



Second Quarter 2013 Earnings Call

August 6, 2013

## 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, Adjusted EBITDA, Adjusted Net Income, Operating Cash Flow, Cash Earnings and Cash ROE 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 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 report. 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 expectations include, but are not limited to, capital markets disruption or volatility which could adversely affect our continued ability to obtain additional capital to finance new investments or our working capital needs; government fiscal or tax policies, general economic and business conditions or other factors affecting demand for aircraft or aircraft values 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 caused by political unrest in North Africa, the Middle East or elsewhere, 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’s filings with the SEC, including as previously disclosed in Aircastle’s 2012 Annual Report on Form 10-K, and elsewhere in this report. 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 report. 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.

The information contained herein is the property of Aircastle Limited and shall not be disclosed, copied, distributed or transmitted, or used for any purpose, without the express written consent of Aircastle Limited.

## Q2 2013 Highlights

---

- Lease rental and finance lease revenue of \$162.0 million versus \$154.6 million in Q2:12, up 5%
- Adjusted EBITDA<sup>1</sup> of \$183.4 million versus \$157.2 million in Q2:12, up 17%
- Net income of \$32.9 million, or \$0.48 per diluted share, up 101%
- Adjusted net income<sup>1</sup> of \$46.0 million, or \$0.67 per diluted share, up 79%
- More than \$960 million of closed or committed aircraft investments for 2013; more than \$450 million closed in 1H:13
- Eleven aircraft sold during the first half of 2013; second quarter gains on sale of \$21.3 million
- 98% fleet utilization and 13.4% rental yield
- On July 12, 2013 closed sale of shares to Marubeni Corporation; gross proceeds of \$209 million
- In early, August increased bank revolver from \$150 million to \$335 million and expanded the size of the bank group to seven from four
- Common dividend of \$0.165 declared; 29<sup>th</sup> consecutive quarterly dividend

1. See appendix for GAAP to Non-GAAP reconciliation.

## Marubeni Acquires 15.25% of AYR Common Stock

### Transaction Overview

- On July 12<sup>th</sup>, Marubeni acquired 15.25% of Aircastle's common shares, after giving effect to the issuance, at a price of \$17.00 per share
  - Gross proceeds of approximately \$209 million
- Marubeni is a leading Japanese trading company with more than 150 years of history
  - Involved in the handling of products and provision of services in a broad range of sectors globally, including transportation machinery
- Aircastle and Marubeni also entered into a shareholder agreement that became effective upon the completion of the issuance
  - Marubeni designated two directors to Aircastle's board
  - Three-year restriction on transferring shares
  - Provisions relating to Marubeni's ability to transfer and acquire Aircastle's securities

### Benefits for Aircastle

- Strategic, long term investor with global orientation
- Strong presence in Japan
  - Enhanced access to home market funding sources and transactions with airlines and investors
- Equity issuance at a significant premium to pre-transaction trading levels
  - 14.5% premium to pre-announcement share price
  - 17.0% premium to pre-announcement 50-day moving average share price
- New equity capital improves Aircastle's capital base and credit profile

## Q2:13 Revenue Summary

- Lease rental and finance lease revenue of \$162.0 million was \$7.5 million higher, or up 5%, versus Q2:12
  - \$26.1 million higher from new aircraft acquisitions, offset by reductions from aircraft sales of \$9.5 million and \$9.1 million in reductions from lease extensions, transitions, conversions and terminations
- Amortization of net lease premiums, discounts and incentives increased \$10.8 million
  - Driven by lease incentive reversals resulting from early lease terminations in Q2:12
- Interest income and other revenue increased net \$1.9 million
  - Primarily due to fees associated with an early lease termination
  - No interest income due to the maturity and repayment of a debt investment in Q1:13
- Q2:13 annualized lease rental<sup>1</sup> exit run rate of \$659 million, including \$321 million from 76 unencumbered aircraft

Revenue Summary		
\$ in millions	Q2:12	Q2:13
Lease Rental and Finance Lease Revenue	\$ 154.6	\$ 162.0
Amortization of Net Lease Discounts and Lease Incentives	2.0	(8.7)
Maintenance Revenue	13.5	13.2
<b>Total Lease Rentals</b>	<b>170.2</b>	<b>166.5</b>
Interest Income and Other Revenue	2.0	3.9
<b>Total Revenues</b>	<b>\$ 172.2</b>	<b>\$ 170.4</b>

1. Rents collected under our finance leases are included in the lease rental exit run rate, and represents \$25.8 million of the total lease rental exit run rate.

