



Fourth Quarter 2011 Earnings Call

February 29, 2012

Forward-Looking Statements / Property of Aircastle

Certain items in this presentation and other information we provide from time to time, may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 including, but not necessarily limited to, statements relating to our ability to acquire, sell, lease or finance aircraft, raise capital, pay dividends, and increase revenues, earnings, EBITDA and Adjusted Net Income and the global aviation industry and aircraft leasing sector. Words such as “anticipates,” “expects,” “intends,” “plans,” “projects,” “believes,” “may,” “will,” “would,” “could,” “should,” “seeks,” “estimates” and variations on these words and similar expressions are intended to identify such forward-looking statements. These statements are based on management’s current expectations and beliefs and are subject to a number of factors that could lead to actual results materially different from those described in the forward-looking statements; Aircastle Limited can give no assurance that its expectations will be attained. Accordingly, you should not place undue reliance on any forward-looking statements contained in this presentation. Factors that could have a material adverse effect on our operations and future prospects or that could cause actual results to differ materially from Aircastle Limited’s expectations include, but are not limited to, significant capital markets disruption and volatility and the significant contraction in the availability of bank financing, which may adversely affect our continued ability to obtain additional capital to finance our working capital needs, volatility in the value of our aircraft or in appraisals thereof, which may, among other things, result in increased principal payments under our term financings and reduce our cash flow available for investment or dividends; general economic conditions and business conditions affecting demand for aircraft and lease rates; our continued ability to obtain favorable tax treatment in Bermuda, Ireland and other jurisdictions; our ability to pay dividends; high or volatile fuel prices, lack of access to capital, reduced load factors and/or reduced yields, operational disruptions or unavailability of capital caused by political unrest in North Africa, the Middle East or elsewhere, uncertainties in the Eurozone arising from the sovereign debt crisis and other factors affecting the creditworthiness of our airline customers and their ability to continue to perform their obligations under our leases; termination payments on our interest rate hedges; and other risks detailed from time to time in Aircastle Limited’s filings with the Securities and Exchange Commission (“SEC”), including “Risk Factors” as previously disclosed in Aircastle’s 2010 Annual Report on Form 10-K, and in our other filings with the SEC, press releases and other communications. In addition, new risks and uncertainties emerge from time to time, and it is not possible for Aircastle to predict or assess the impact of every factor that may cause its actual results to differ from those contained in any forward-looking statements. Such forward-looking statements speak only as of the date of this presentation. Aircastle Limited expressly disclaims any obligation to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in its expectations with regard thereto or change in events, conditions or circumstances on which any statement is based.

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Q4 2011 Highlights

- Lease rental revenue of \$149.8 million, up 8% versus Q4 2010
- Net income of \$35.6 million, or \$0.49 per diluted share, up 96% versus Q4 2010
- Adjusted net income of \$31.2 million, or \$0.43 per diluted share, up 139% versus Q4 2010
- 99% fleet utilization and ~14% rental yield
- Purchased eleven new aircraft, including one new Airbus A330 from our order stream, for a total acquisition cost of ~\$400 million
- Sold five aircraft for a total pre-tax gain of \$10.1 million
- Issued \$150 million of unsecured Senior Notes due 2018 at a yield to worst of 9.0%

Full Year 2011 Highlights

- Lease rental revenue of \$580.2 million, up 9% versus full year 2010
- Net income of \$124.3 million, or \$1.64 per diluted share, up 99% versus full year 2010
- Adjusted net income of \$100.1 million, or \$1.32 per diluted share, up 55% versus full year 2010
- 99% fleet utilization and ~14% rental yield
- Purchased twenty-one aircraft in 2011 for a total acquisition cost of ~\$1 billion
- Sold thirteen aircraft for a total pre-tax gain of \$39.1 million
- Repurchased 7.6 million shares (approximately 9.5% of outstanding shares) at a cost of \$90.0 million, and raised quarterly dividends by 50% to \$0.15 per share

Q4:11 Revenue Summary

- Lease rental revenue of \$149.8 million was higher by \$10.5 million, or 8%, versus Q4:10 due to:
 - Positive impact of new aircraft acquisitions of \$23.9 million, partially offset by sales of \$(6.5) million, and
 - Declines from lease extensions, transitions and terminations which totaled \$(6.9) million
- Maintenance revenue in Q4:11 increased \$10.9 million due primarily to an increase in lease expirations
- Q4:11 annualized lease rental exit run rate of \$610 million, including \$110 million from unencumbered aircraft

