



The GEO Group, Inc. ®

Investor Conference Presentation

December 2024

- Confidential -

Important Notices and Disclaimers

Forward-Looking Statements

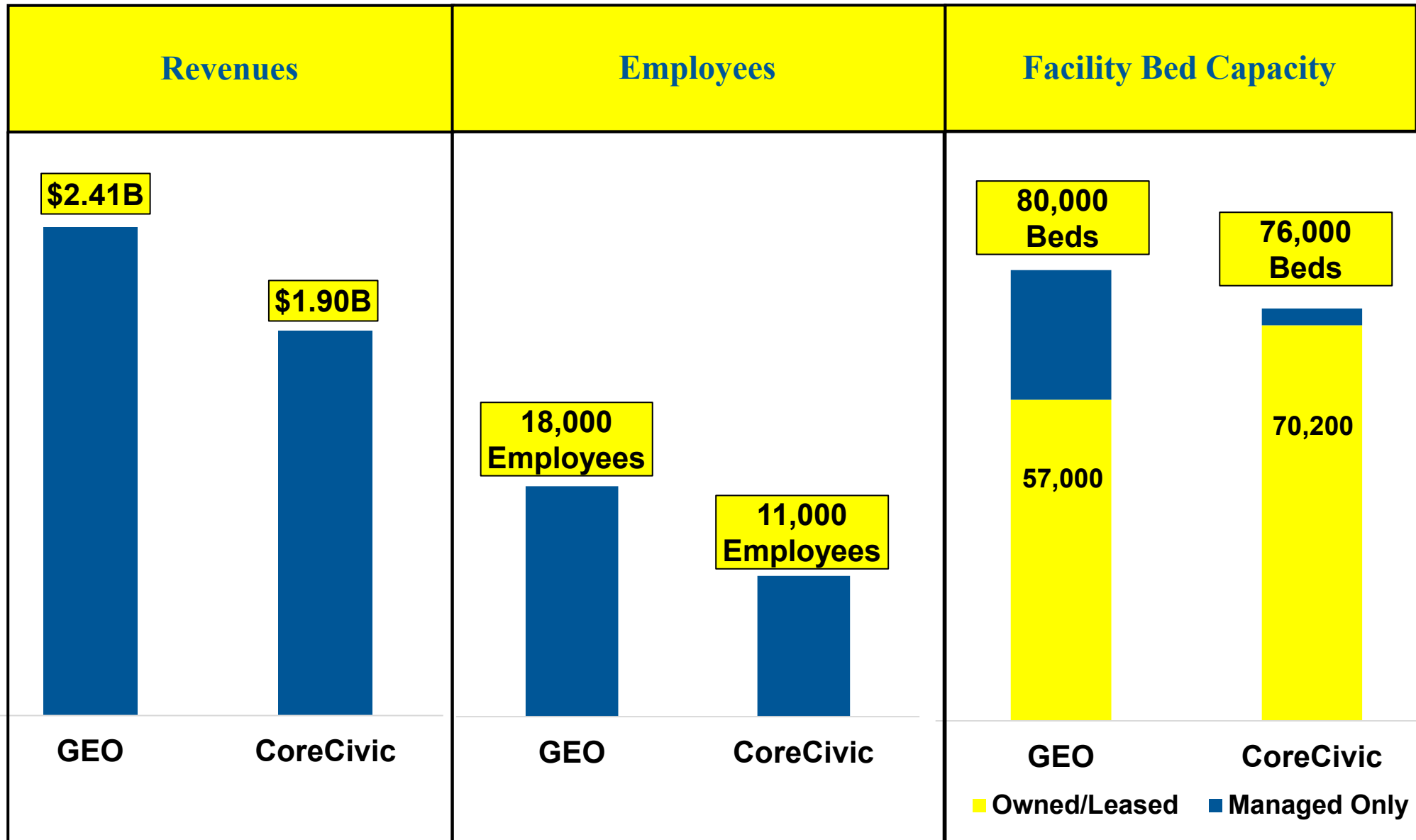
This presentation contains forward-looking statements regarding future events and future performance of GEO that involve risks and uncertainties that could materially and adversely affect actual results, including statements regarding GEO's financial guidance for the full year and fourth quarter of 2024, statements regarding GEO's focus on reducing net debt, deleveraging its balance sheet, positioning itself to explore options to return capital to shareholders in the future, and pursuing a disciplined allocation of capital to enhance long-term value for shareholders, executing on GEO's strategic priorities, pursuing quality growth opportunities, and the upside this could have on GEO's quarterly run-rate, and GEO's ability to scale up the delivery of diversified services to support the future needs of its government agency partners. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "will," "expect," "anticipate," "intend," "plan," "believe," "seek," "estimate," or "continue" or the negative of such words and similar expressions. Risks and uncertainties that could cause actual results to vary from current expectations and forward-looking statements contained in this press release include, but are not limited to: (1) GEO's ability to meet its financial guidance for 2024 given the various risks to which its business is exposed; (2) GEO's ability to deleverage and repay, refinance or otherwise address its debt maturities in an amount and on terms commercially acceptable to GEO, and on the timeline it expects or at all; (3) GEO's ability to identify and successfully complete any potential sales of company-owned assets and businesses or potential acquisitions of assets or businesses on commercially advantageous terms on a timely basis, or at all; (4) changes in federal and state government policy, orders, directives, legislation and regulations that affect public-private partnerships with respect to secure, correctional and detention facilities, processing centers and reentry centers, including the timing and scope of implementation of President Biden's Executive Order directing the U.S. Attorney General not to renew the U.S. Department of Justice contracts with privately operated criminal detention facilities; (5) changes in federal immigration policy; (6) public and political opposition to the use of public-private partnerships with respect to secure correctional and detention facilities, processing centers and reentry centers; (7) any continuing impact of the COVID-19 global pandemic on GEO and GEO's ability to mitigate the risks associated with COVID-19; (8) GEO's ability to sustain or improve company-wide occupancy rates at its facilities; (9) fluctuations in GEO's operating results, including as a result of contract terminations, contract renegotiations, changes in occupancy levels and increases in GEO's operating costs; (10) general economic and market conditions, including changes to governmental budgets and its impact on new contract terms, contract renewals, renegotiations, per diem rates, fixed payment provisions, and occupancy levels; (11) GEO's ability to address inflationary pressures related to labor related expenses and other operating costs; (12) GEO's ability to timely open facilities as planned, profitably manage such facilities and successfully integrate such facilities into GEO's operations without substantial costs; (13) GEO's ability to win management contracts for which it has submitted proposals and to retain existing management contracts; (14) risks associated with GEO's ability to control operating costs associated with contract start-ups; (15) GEO's ability to successfully pursue growth opportunities and continue to create shareholder value; (16) GEO's ability to obtain financing or access the capital markets in the future on acceptable terms or at all; and (17) other factors contained in GEO's Securities and Exchange Commission periodic filings, including its Form 10-K, 10-Q and 8-K reports, many of which are difficult to predict and outside of GEO's control.

Non-GAAP Financial Measures

This presentation includes Adjusted EBITDA and other non-GAAP financial measures such as Net Debt and Net Leverage. The non-GAAP measures provided herein may not be directly comparable to similar measures used by other companies in the Company's industry, as other companies may define such measures differently. The non-GAAP measures presented herein are not measurements of financial performance under GAAP, and should not be considered as alternatives to, and should only be considered together with, the Company's financial results in accordance with GAAP. The Company does not consider these non-GAAP financial measures to be a substitute for, or superior to, the information provided by GAAP financial results. A reconciliation of Non-GAAP measures is included in GEO's 3Q24 Earnings Release and Supplemental.