## Q2:13 Earnings Summary

- Adjusted net income was \$46.0 million, up \$20.3 million from Q2:12, primarily due to
  - Higher gains from the sales of aircraft which increased \$18.5 million, lower aircraft impairment charges which decreased \$10.1 million and lower adjusted interest of \$1.1 million, offset by
  - Higher depreciation expense which increased \$5.0 million, a higher tax provision of \$2.4 million and higher SG&A excluding share based compensation of \$1.5 million
- Adjusted EBITDA was \$183.4 million, up \$26.3 million from Q2:12, primarily due to
  - Higher gains from the sales of aircraft which increased \$18.5 million and higher lease rental and finance lease revenues which increased \$7.5 million

Earnings Summary		
\$ in millions, except per share amounts	Q2:12	Q2:13
<b>Net Income</b>	<b>\$ 16.3</b>	<b>\$ 32.9</b>
per diluted common share	\$ 0.23	\$ 0.48
<b>Adjusted Net Income</b>	<b>\$ 25.8</b>	<b>\$ 46.0</b>
per diluted common share	\$ 0.36	\$ 0.67
<b>EBITDA</b>	<b>\$ 146.8</b>	<b>\$ 184.0</b>
<b>Adjusted EBITDA</b>	<b>\$ 157.2</b>	<b>\$ 183.4</b>

NOTE: See appendix for GAAP to Non-GAAP reconciliation

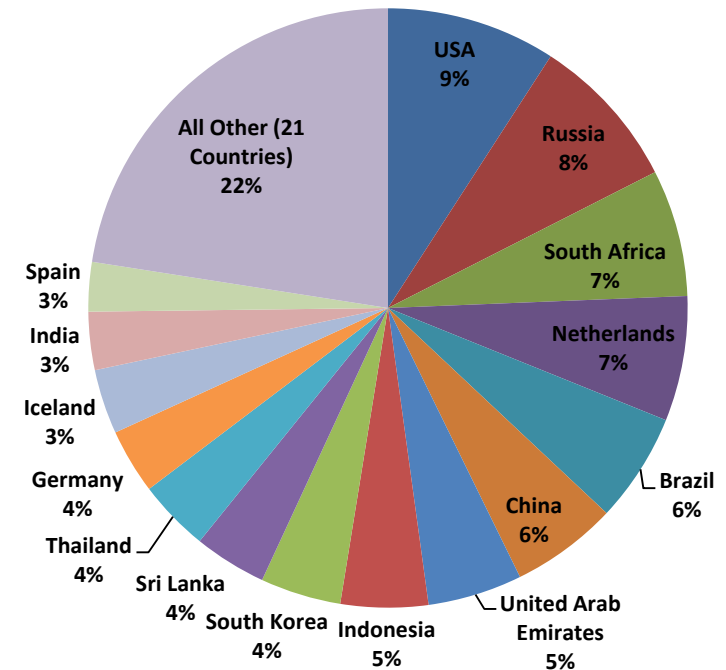
# Aircraft Diversification by Customer and Geography

## Broad Portfolio Diversification by Lessee and Country 67 Customers in 36 Countries

Largest Customer Exposure is less than 7% of Total NBV \*

TOP TEN CUSTOMERS			
% of NBV *	Customer	Country	# Aircraft
Greater than 6% per customer	South African Airways	South Africa	4
3% to 6% per customer	Emirates	United Arab Emirates	2
	US Airways	USA	11
	Garuda	Indonesia	4
	SriLankan Airlines	Sri Lanka	5
	Airbridge Cargo <sup>1</sup>	Russia	2
	Thai Airways	Thailand	1
	Martinair <sup>2</sup>	Netherlands	4
	Jet Airways	India	6
	Azul	Brazil	5