Revenue Summary		
\$ millions	Q4:10	Q4:11
Lease Rental Revenue	\$139.3	\$149.8
Amortization of Net Lease Discounts and Lease Incentives	(6.1)	(5.6)
Maintenance Revenue	1.1	11.9
Total Lease Rentals	134.3	156.2
Interest Income and Other Revenue	0.4	0.7
Total Revenues	\$134.7	\$156.9

Revenue Trends

- Increasing lease rental revenue reflects the growth in our portfolio
 - Lease rental revenue is a consistent driver of operating and financial results
- Maintenance and other revenue in any reporting period depends on several factors such as the timing of lease expirations, early lease expirations, maintenance events and aircraft utilization
 - Inherently volatile quarter to quarter

(\$ millions)	2009	2010				2011			
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenues									
Lease rental revenue	\$ 127.8	\$ 130.1	\$ 128.1	\$ 133.5	\$ 139.3	\$ 141.1	\$ 143.4	\$ 145.9	\$ 149.8
Amortization of net lease discounts & lease incentives	(3.3)	(4.8)	(4.9)	(4.2)	(6.1)	(3.1)	(3.0)	(4.7)	(5.6)
Maintenance revenue	11.1	5.3	6.8	2.5	1.1	16.8	8.2	-	\$ 11.9
Interest income	0.1	-	-	-	-	-	-	-	-
Other revenue	0.1	-	0.1	0.4	0.4	3.1	0.1	0.3	\$ 0.7
Total Revenues	\$ 135.8	\$ 103.6	\$ 130.2	\$ 132.2	\$ 134.7	\$ 157.9	\$ 148.8	\$ 141.5	\$ 156.9

Q4:11 Earnings Summary

- Adjusted net income was \$31.2 million, up \$16.9 million quarter over quarter, due primarily to
 - Higher lease rental revenue of \$10.5 million,
 - Higher maintenance revenue of \$10.9 million, and
 - Lower SG&A expenses of \$2.1 million, partially offset by
 - Higher depreciation expense of \$7.6 million
- EBITDA was \$160.6 million, up \$25.8 million due to
 - Higher revenues of \$22.2 million, lower SG&A of \$2.1 million and \$1.8 million of higher gains from aircraft sales

Earnings Summary		
\$ millions, except per share amounts	Q4:10	Q4:11
Net Income	\$ 20.2	\$ 35.6
per diluted common share	\$ 0.25	\$ 0.49
Adjusted Net Income	\$ 14.2	\$ 31.2
per diluted common share	\$ 0.18	\$ 0.43
EBITDA	\$ 134.8	\$ 160.6

NOTE: See appendix for GAAP to Non-GAAP reconciliation

Liquidity and Long Term Debt Summary

- Ended Q4:11 with \$295.5 million of unrestricted cash and \$247.5 million of restricted cash
- Earliest debt maturity is May 2015
- In 2011, we issued an additional \$150.0 million of unsecured 9.75% Senior Notes due 2018
 - Sold at 102.769% of face value for an effective annual yield to worst of 9.0%
- After the forward starting swap on Securitization No. 2 takes effect in mid-year 2012, the total weighted average cost of debt is estimated to decline by approximately 110 basis points for our existing financings

	12/31/2011		12/31/2012e	
	Rate ⁽²⁾	O/S	Rate ⁽²⁾	O/S ⁽³⁾
Securitization No. 1 ⁽¹⁾	5.78%	\$ 387.1	5.78%	\$ 336.2
Securitization No. 2 ⁽¹⁾	5.56%	891.5	1.58%	796.4
Term Financing No. 1 ⁽¹⁾	5.79%	595.1	5.79%	547.3
ECA Term Financings	3.31%	536.1	3.33%	495.8
Bank Financings	4.31%	126.0	4.31%	112.7
Senior Notes due 2018	9.75%	450.8	9.75%	450.6
2010 Revolving Credit Facility	n/a	-	n/a	-
Total	5.81%	\$ 2,986.5	4.71%	\$ 2,739.2