Company Overview

GEO is the Leading Diversified Secure and Community Reentry Services with a 40% share of the market



* Based on total beds including idle and under development for U.S. headquartered companies only
 Figures are an approximation based on company disclosures and websites

Company History

- **Founded in 1984**
- **Initial Public Offering (IPO) in 1994**
- **Listed on NYSE in 1996**
- **Included in Major Indexes:**
 - **S&P 600**
 - **Russell 2000**
- **18,000+ Employees**

GEO Corporate Structure

GEO Secure Services



• 45,941 Beds | Owned/Leased
• 37 Facilities



• 16,021 Beds | Managed Only
• 11 Facilities

GEO Care

Residential

• 7,244 Beds
• 37 Facilities
• 184 Beds
• 2 Facilities

Owned/Leased

Managed Only

Reentry Services

Non-Residential

• 98 Non-Residential Centers

Electronic Monitoring

• 247,000 Supervised Individuals on Electronic Monitoring
• 100 ISAP Offices

GEO International Services



• 3,501 Beds | Managed Only
• 3 Facilities



• 3,024 Beds | Managed Only
• 1 Facility



Transportation Services in the U.K.

Leased/Not Managed Facilities



• 3,364 Beds • 8 Facilities

Diversified U.S. Facility Footprint

300 GEO Facilities and Offices

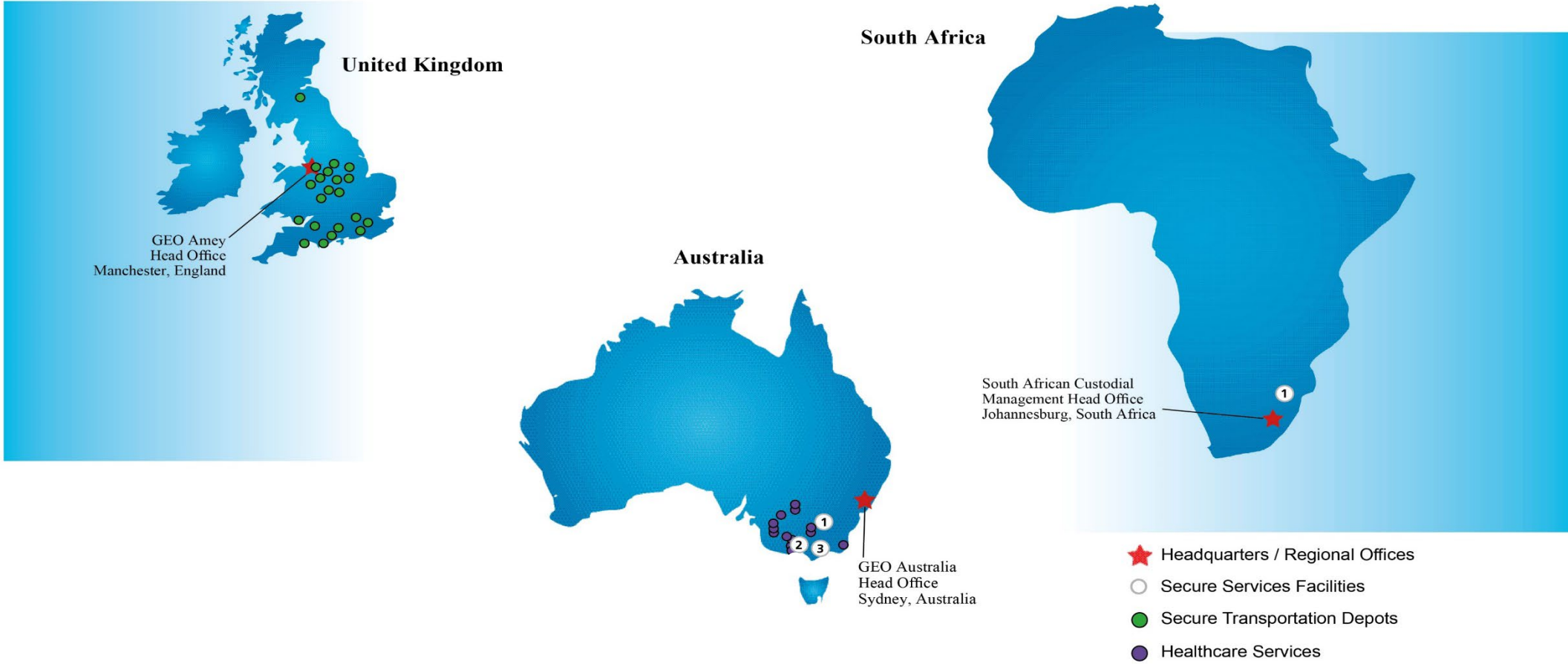


International Services

4 International Facilities

21 Secure Transportation Depots (U.K.)

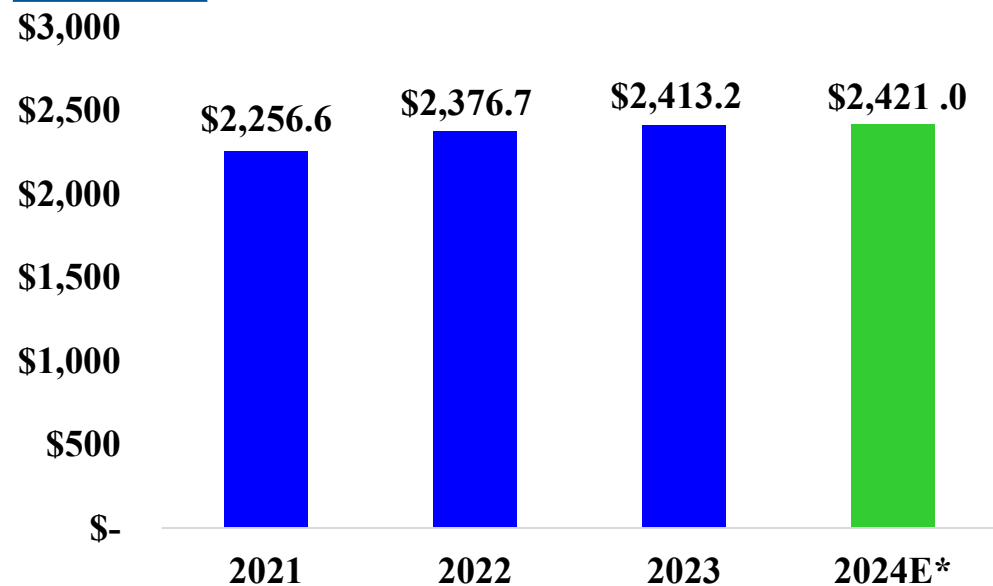
Healthcare Services at 13 Public Prisons (Australia)



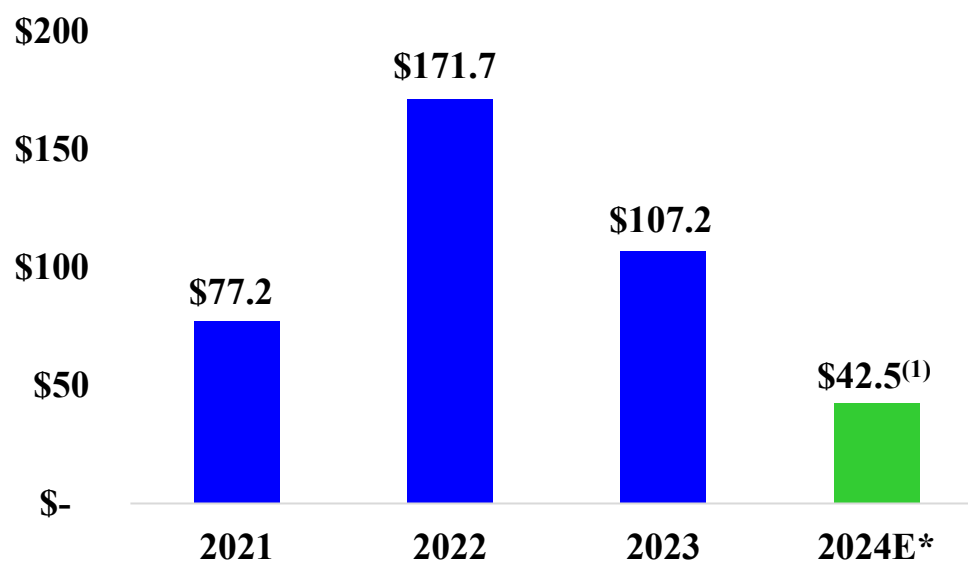
Financial Overview

Financial Highlights

Revenues (\$ in millions)