Largest Country Exposure is 9% of Total NBV \*



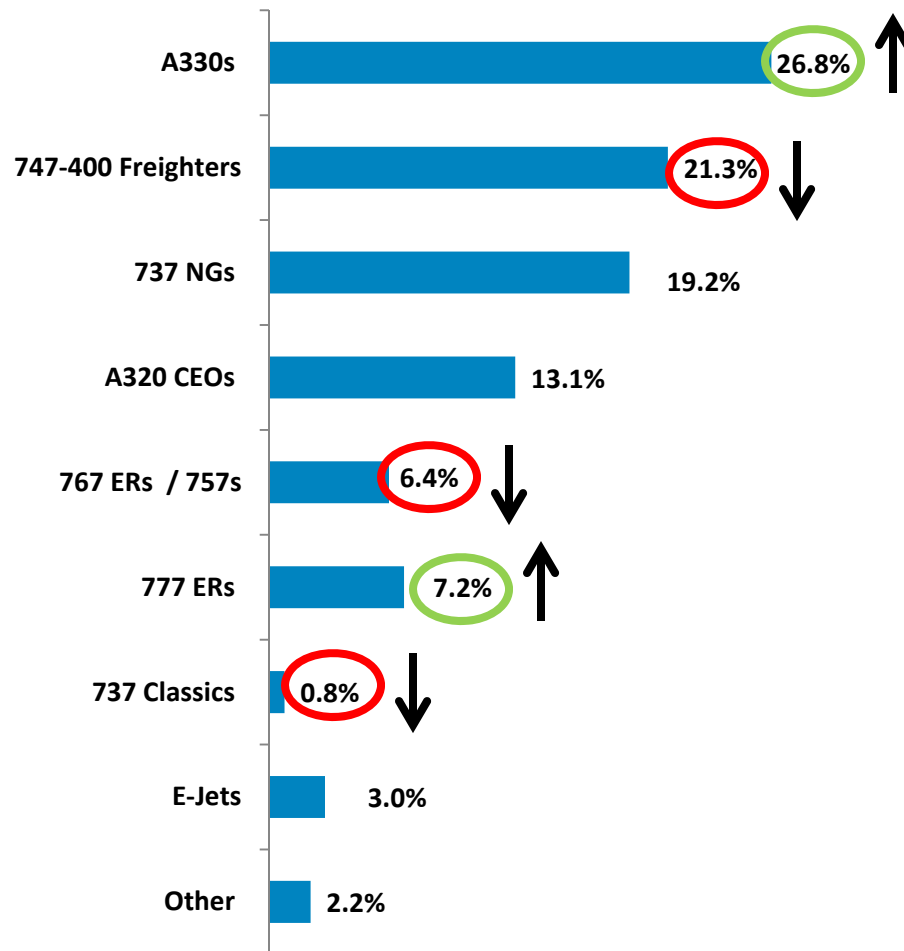
\* Percentage of net book value. Figures as of June 30, 2013.

1. Guaranteed by Volga-Dnepr Airlines.

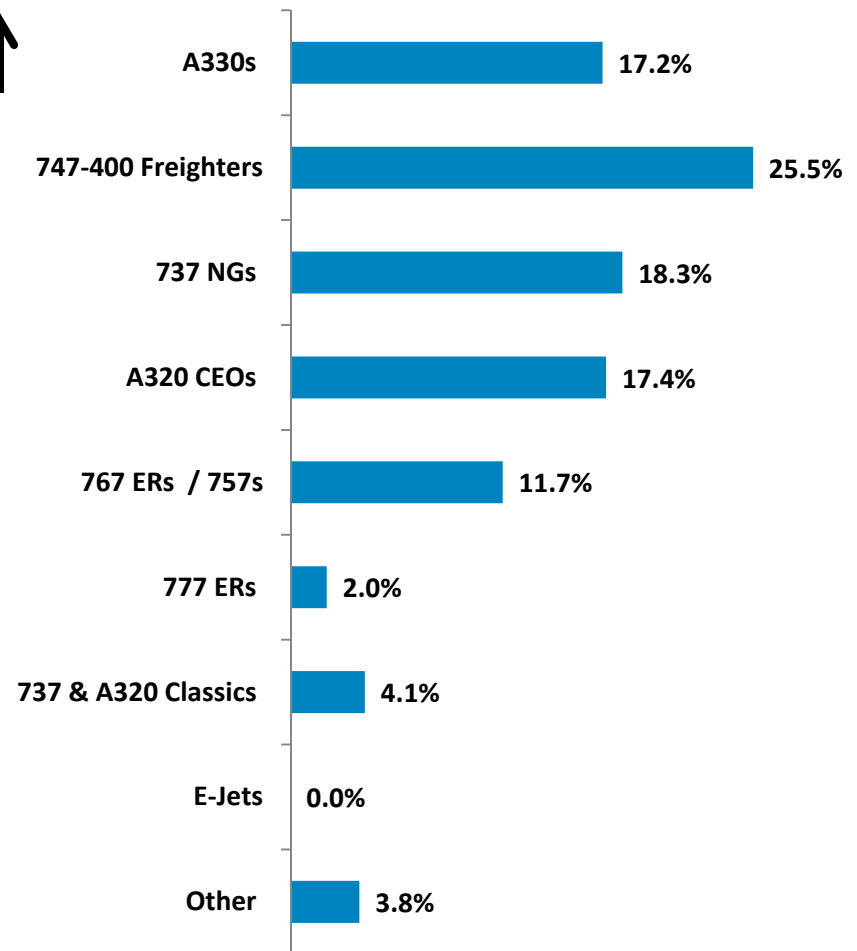
2. Martinair is a wholly owned subsidiary of KLM. If combined with KLM and two other affiliated customers, the four customers represent 7% of flight equipment held for lease.