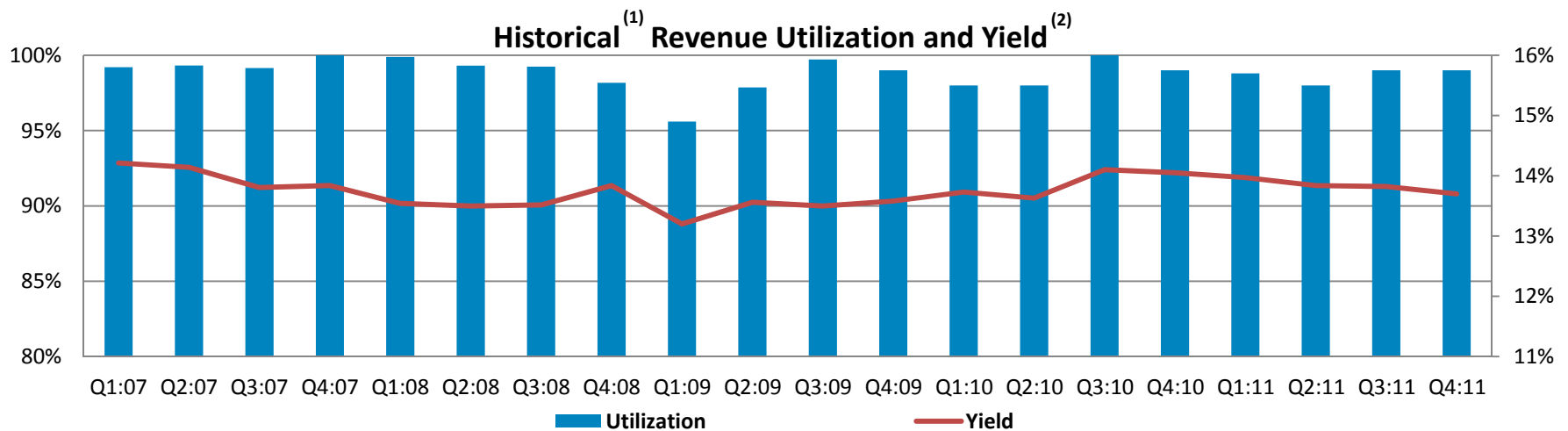
(1) Effective June 2011 for Securitization No. 1, all cash flows available after expenses and interest is applied to debt amortization. For Securitization No. 2 and Term Financing No. 1, all cash flows available after expenses and interest will be applied to debt amortization, if the debt is not refinanced by June 2012 and May 2013, respectively.

(2) Reflects swap rate or index + spread for all financings except ECA Term Financings and Bank Financings are fixed rate. Rates for ECA Term Financings and Bank Financings reflects the weighted average rate.

(3) 2012 balances reflect principal payments due in less than one year as detailed in the contractual obligations table in our SEC Form 10K for the year ended December 31, 2011 and assumes no new financings and that existing debt is not refinanced.

Consistently Strong Portfolio Performance

- Consistently delivered portfolio utilization of 98-99% and a rental yield of ~14%
- Q4:11 utilization of 99% and rental yield of ~14%
- Expect Q1:12 utilization to be over 98% and rental yield of ~14%



(1) Aircraft on-lease days as a percent of total days in period weighted by net book, excludes aircraft in conversion.

(2) Calculated as lease rental revenue / average NBV for the period (rental revenue does not include maintenance revenue).

Well Dispersed Lease Placements

2011 Lease Placements

- Began 2011 with 11 aircraft having scheduled lease expiries during the year
- 8 additional aircraft to place due to early terminations or acquisitions of off-leased aircraft
- New leases or lease commitments, extensions or sales executed for all 19 aircraft

2012 Lease Placements

- 17 aircraft with lease expirations in 2012
- Lease or sale commitments or letters of intent for 5 of these aircraft have been secured
- 12 aircraft (~6% of total NBV) being marketed for lease or sale in 2012
- Two additional 747 converted freighters that are being actively remarketed (~2.5% of total NBV)

	Number of Leases Expiring	% of Total NBV
2013	26	10%
2014	29	14%
2015	16	7%

2011 Aircraft Acquisitions and Dispositions

Acquisitions

Acquired 21 aircraft for ~\$1 billion

- Delivered six new A330s on lease to South African Airways and one new A330 freighter leased to an affiliate of Hainan Group
 - One A330 delivered in Q3 to SAA and sold immediately on delivery
 - One more A330 delivered and sold during Q4
- One 777-300ER on lease to Cathay Pacific in Q4
- Three 747-400s acquired for freighter conversion
- Purchased eight mid-aged narrow-bodies
 - One A320, four 737-800s and three 757-200s
- Purchased and leased back two MD-11 freighter aircraft with EVA Airways in Q4