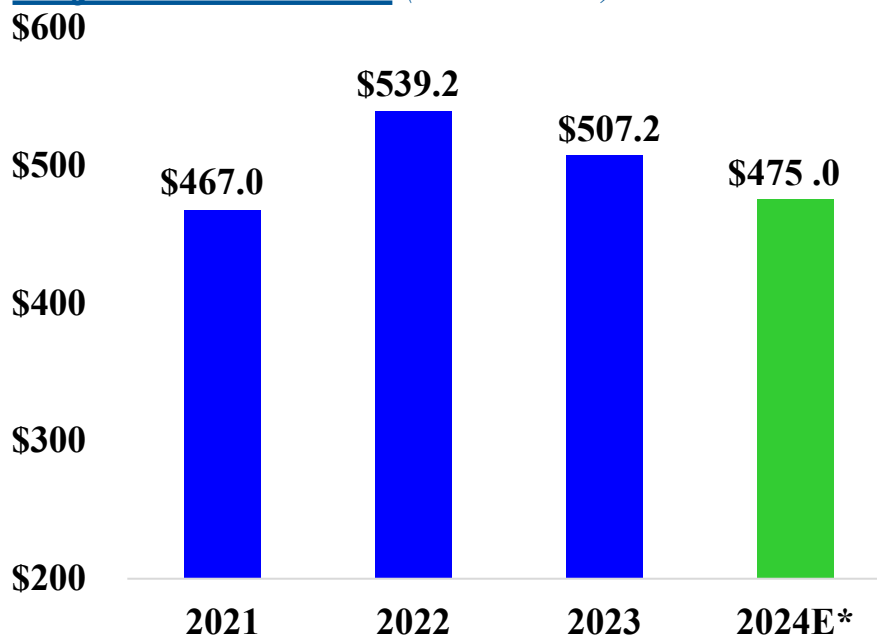


Net Income (\$ in millions)



(1) Reflects \$87 million pre-tax Loss on Extinguishment of Debt in 2Q2024 as a result of GEO's April 2024 debt refinancing.

Adjusted EBITDA (\$ in millions)

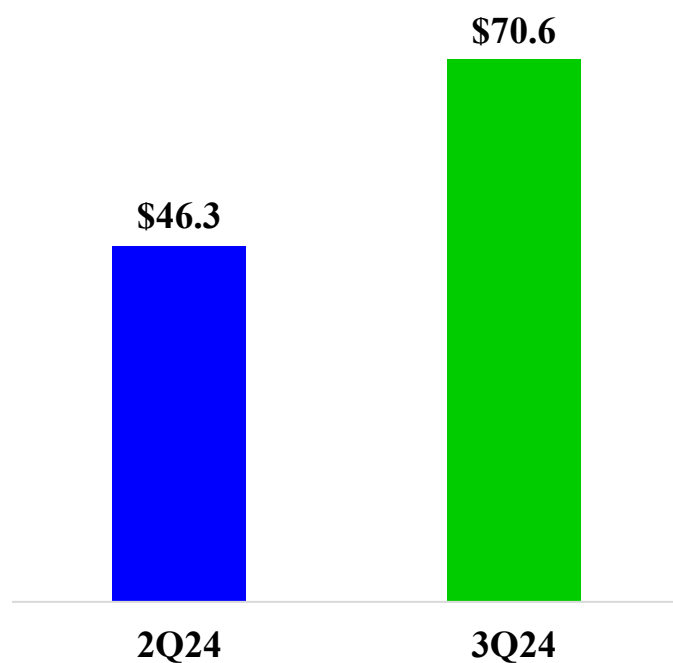


** 2024E Based on Mid-point of FY2024 Financial Guidance issued on November 7, 2024*

Cash and Debt Balances

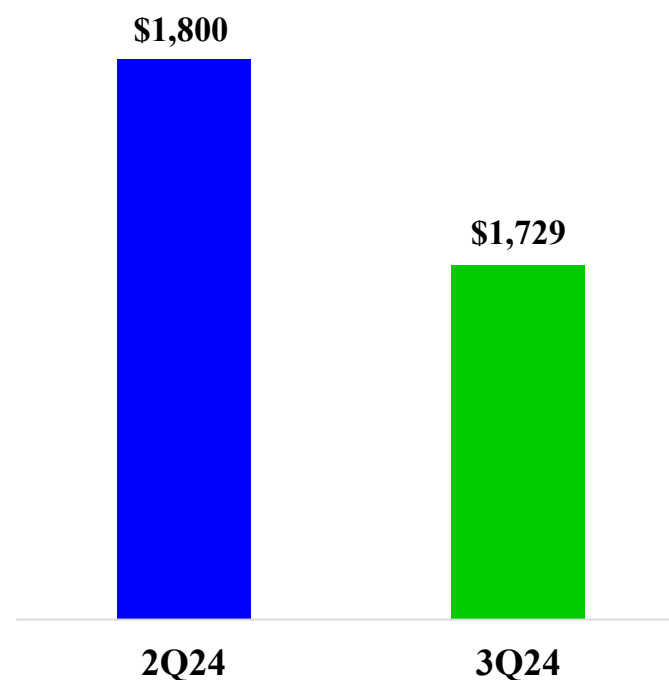
Cash and Marketable Securities

(\$ in millions)