## Evolving Portfolio Mix

June 30, 2013 Diversification by Aircraft Type<sup>1</sup>



December 31, 2009 Diversification by Aircraft Type<sup>1</sup>



Figures as of June 30, 2013 and December 31, 2009.  
1. Percentage of net book value.



## New Investments Transforming the Portfolio

- Invested a total of \$1.8 billion during 2011 to 2012
- Acquired \$554 million in aviation assets to date during 2013
- Since 2011, 66% invested in aircraft less than five years old, mostly in wide bodies
- Mid-aged aircraft investments continue to play an important role

*\$ millions*

<i>Age of Aircraft Acquired</i>	2011	2012	Closed through 08/05/2013
0 – 5 years	\$728	\$423	\$395
5 – 10 years	-	\$119	\$107
10 – 15 years	\$176	\$166	\$40
> 15 years	\$92	\$92	\$12
<b>Total Invested</b>	<b>\$996</b>	<b>\$799<sup>(1)</sup></b>	<b>\$554<sup>(2)</sup></b>

<i>Type of Aircraft Acquired</i>	2011	2012	Closed through 08/05/2013
Wide / Mid-body	\$669	\$383	\$375
Narrow-body / E-Jets	\$148	\$359	\$180
Freighters	\$179	\$57	-
<b>Total Invested</b>	<b>\$996</b>	<b>\$799<sup>(1)</sup></b>	<b>\$554<sup>(2)</sup></b>

<sup>1</sup> Excludes a \$44 million secured note.

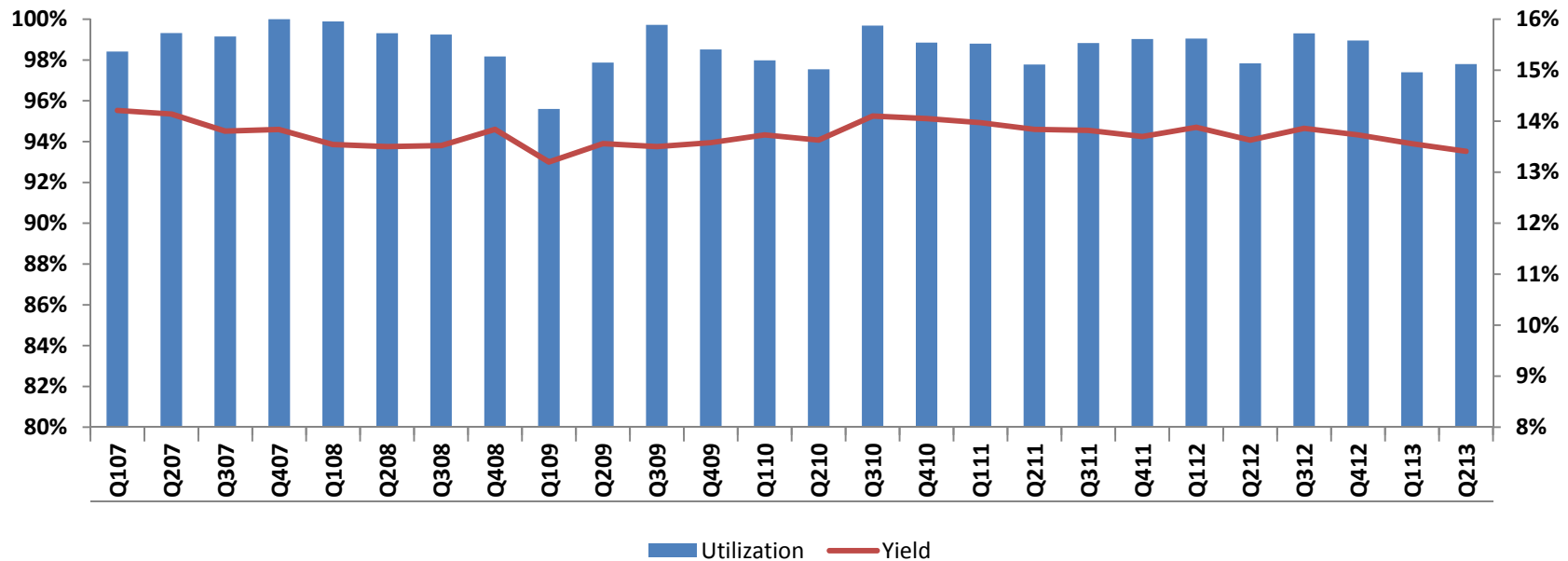
<sup>2</sup> Excludes \$413 million of additional committed aircraft acquisitions that are expected to close in the 3<sup>rd</sup> and 4<sup>th</sup> quarters of 2013.