Dispositions

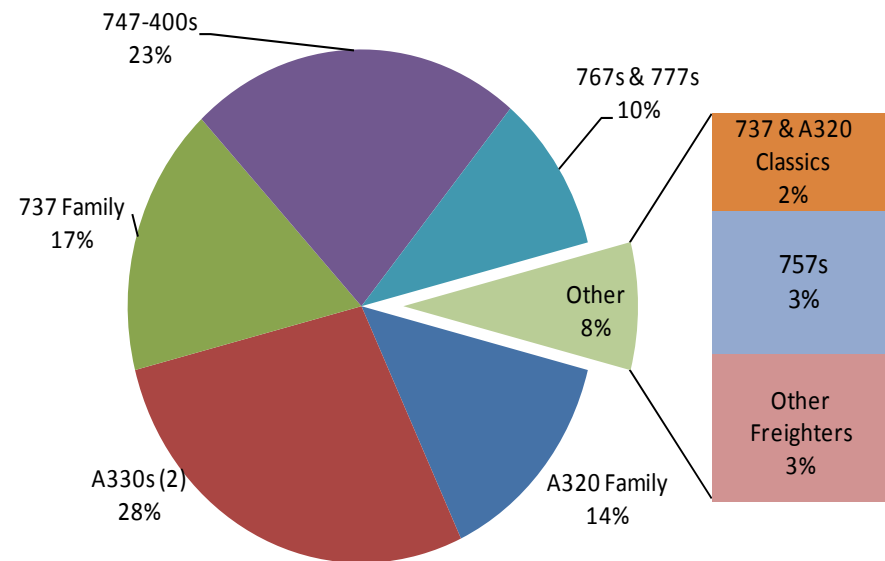
Sold 13 aircraft for ~\$500 million generating \$39.1 million of gains

- \$9.7 million gain from sale of four 737-400Fs in Q1:11
- \$10.3 million gain from sale of one A330-200 in Q2:11
- \$9.0 million gain from sale of one 747-400F and one new A330 at delivery; also completed the sale of one 737-500 (approximately break-even) in Q3:11
- \$10.1 million gain from sale of one 757-200, one A330-200, one 767-300ER and two 737-800 in Q4:11

Modern Portfolio with Strong Revenue Stream

- Modern aircraft portfolio comprised of 144 commercial jets
- Investments oriented to early and middle part of an aircraft's production
 - Longer useful lives than “last off the line” units
- 31% of our portfolio by net book value in cargo aircraft
 - End market diversification
 - Excellent lessee performance throughout downturn
- Provides strong cash flow performance

Diversification – Aircraft Type⁽¹⁾



Portfolio Statistics⁽¹⁾⁽³⁾

# Lessees / # Countries	65 / 36
Portfolio Remaining Lease Term	4.9
Freighter Remaining Lease Term	6.4
Weighted Average Age	10.9

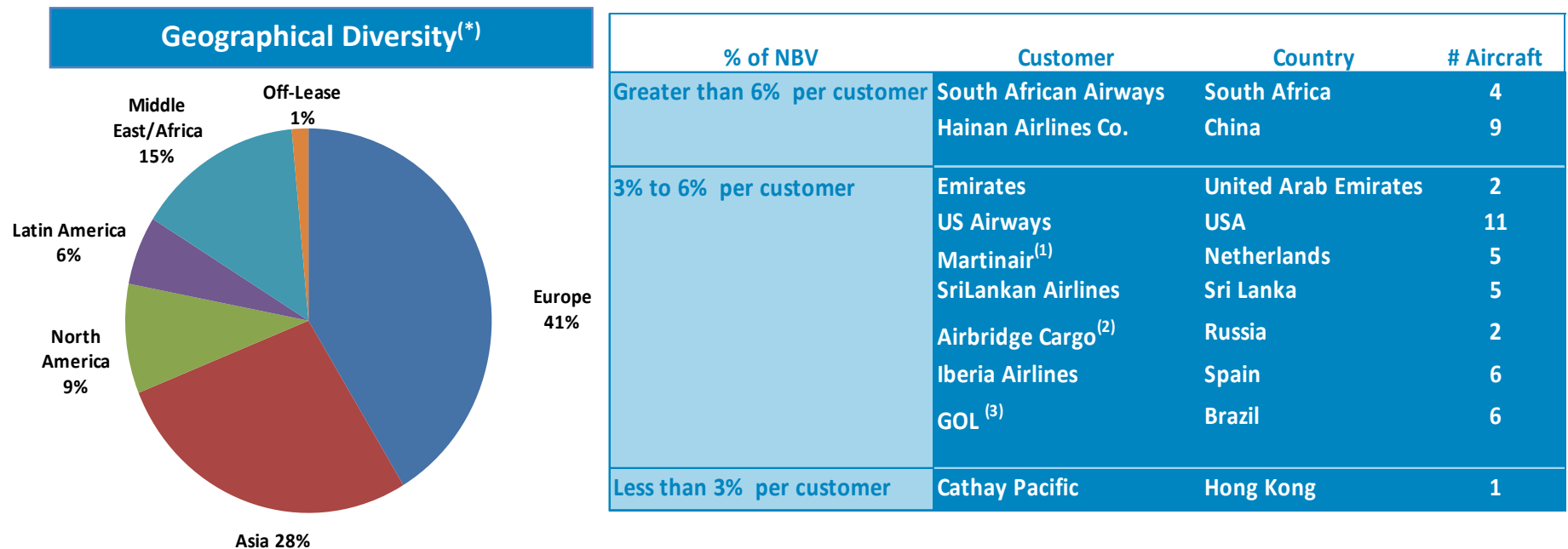
(1) Percentage of NBV. Figures as of 12/31/11