Consolidated Debt

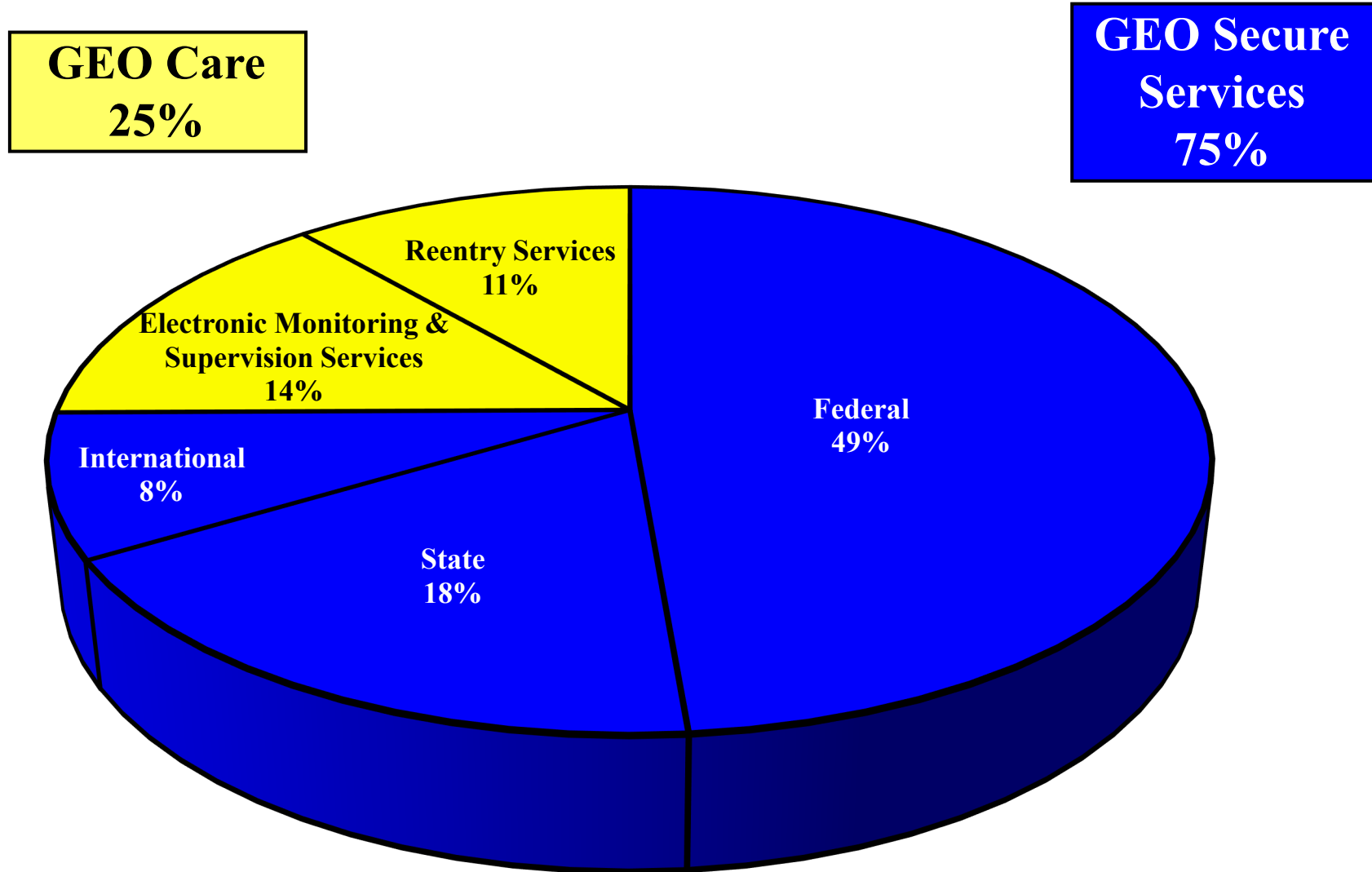
(\$ in millions)



In the third quarter of 2024, we retired approximately \$71 million dollars of our Term Loan

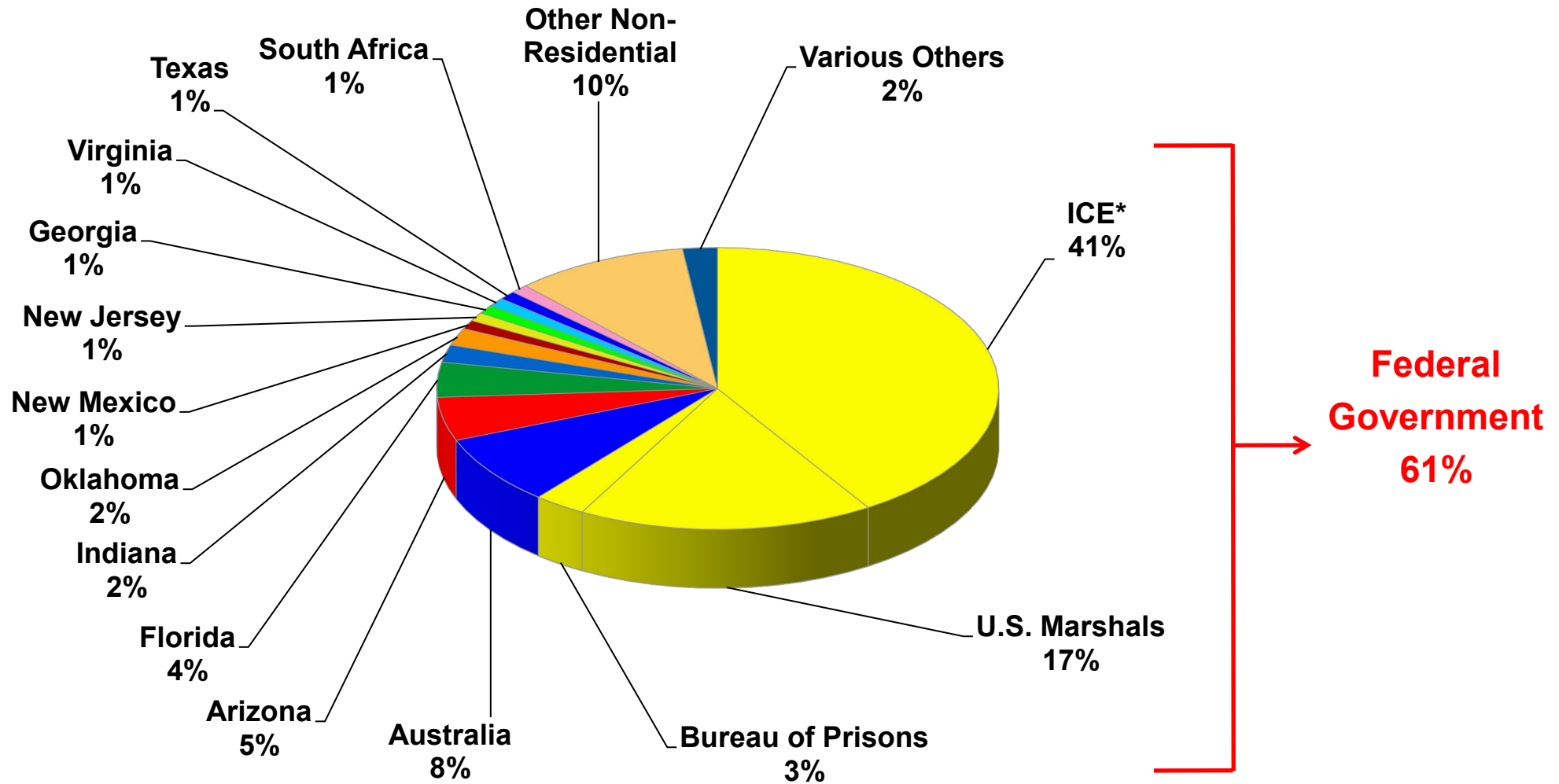
Revenues by Segment

YTD2024 Revenue = \$1.82 Billion



Diversified Long-Term, High-Quality Customer Relationships

Revenues By Customer (YTD2024)



Long-term relationships with top customers – 30+ Years with Federal Gov't

* Includes ICE Alternatives to Detention-ISAP Contract

FY2024 Guidance

Net Income Attributable to GEO (1)	\$40 Million - \$45 Million
+ Net Interest Expense	\$182 Million - \$184 Million
+ Loss on Extinguishment of Debt, pre-tax	\$87 Million
+ Income Taxes <i>(including income tax provision on equity in earnings of affiliates)</i>	\$12.5 Million - \$14.5 Million
+ Depreciation and Amortization	\$126 Million – \$127 Million
+ Non-Cash Stock Based Compensation	\$16 Million
+ Other Non-Cash	\$6.5 Million
Adjusted EBITDA	\$470 Million - \$480 Million
Net Income Attributable to GEO Per Diluted Share	\$0.30 - \$0.34
Adjust Net Income Per Diluted Share	\$0.80 - \$0.84
Weighted Average Common Shares Outstanding - Diluted	134 Million
<u>CAPEX</u>	
Growth	\$12 Million - \$13 Million
Technology	\$25 Million - \$27 Million
Facility Maintenance	\$43 Million - \$45 Million
Capital Expenditures	\$80 Million - \$85 Million
Total Debt, Net	\$1.675 Billion - \$1.625 Billion
Total Leverage, Net *	3.5x - 3.5x

(1) Net of ~\$26M of tax benefits related to loss on extinguishment of debt and interest deduction for shares of common stock as a result of the convertible note exchange

* Total Net Leverage is calculated using the midpoint of Adjusted EBITDA guidance range.