## Strong Overall Portfolio Performance

*Diversified Portfolio and Active Asset Management Drive Performance*

- We monitor our customers carefully and actively manage the portfolio
- Portfolio utilization of 98%-99% and rental yield of 14% over past six years
- Q2 2013 utilization of 98% and rental yield of 13.4%

Historical Revenue Utilization<sup>1</sup> and Yield<sup>2</sup>



1. Aircraft on-lease days as a percent of total days in period weighted by NBV.

2. Calculated as lease rental revenue / average NBV of flight equipment for the period. Rental revenue does not include maintenance revenue.

## Placement Progress

- 39 placements or sales completed in 2012
- For 2013, only five aircraft remaining to place or sell representing 1.8% of total NBV
  - Three remaining placements comprise in-demand 737-800s; two aircraft are likely end of life sales
  - Began 2013 with 19 scheduled lease expirations
  - In the first half of 2013, also leased or sold seven aircraft that were off-lease earlier in the year
- No off-lease aircraft at the end of Q2:13
- As of August 5, 2013, 34 remaining scheduled lease expirations for 2014 representing 15.5% of total NBV
  - Eight aircraft are likely end of life sales

	Number of Scheduled Lease Expirations	% of Total NBV
<b>2014</b>	<b>37</b>	<b>17%</b>
<b>2015</b>	<b>19</b>	<b>7%</b>
<b>2016</b>	<b>26</b>	<b>12%</b>
<b>2017</b>	<b>27</b>	<b>21%</b>

*NBV in \$ millions. Figures as of June 30, 2013 except where otherwise noted.*

## Q2 2013 – Earnings Contributions from Asset Sales

- Three A330-200 freighters were sold to one of our lessees for an earnings contribution of \$14.7 million
  - Interest, net expense reflects \$5.8 million of non-cash finance charges and \$3 million of loan breakage
- Six other aircraft were sold, in some cases, on a part-out basis, for a net earnings contribution of \$2.9 million

<i>\$ millions</i>	Sale of A330-200 freighters	Other Asset Sales
Maintenance Revenues		\$8.9
Depreciation		(\$2.1)
Interest, net	(\$8.8)	
Maintenance & Other Costs		(\$1.7)
Gain (Loss) on Sale	\$23.6	(\$2.3)
Net Earnings Contribution	\$14.7	\$2.9