(2) Includes three A330-200 Freighters

(3) Years weighted by NBV

Diversified Customer Base

- Portfolio spread across a variety of carriers around the world
- Largest customer exposure represents less than 8% of net book value
- Combined, the top 10 customers represent ~50% of net book value



(*) Percentage of NBV. Figures as of 12/31/11

(1) Martinair is a wholly owned subsidiary of KLM. Although KLM does not guarantee Martinair's obligations under the relevant lease, if combined, the two, together with two other affiliated customers, represent 10% of flight equipment held for lease.

(2) Guaranteed by Volga-Dnepr.

(3) GOL has guaranteed the obligations of an affiliate, VRG Linhas Aereas, and accordingly, the two are shown combined in the above table.

Appendix

Supplemental Financial Information

(In thousands, except per share amounts)	Three Months Ended December 31,		Year Ended December 31,	
	2010	2011	2010	2011
Revenues	\$ 134,718	\$ 156,938	\$ 527,710	\$ 605,197
EBITDA	\$ 134,834	\$ 160,584	\$ 491,291	\$ 594,800
Adjusted net income	\$ 14,230	\$ 31,172	\$ 67,868	\$ 100,085
Adjusted net income allocable to common shares	\$ 14,040	\$ 30,766	\$ 66,914	\$ 98,820
Per common share - Basic	\$ 0.18	\$ 0.43	\$ 0.85	\$ 1.32
Per common share - Diluted	\$ 0.18	\$ 0.43	\$ 0.85	\$ 1.32
Basic common shares outstanding	78,541	71,407	78,488	74,686
Diluted common shares outstanding	78,541	71,407	78,488	74,686

Reconciliation of GAAP to Non-GAAP Measures

(In thousands)	Three Months Ended December 31,		Year Ended December 31,	
	2010	2011	2010	2011
Net income	\$ 20,229	\$ 35,619	\$ 65,816	\$ 124,270
Depreciation	56,204	63,804	220,476	242,103
Amortization of net lease discounts and lease incentives	6,124	5,604	20,081	16,445
Interest, net	49,684	53,766	178,262	204,150
Income tax provision	2,593	1,791	6,596	7,832
EBITDA	\$ 134,834	\$ 160,584	\$ 491,231	\$ 594,800

We define EBITDA as income from continuing operations before income taxes, interest expense, and depreciation and amortization. We use EBITDA to assess our consolidated financial and operating performance, and we believe this non-GAAP measure is helpful in identifying trends in our performance. Using EBITDA assists us in comparing our operating performance on a consistent basis by removing the impact of our capital structure (primarily interest charges on our outstanding debt) and asset base (primarily depreciation and amortization) from our operating results.