Segment Trends

Segment Trends

ICE

- Incoming Administration's Immigration Enforcement Policies
 - Detention Capacity
 - Electronic Monitoring
 - Secure Transportation

USMS

- Continued Capacity Needs
- Facilities strategically located to support USMS needs

Demand for Diversified Government Services

State Correctional Agencies

- Aging State prison infrastructure
- Correctional Staffing challenges

Reentry Services

- Available capacity at existing residential reentry centers
- Growth in Non-Residential Programs

Aging Prison Infrastructure

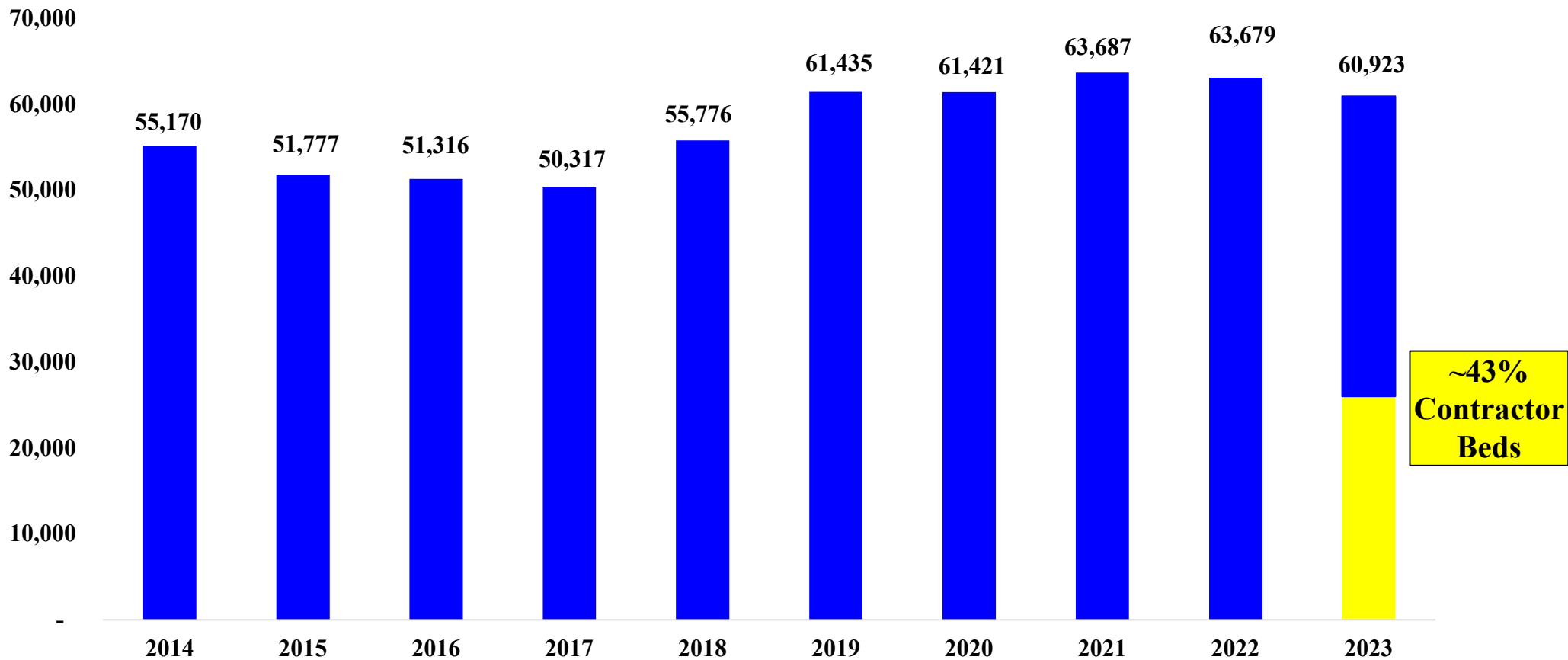
- The majority of Public Prison Facilities have Significant Deferred Maintenance Needs
 - According to a May 2023 DOJ OIG Report, the Federal Bureau of Prisons has approximately 123 facilities requiring an estimated \$2 billion in maintenance costs¹
 - In late 2018, it was estimated by CGL, a criminal justice consulting and construction firm, that more than 80% of U.S. state prisons are 20 years old or older, representing approximately \$69 billion in replacement costs.²
- After decades of funding challenges, some states have begun to address their aging infrastructure needs with expensive prison construction projects
 - *New York City (\$8 billion – 4,200 bed facility)*⁴
 - *Indiana (\$1.2 billion – 4,200-bed facility)*³
 - *Alabama (\$1 billion – 4,000-bed facility)*³
 - *Fulton County, GA (\$1.7 billion – 4,500-bed facility)*⁵
 - *Nebraska (\$350 million – 1,500-bed facility)*³

* Sources:

- 1) [DOJ OIG Report on BOP Efforts to Maintain and Construct Institutions](#)
- 2) [Correctional News \(September/October 2018\)](#)
- 3) [Billion-dollar prisons: why the US is pouring money into new construction](#)
- 4) [As Conditions Worsen at Rikers, New Commission Revives Push to Close It](#)
- 5) [Fulton County Reconsiders New \\$1.7B Jail](#)

U.S. Marshals Service (USMS)

Stable USMS Detention Populations (2014 – 2023)



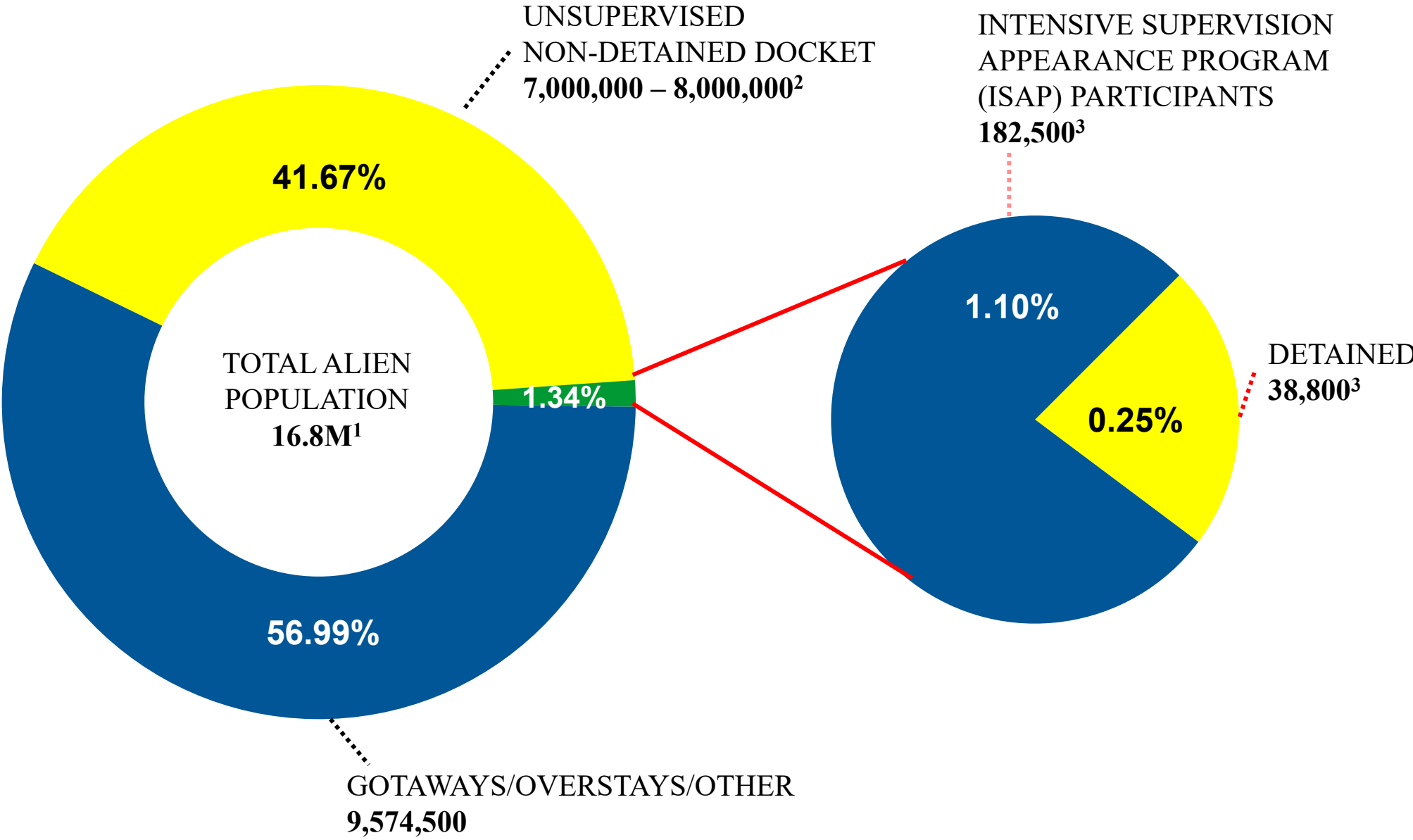
Source: 2014-2021 figures are taken from the USMS FY2023 Performance Budget

