrued liabilities         48,469         67,697           Deferred revenue         7,361         7,338           Derivative liabilities, related party         —         164           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         -         -           Stockholders' equity:         -         -           Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         -         -           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively         20         20           Additional paid-in capital         1,198,769         1,203,186           Accumulated deficit         (688,653)         (668,232)           Accumulated other comprehensive loss         (2,138)         (1,566)	Current portion of operating lease obligations	_	3,359
Deferred revenue         7,361         7,388           Derivative liabilities, related party         —         164           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         3         3         3         3         3         3         3         3         3         3         3         3         3         3         3         3         3         3         3         7         3         3         3         7         3         3         7         3         3         3         7         3         3         7         3         3         3         7         3         3         3         7         3         3         3         7         3         3         3         7         3         3         3         7         2         3         3	Accounts payable	19,024	27,376
Derivative liabilities, related party         —         164           Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         Stockholders' equity:         —         —           Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively         20         20           Additional paid-in capital         1,198,769         1,203,186           Accumulated deficit         (688,653)         (668,232)           Accumulated other comprehensive loss         (2,138)         (1,566)	Accrued liabilities	48,469	67,697
Total current liabilities         80,259         162,562           Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         Stockholders' equity:           Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively         20         20           Additional paid-in capital         1,198,769         1,203,186           Accumulated deficit         (688,653)         (668,232)           Accumulated other comprehensive loss         (2,138)         (1,566)	Deferred revenue	7,361	7,338
Long-term portion of debt         75,003         32,872           Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         Stockholders' equity:         Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively         20         20           Additional paid-in capital         1,198,769         1,203,186           Accumulated deficit         (688,653)         (668,232)           Accumulated other comprehensive loss         (2,138)         (1,566)	Derivative liabilities, related party	_	164
Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         Stockholders' equity:           Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively         20         20           Additional paid-in capital         1,198,769         1,203,186           Accumulated deficit         (688,653)         (668,232)           Accumulated other comprehensive loss         (2,138)         (1,566)	Total current liabilities	80,259	162,562
Long-term portion of finance lease obligations         3,776         2,715           Long-term portion of operating lease obligations         —         26,206           Other long-term liabilities         15,035         9,701           Total liabilities         174,073         234,056           Commitments and contingencies         Stockholders' equity:           Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding         —         —           Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively         20         20           Additional paid-in capital         1,198,769         1,203,186           Accumulated deficit         (688,653)         (668,232)           Accumulated other comprehensive loss         (2,138)         (1,566)	Long-term portion of debt	75,003	32,872
Other long-term liabilities 15,035 9,701 Total liabilities 17,073 234,056 Commitments and contingencies Stockholders' equity:  Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding — — — — — — — — — — — — — — — — — — —		3,776	2,715
Total liabilities 174,073 234,056  Commitments and contingencies  Stockholders' equity:  Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding — — —  Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively 20 20  Additional paid-in capital 1,198,769 1,203,186  Accumulated deficit (688,653) (668,232)  Accumulated other comprehensive loss (2,138) (1,566)	Long-term portion of operating lease obligations	_	26,206
Commitments and contingencies  Stockholders' equity:  Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding  Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively  Additional paid-in capital  Accumulated deficit  (688,653)  (668,232)  Accumulated other comprehensive loss  (2,138)	Other long-term liabilities	15,035	9,701
Stockholders' equity:  Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding  Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively  Additional paid-in capital  Accumulated deficit  Accumulated other comprehensive loss  Stockholders' equity:	Total liabilities	174,073	234,056
Preferred stock, \$0.0001 par value. 1,000,000 shares authorized; no shares issued and outstanding — — — — — — — — — — — — — — — — — — —	Commitments and contingencies	·	
outstanding — — — — — — — — — — — — — — — — — — —	Stockholders' equity:		
Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively  Additional paid-in capital  Accumulated deficit  Accumulated other comprehensive loss  Common stock, \$0.0001 par value. 304,000,000 shares authorized; 203,599,892 shares and 204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively  1,198,769  1,203,186  1,203,186  1,203,186  1,203,186  1,203,186  1,203,186  1,203,186		_	_
204,723,055 shares issued and outstanding as of December 31, 2018 and 2019, respectively       20       20         Additional paid-in capital       1,198,769       1,203,186         Accumulated deficit       (688,653)       (668,232)         Accumulated other comprehensive loss       (2,138)       (1,566)	· · · · · · · · · · · · · · · · · · ·		
Additional paid-in capital       1,198,769       1,203,186         Accumulated deficit       (688,653)       (668,232)         Accumulated other comprehensive loss       (2,138)       (1,566)		20	20
Accumulated other comprehensive loss (2,138) (1,566)		1,198,769	1,203,186
	Accumulated deficit	(688,653)	(668,232)
	Accumulated other comprehensive loss	(2,138)	(1,566)
	Total Clean Energy Fuels Corp. stockholders' equity	507,998	
Noncontrolling interest in subsidiary 17,011 9,621			*
Total stockholders' equity 525,009 543,029			
Total liabilities and stockholders' equity \$ 699,082 \$ 777,085	···		

# Clean Energy Fuels Corp. and Subsidiaries Consolidated Statements of Operations (In thousands, except share and per share data)

	Three Months Ended December 31,			Ye	cember 31,		
		2018		2019		2018	2019
Revenue:				·			_
Product revenue	\$	87,027	\$	107,522	\$	307,839 \$	298,469
Service revenue		9,202		12,093		38,580	45,596
Total revenue		96,229		119,615		346,419	344,065
Operating expenses:							
Cost of sales (exclusive of depreciation and amortization shown separately below):							
Product cost of sales		54,851		47,861		194,509	185,557
Service cost of sales		4,820		7,876		18,415	26,550
Change in fair value of derivative warrants		644		(2,626)		543	(1,039)
Selling, general and administrative		20,005		19,437		77,207	73,444
Depreciation and amortization		12,354		12,294		51,850	49,625

Total operating expenses		92,674		84,842		342,524	334,137
Operating income		3,555		34,773		3,895	9,928
Interest expense		(2,798)		(2,137)		(15,924)	(7,574)
Interest income		664		730		2,857	2,437
Other income (expense), net		(440)		(938)		(566)	1,990
Income (loss) from equity method investments		16		4		(2,723)	(119)
Gain from sale of certain assets of subsidiary		4,782		7,455		4,782	7,455
Loss from formation of equity method investment						(1,163)	_
Income (loss) before income taxes		5,779		39,887		(8,842)	14,117
Income tax benefit (expense)		(75)		(664)		(341)	(858)
Net income (loss)		5,704		39,223		(9,183)	13,259
Loss attributable to noncontrolling interest		1,158		1,861		5,393	7,162
Net income (loss) attributable to Clean Energy Fuels Corp.	\$	6,862	\$	41,084	\$	(3,790)	\$ 20,421
Income (loss) per share:							_
Basic	\$	0.03	\$	0.20	\$	(0.02)	\$ 0.10
Diluted	\$	0.03	\$	0.20	\$	(0.02)	\$ 0.10
Weighted-average common shares outstanding:							_
Basic	203,529,685		204,722,556		180,655,435		204,573,287
Diluted	204	,885,844	20	5,852,492	180,655,435		205,987,509

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Source: Clean Energy Fuels Corp.