Reconciliation of GAAP to Non-GAAP Measures

(In thousands)	Three Months Ended December 31,		Year Ended December 31,	
	2010	2011	2010	2011
	Net Income	\$ 20,229	\$ 35,619	\$ 65,816
Ineffective portion of cash flow hedges⁽¹⁾	2,506	5,572	5,805	8,407
Loan termination payment⁽²⁾	—	—	—	3,196
Write-off of deferred financings fees⁽²⁾	—	—	2,471	2,456
Mark to market of interest rate derivative contracts⁽³⁾	(130)	115	860	848
Gain on sale of flight equipment⁽³⁾	(8,375)	(10,134)	(7,084)	(39,092)
Adjusted net income	\$ 14,230	\$ 31,172	\$ 67,868	\$ 100,085

(1) Included in Interest, net. For the three months ended December 31, 2011, includes accelerated amortization of deferred hedge losses in the amount of \$4,958 for an aircraft sold in October, 2011. For the year ended December 31, 2011, includes accelerated amortization of deferred hedge losses in the amount of \$8,501 related to three aircraft sold in 2011.

(2) Included in Interest, net. For the year ended December 31, 2010, includes the write-off of deferred financing fees related to the pay-off of a term financing loan and a secured credit facility. For the year ended December 31, 2011, includes the write-off of deferred financing fees related to an aircraft sold in June 2011.

(3) Included in Other income (expense).

Management believes that Adjusted Net Income (“ANI”), when viewed in conjunction with the Company’s results under GAAP and the above reconciliation, provide useful information about operating and period-over-period performance, and provide additional information that is useful for evaluating the underlying operating performance of our business without regard to periodic reporting elements related to interest rate derivative accounting as well as gains/(losses) related to flight equipment and debt investments. However, ANI is not a measure of financial performance or liquidity under GAAP and, accordingly, should not be considered as alternatives to net income (loss) or cash flow from operating activities as indicators of operating performance or liquidity.

Supplemental Financial Information

(In thousands)	Three Months Ended December 31, 2011		Year Ended December 31, 2011	
	Shares	Percent ⁽²⁾	Shares	Percent ⁽²⁾
<u>Weighted average shares</u>				
Common shares outstanding – Basic	71,407	98.70%	74,686	98.74%
Unvested restricted common shares outstanding	943	1.30%	957	1.26%
Total weighted average shares outstanding	72,350	100.00%	75,643	100.00%
Common shares outstanding – Basic	71,407	100.00%	74,686	100.00%
Effect of dilutive shares ⁽¹⁾	—	—	—	—
Common shares outstanding – Diluted	71,407	100.00%	74,686	100.00%
<u>Net income allocation</u>				
Net income	\$ 35,619	100.00%	\$ 124,270	100.00%
Distributed and undistributed earnings allocated to unvested restricted shares	(464)	(1.30)%	(1,571)	(1.26)%
Earnings available to common shares	\$ 35,155	98.70%	\$ 122,699	98.74%
<u>Adjusted net income allocation</u>				
Adjusted net income	\$ 31,172	100.00%	\$ 100,085	100.00%
Amounts allocated to unvested restricted shares	(406)	(1.30)%	(1,265)	(1.26)%
Amounts allocated to common shares	\$ 30,766	98.70%	\$ 98,820	98.74%

(1) The Company had no dilutive common share equivalents for the periods presented.

(2) Percentages rounded to two decimal places.

Supplemental Financial Information

(In thousands)	Three Months Ended December 31, 2010		Year Ended December 31, 2010	
	Shares	Percent ⁽²⁾	Shares	Percent ⁽²⁾
<u>Weighted average shares</u>				
Common shares outstanding – Basic	78,541	98.66%	78,488	98.59%
Unvested restricted common shares outstanding	1,063	1.34%	1,119	1.41%
Total weighted average shares outstanding	79,604	100.00%	79,607	100.00%
Common shares outstanding – Basic	78,541	100.00%	78,488	100.00%
Effect of dilutive shares ⁽¹⁾	—	—	—	—
Common shares outstanding – Diluted	78,541	100.00%	78,488	100.00%
<u>Net income allocation</u>				
Net income	\$ 20,229	100.00%	\$ 65,816	100.00%
Distributed and undistributed earnings allocated to unvested restricted shares	(270)	(1.34)%	(925)	(1.41)%
Earnings available to common shares	\$ 19,959	98.66%	\$ 64,891	98.59%
<u>Adjusted net income allocation</u>				
Adjusted net income	\$ 14,230	100.00%	\$ 67,868	100.00%
Amounts allocated to unvested restricted shares	(190)	(1.34)%	(954)	(1.41)%
Amounts allocated to common shares	\$ 14,040	98.66%	\$ 66,914	98.59%

(1) The Company had no dilutive common share equivalents for the periods presented

(2) Percentages rounded to two decimal places