(<https://www.justice.gov/file/1493071/download#:~:text=The%20USMS%20requests%20a%20total,for%20FPD%20in%20FY%202023.>)

Source: 2022 & 2023 Figures are based USMS FY2024 Performance Budget

(https://www.justice.gov/d9/2023-03/usms_fpd_-_fy_2024_pb_narrative_-_omb_cleared_-_3-13-2023.pdf)

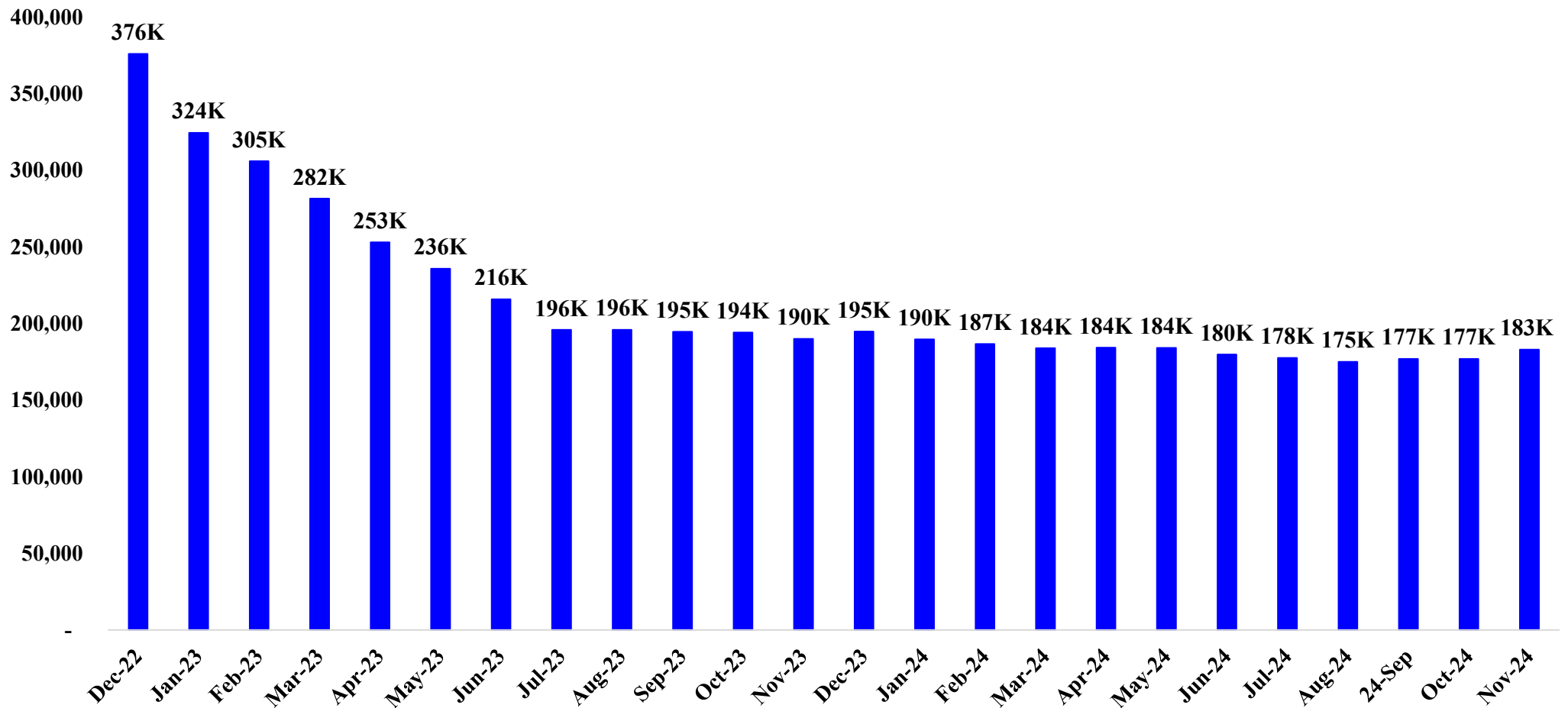
U.S. Immigration and Customs Enforcement



Sources:
 1) https://www.fairus.org/sites/default/files/2023-06/2023%20Illegal%20Alien%20Population%20Estimate_2.pdf
 2) <https://www.axios.com/2024/03/02/data-biden-border-crisis-immigration-8-million-detention>
 3) ICE Data (ice.gov/detain/detention-management) and GEO 3Q24 Earnings Call
 *Chart based on disclosure from the National Immigration Center for Enforcement

U.S. Immigration and Customs Enforcement

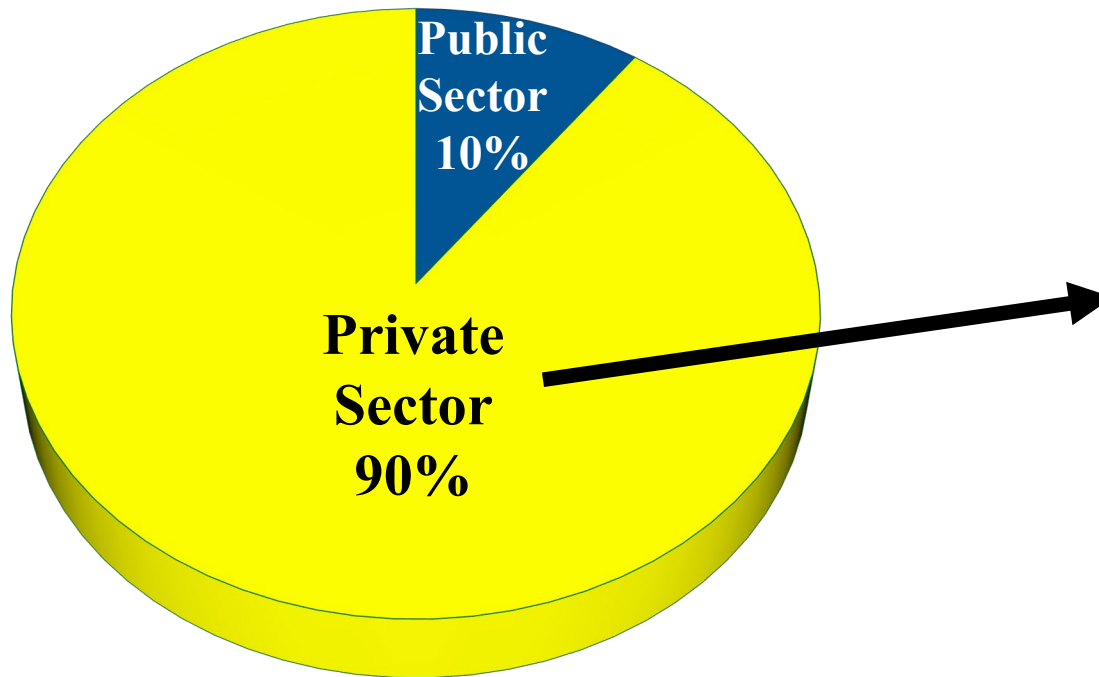
Intensive Supervision Appearance Program (ISAP) (December 2022 – YTD 2024)