## Aircraft Sales

2011	2012	H1 2013
<ul style="list-style-type: none"> <li>• Thirteen aircraft sold               <ul style="list-style-type: none"> <li>– Aggregate sales price of approx. \$500 million</li> </ul> </li> <li>• Weighted average age: six years               <ul style="list-style-type: none"> <li>– eight narrow-bodies: 29%</li> <li>– five wide-bodies: 71%</li> </ul> </li> <li>• Disposals primarily opportunistic; capital gains driven</li> <li>• Gains of \$39.1 million</li> </ul>	<ul style="list-style-type: none"> <li>• Eight aircraft sold               <ul style="list-style-type: none"> <li>– Aggregate sales price of approx. \$65 million</li> </ul> </li> <li>• Weighted average age: 17 years               <ul style="list-style-type: none"> <li>– six narrow-bodies: 44%</li> <li>– two wide-bodies: 56%</li> </ul> </li> <li>• Primary focus on end of life aircraft and capital efficiency</li> <li>• Gains of \$5.7 million</li> </ul>	<ul style="list-style-type: none"> <li>• Eleven aircraft sold               <ul style="list-style-type: none"> <li>– Aggregate sales price of approx. \$250 million</li> </ul> </li> <li>• Sold three A330Fs with a weighted average age of three years and eight older aircraft with a weighted average age of 21 years               <ul style="list-style-type: none"> <li>– Total A330F proceeds: \$217 million</li> <li>– Other sale proceeds: \$29 million</li> </ul> </li> <li>• Opportunistic, capital gains driven and select older aircraft sales</li> <li>• Gains of \$22.5 million</li> </ul>

***Significant capital gains in H1 2013 via an opportunistic sale of freighters as well as targeted older aircraft sales***

## Positive Portfolio Trends

	Owned Aircraft as of Dec. 31, 2010 <sup>1</sup>	Owned Aircraft as of Dec. 31, 2011 <sup>1</sup>	Owned Aircraft as of Dec. 31, 2012 <sup>1</sup>	Owned Aircraft as of June 30, 2013 <sup>1</sup>
<b>Flight Equipment Held for Lease (\$ millions)</b>	<b>\$4,066</b>	<b>\$4,388</b>	<b>\$4,783</b>	<b>\$4,779</b>
<b>Unencumbered Flight Equipment (\$ millions)</b>	<b>\$595</b>	<b>\$677</b>	<b>\$2,092</b>	<b>\$2,346</b>
<b>Number of Aircraft</b>	<b>136</b>	<b>144</b>	<b>159</b>	<b>158</b>
<b>Number of Unencumbered Aircraft</b>	<b>18</b>	<b>27</b>	<b>72</b>	<b>76</b>
<b>Passenger Aircraft (% of NBV)</b>	<b>67%</b>	<b>69%</b>	<b>71%</b>	<b>77%</b>
<b>Freighter Aircraft (% of NBV)</b>	<b>33%</b>	<b>31%</b>	<b>29%</b>	<b>23%</b>
<b>Weighted Avg. Fleet Age (years) <sup>2</sup></b>	<b>11.0</b>	<b>10.9</b>	<b>10.7</b>	<b>10.8</b>
<b>Weighted Avg. Lease Term (years) <sup>3</sup></b>	<b>4.7</b>	<b>4.9</b>	<b>5.0</b>	<b>4.7</b>
<b>Weighted Avg. Utilization (year-ended) <sup>4</sup></b>	<b>99%</b>	<b>99%</b>	<b>99%</b>	<b>98%</b>
<b>Portfolio Yield (year-ended) <sup>5</sup></b>	<b>13.9%</b>	<b>13.8%</b>	<b>13.8%</b>	<b>13.4%</b>

1. Calculated using net book value of flight equipment held for lease, net investment in finance leases and assets held for sale at period end.