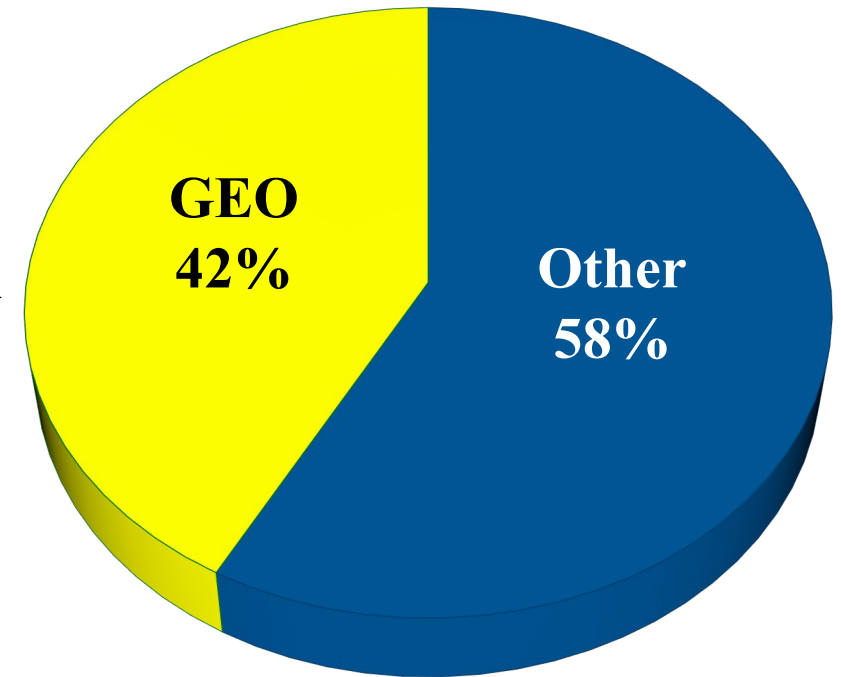
U.S. Immigration and Customs Enforcement

Current ICE Processing Center Beds Breakdown *

ICE Processing Center Beds



Private Sector Beds



* Approximations based on contract guarantee bed counts
Source: ICE Data (ice.gov/detain/detention-management)

Available Beds in Inventory

Idle Facilities *	Location	Ownership	Bed Count
D. Ray James Facility	GA	Owned	1,900
North Lake Facility	MI	Owned	1,800
Flightline Facility	TX	Owned	1,800
Big Spring Facility	TX	Owned	1,732
Rivers Facility	NC	Owned	1,450
Delaney Hall Facility	NJ	Owned	1,054
			~10,000

Underutilized Beds *	Location	Ownership	Bed Count
ICE/USMS Facilities Currently Under Contract	Multiple States	Owned/Leased	~ 8,000

TOTAL = ~ 18,000

* Currently Idle Cheyenne Mountain, CO Facility is included in Facilities Under Contract/Underutilized Beds

Appendix

Capital Structure *(as of 3Q2024)*

(\$ in millions)	Amount	Interest Rate	Final Maturity Date
Cash & Equivalents	\$ 71.1		
\$310M Revolving Line of Credit ⁽¹⁾	\$ 40.0	SOFR + 3.25%	April 2029
Term Loan ⁽¹⁾	\$ 373.8	SOFR + 5.25%	April 2029
8.625% Senior Secured Notes	\$ 650.0	8.625%	April 2029
Other Secured Debt ⁽²⁾	\$ 39.6	<i>Various</i>	<i>Various</i>
Total Senior Secured Debt, net cash	\$ 1,032.2		
10.25% Senior Unsecured Notes	\$ 625.0	10.250%	April 2031
Other Unsecured Debt	\$ 0.3	6.500%	Feb 2026
Total Senior Unsecured Debt	\$ 625.3		
Total Debt, net cash	\$ 1,657.5	Issuer Ratings	
Letters of Credit	\$ 62.9	Issuer Ratings	B+ / B2
		Secured Ratings	BB / B1
		Bond Ratings	B / B3
Liquidity (Unused Revolver + Cash)	\$ 278.2	Outlook	Stable / Stable

(1) Subject to 0.75% SOFR Floor

(2) Includes Headquarters Mortgage and Finance Leases

Asset Value *(as of 3Q2024)*

(\$ in millions)

Estimated Asset Value		Debt ⁽⁴⁾	
Cash and Equivalents	\$ 70.6	Term Loan due 2029	\$ 373.8
Accounts Receivable	367.5	Senior Secured Notes 2029	650.0
PP&E ⁽¹⁾⁽²⁾	6,406.4	Total Secured Debt	\$ 1,023.8
Other Non-Real Estate Assets ⁽³⁾	1,200.0	Senior Unsecured Notes 2031	625.0
Total Asset Value	\$ 8,044.5	Senior Unsecured Exch. Notes	0.3
Net Asset Value		Total Debt	\$ 1,649.1
Total Assets	\$ 8,044.5	Recovery Ratio	
Total Debt	1,649.1	Secured Debt	7.9 x
Net Asset Value	\$ 6,395.5	Total Debt	4.9 x
Share Count	139.8		
Net Asset Value Per Share	\$ 45.74		

(1) Based on internal valuation of replacement cost for facilities. Secure services and youth facilities valued at \$125,000 per bed; Re-entry facilities valued at \$75,000 per bed

(2) Cost basis for real property is \$2,693 million and NBV of real property \$1,792 million

(3) Estimated based upon historical asset sales

(4) Excludes Headquarters' Mortgage and Finance leases

Income Statement

	Q3 2024 <i>(unaudited)</i>	Q3 2023 <i>(unaudited)</i>	YTD 2024 <i>(unaudited)</i>	YTD 2023 <i>(unaudited)</i>
Revenues	\$ 603,125	\$ 602,785	\$ 1,815,982	\$ 1,804,885
Operating expenses	441,917	440,667	1,327,121	1,302,287
Depreciation and amortization	31,756	31,173	94,434	94,787
General and administrative expenses	47,081	47,356	152,349	139,182
Operating income	82,371	83,589	242,078	268,629
Interest income	3,168	1,320	7,634	3,785
Interest expense	(45,498)	(55,777)	(147,437)	(165,081)
Loss on extinguishment of debt	(2,920)	(91)	(85,298)	(1,845)
Gain/(loss) on asset divestitures/impairment	-	1,274	(2,907)	3,449
Income before income taxes and equity in earnings of affiliates	37,121	30,315	14,070	108,937
Provision for/(benefit from) income taxes	11,664	6,521	(644)	30,036
Equity in earnings of affiliates, net of income tax provision	832	709	1,671	3,121
Net income	26,289	24,503	16,385	82,022
Less: Net loss attributable to noncontrolling interests	31	16	90	71
Net income attributable to The GEO Group, Inc.	\$ 26,320	\$ 24,519	\$ 16,475	\$ 82,093
Weighted Average Common Shares Outstanding:				
Basic	135,961	122,066	129,682	121,850
Diluted	138,130	123,433	132,022	123,479
Net income per Common Share Attributable to The GEO Group, Inc.** :				
Basic:				
Net income per share — basic	\$ <u>0.19</u>	\$ <u>0.17</u>	\$ <u>0.12</u>	\$ <u>0.56</u>
Diluted:				
Net income per share — diluted	\$ <u>0.19</u>	\$ <u>0.16</u>	\$ <u>0.11</u>	\$ <u>0.55</u>

* All figures in '000s, except per share data

** In accordance with U.S. GAAP, diluted earnings per share attributable to GEO available to common stockholders is calculated under the if-converted method or the two-class method, whichever calculation results in the lowest diluted earnings per share amount.