2. Weighted average age (years) by net book value.

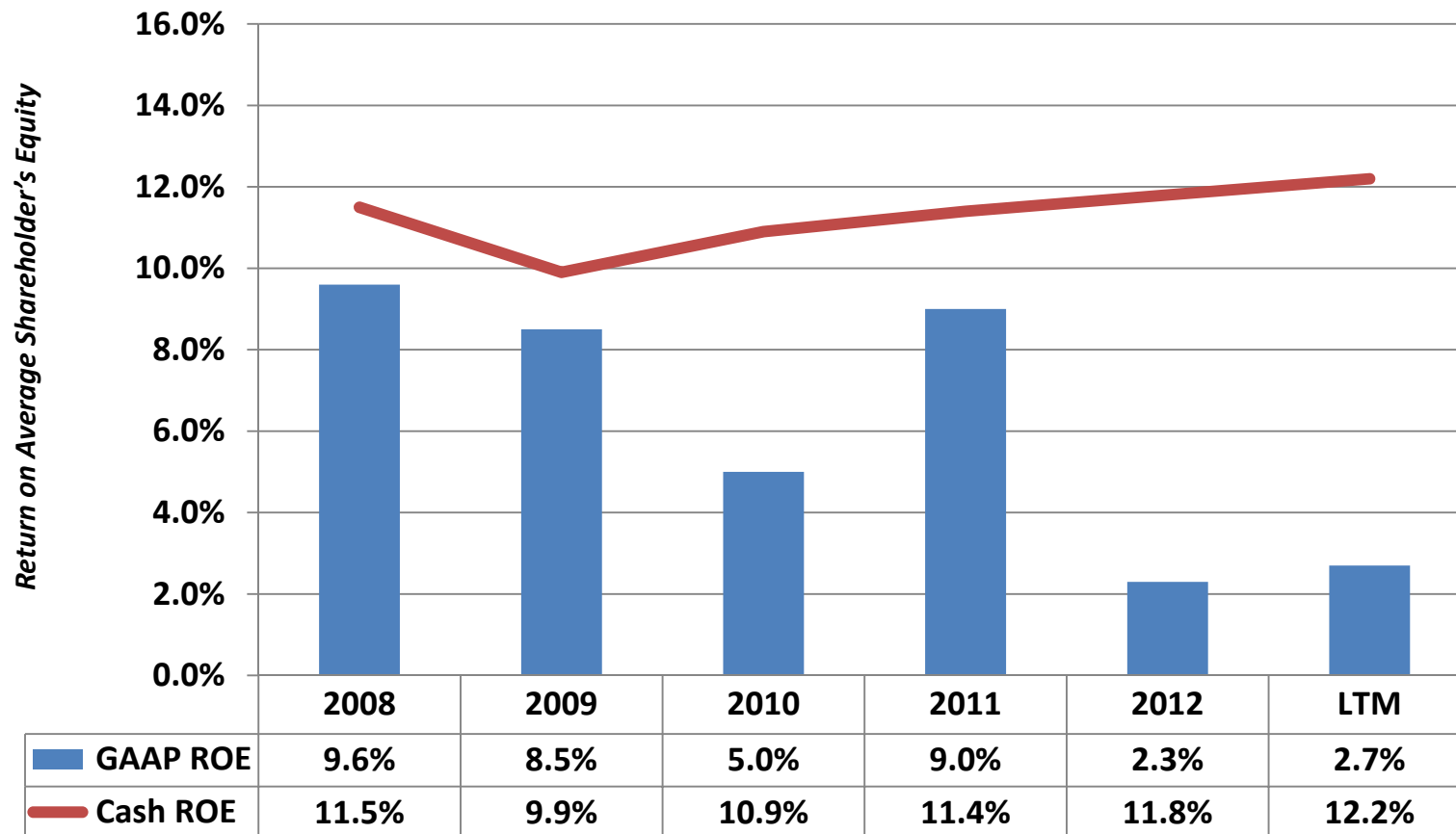
3. Weighted average remaining lease term (years) by net book value.

4. Aircraft on-lease days as a percent of total days in period weighted by net book value.

5. Lease rental revenue for the period as a percent of average net book value of flight equipment held for lease for the period.

## Cash ROE<sup>1</sup> – Higher and More Consistent vs. GAAP ROE<sup>2</sup>

- Maintenance revenue, non-cash interest expense and other non-cash charges contribute to “GAAP” volatility
- Cash returns illustrate greater consistency and strength of underlying business