Balance Sheet

	As of September 30, 2024 <i>(unaudited)</i>	As of December 31, 2023 <i>(unaudited)</i>
ASSETS		
Cash and cash equivalents	\$ 70,635	\$ 93,971
Accounts receivable, less allowance for doubtful accounts	367,504	390,023
Prepaid expenses and other current assets	46,359	44,511
Total current assets	\$ 484,498	\$ 528,505
<i>Restricted Cash and Investments</i>	147,774	135,968
<i>Property and Equipment, Net</i>	1,910,554	1,944,278
<i>Operating Lease Right-of-Use Assets, Net</i>	96,718	102,204
<i>Deferred Income Tax Assets</i>	8,551	8,551
<i>Intangible Assets, Net (including goodwill)</i>	884,944	891,085
<i>Other Non-Current Assets</i>	100,253	85,815
Total Assets	\$ 3,633,292	\$ 3,696,406
LIABILITIES AND SHAREHOLDERS' EQUITY		
Accounts payable	\$ 64,532	\$ 64,447
Accrued payroll and related taxes	86,280	64,436
Accrued expenses and other current liabilities	210,309	228,059
Operating lease liabilities, current portion	25,408	24,640
Current portion of finance lease obligations, and long-term debt	55,109	55,882
Total current liabilities	\$ 441,638	\$ 437,464
<i>Deferred Income Tax Liabilities</i>	72,604	77,369
<i>Other Non-Current Liabilities</i>	90,594	83,643
<i>Operating Lease Liabilities</i>	75,232	82,114
<i>Long-Term Debt</i>	1,638,686	1,725,502
Total Shareholders' Equity	1,314,538	1,290,314
Total Liabilities and Shareholders' Equity	\$ 3,633,292	\$ 3,696,406

* all figures in '000s

Environmental, Social & Governance (ESG) Overview

Board Oversight

Human Rights Committee

- Annual review of Human Rights & ESG Report
- Ongoing review of ESG initiatives
- Ongoing review of diversity metrics
- Periodic review of GEO's engagement with investors and external stakeholders

Criminal Justice & Rehabilitation Committee

- Ongoing review of GEO Continuum of Care
- Ongoing review of in-custody rehabilitation programs
- Ongoing review of reentry programs
- Ongoing review of post-release support services

Nominating & Corporate Governance Committee

- Ongoing review of GEO's bylaws, Code of Business Conduct and Ethics, and corporate governance guidelines
- Annual review of GEO's Political Activities and Contributions Policy and Report
- Annual review of GEO's political contributions and lobbying expenditures

Cybersecurity & Environmental Oversight Committee

- Ongoing review of GEO's cyber security capabilities and privacy practices, periodic review of potential cyber vulnerabilities and remediation measures
- Risk management of cybersecurity threats
- Ongoing review and evaluation of GEO's environmental sustainability initiatives

Health Services Committee

- Ongoing review of GEO's health services operations, in the U.S. and internationally
- Ongoing review of health services key performance indicators
- Ongoing review of patient demographics

GEO's ESG Objectives

- To implement best practices that follow recognized global Human Rights standards and respect the dignity and basic human rights of all individuals in our care.
- To be the leading provider of enhanced in-custody rehabilitation programs and post-release support services through our award-winning GEO Continuum of Care ®.
- To provide quality support services that foster a safe and humane environment, deliver high-quality medical care, and adhere to independent accreditation standards.
- To provide development opportunities to our workforce and to instill an organizational culture rooted in diversity, inclusion, and respect.
- To advance environmental sustainability in our facilities by investing in energy conservation measures and following independent Green Building certification standards.

Diversified Employer

Diversity

- We are proud to be a diversified employer.
- Women comprise 51% of our domestic workforce and play a significant role in our leadership and management.
- Across GEO, under-represented minorities account for 69% of our U.S. workforce.

Employee Training

- We have a robust training program for staff at all levels of the organization.
- In 2023, our U.S. Secure Services division completed approximately 1.3 million staff training hours



Environmentally Responsible

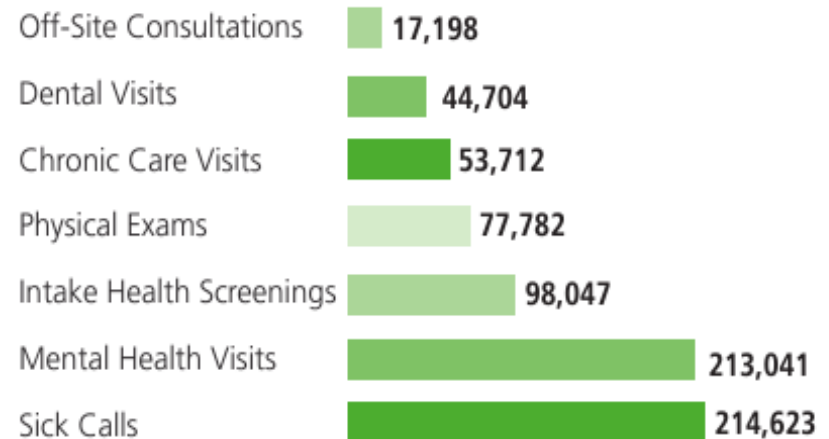
- GEO's Environmental Sustainability Policy Statement is disclosed in Annual ESG Report.
- GEO also provides disclosures on energy consumption statistics, water usage metrics, and Greenhouse Gas (GHG) Scope 1 and Scope 2 Emissions and Intensity Ratios.
- GEO has conducted Sustainability and Energy Improvement Audits at select GEO facilities.
- As a result of these audits, **GEO will invest approximately \$25 million to retrofit, modify, and upgrade lighting, water, laundry, and HVAC systems at select Secure Services facilities.**



World Class Health Care

- Disclosures in our Human Rights and ESG Report demonstrate the high quality of medical services provided across GEO's Secure Services facilities in the U.S.
- **In 2023, GEO Health Services oversaw approximately 719,000 medical encounters**, including intake health screenings, physical exams, chronic care visits, off-site consultations, sick calls, dental visits, and mental health visits.
- Our facilities are highly rated by leading accreditation entities:
 - The American Correctional Association
 - The Nation Commission of Correctional Health Care

2023 GEO SECURE SERVICES ANNUAL MEDICAL STATISTICS



GEO Continuum of Care®: Rehabilitator of Lives

- GEO Continuum of Care® focuses on integrating in-custody evidence-based rehabilitation with post-release services aimed at reducing recidivism.

- **GEO Continuum of Care 2023 Milestones:**

- Completed approximately 4.6 million hours of rehabilitation programming
- Awarded approximately 3,100 GEDs and high school equivalency degrees
- Awarded over 9,200 vocational training certifications
- Awarded approximately 8,100 substance abuse treatment completions
- Achieved over 46,000 behavioral program completions and more than 36,000 individual cognitive behavioral sessions
- Provided Post-Release support services to more than 3,100 individuals with over 700 attaining employment.



Since 2016, GEO has allocated approximately \$9.6 million in grants to returning citizens to assist them with community needs.