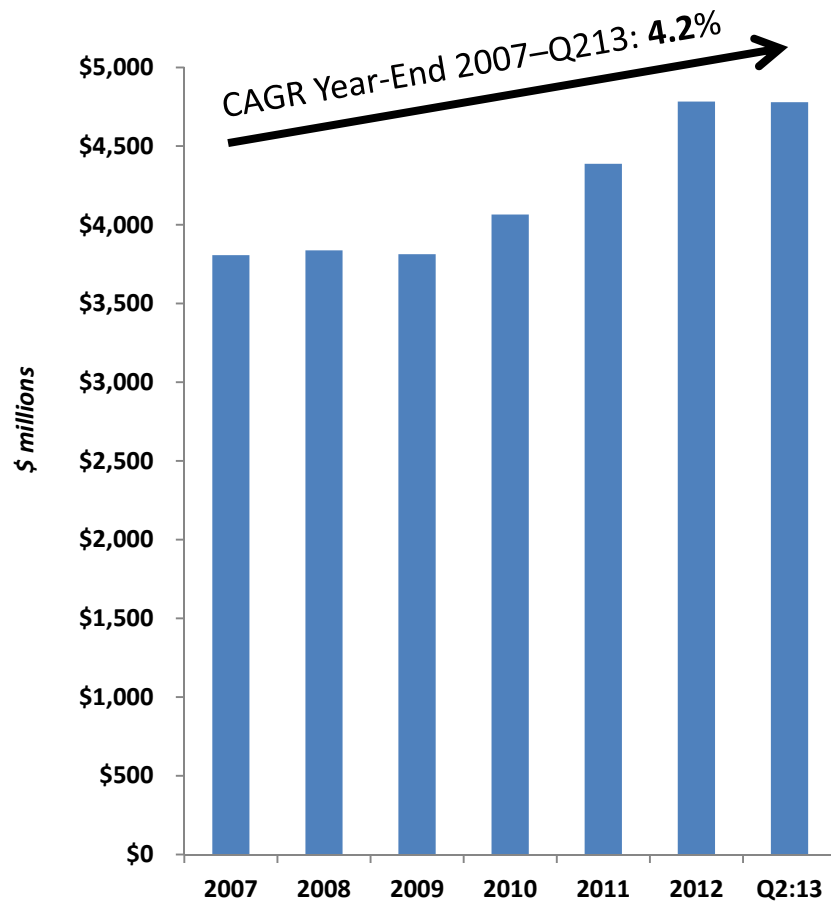


1. Cash ROE = Cash Flow From Operations plus collections on finance leases plus gain (loss) on sale of flight equipment minus depreciation, divided by average shareholder's equity.

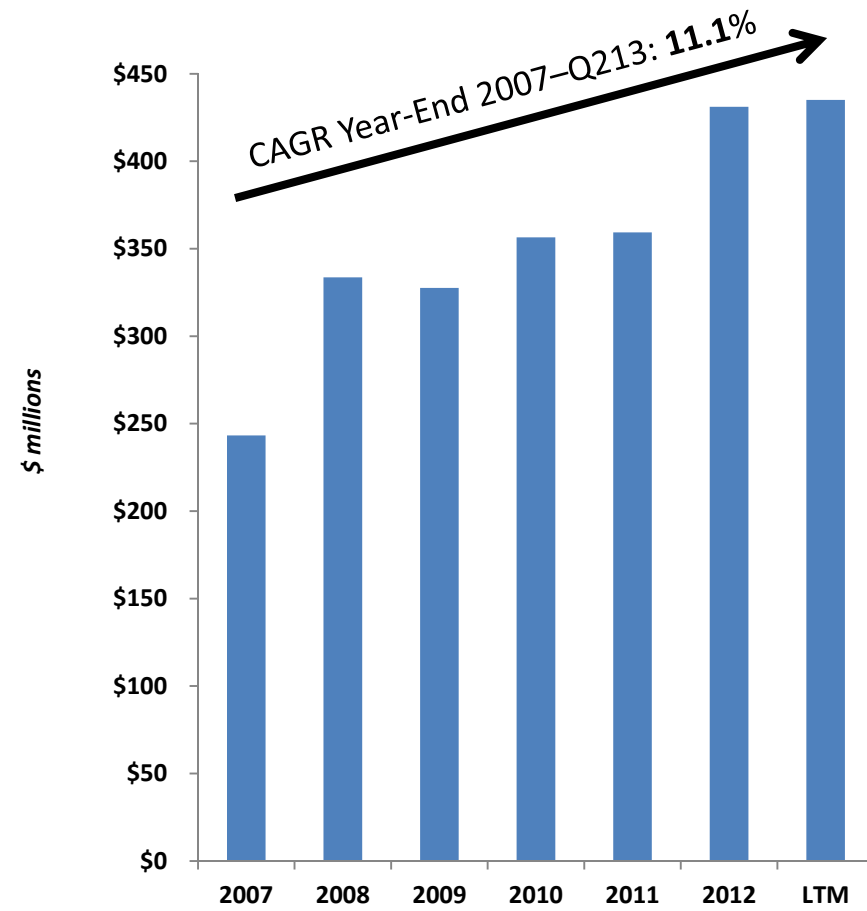
2. Net income as reported, divided by average shareholder's equity.

NOTE: See appendix for GAAP to Non-GAAP reconciliation.

## Operating Cash Flow<sup>1</sup> Outpaces Asset Growth



**NBV of Flight Equipment<sup>2</sup>**



**Operating Cash Flow<sup>1</sup>**

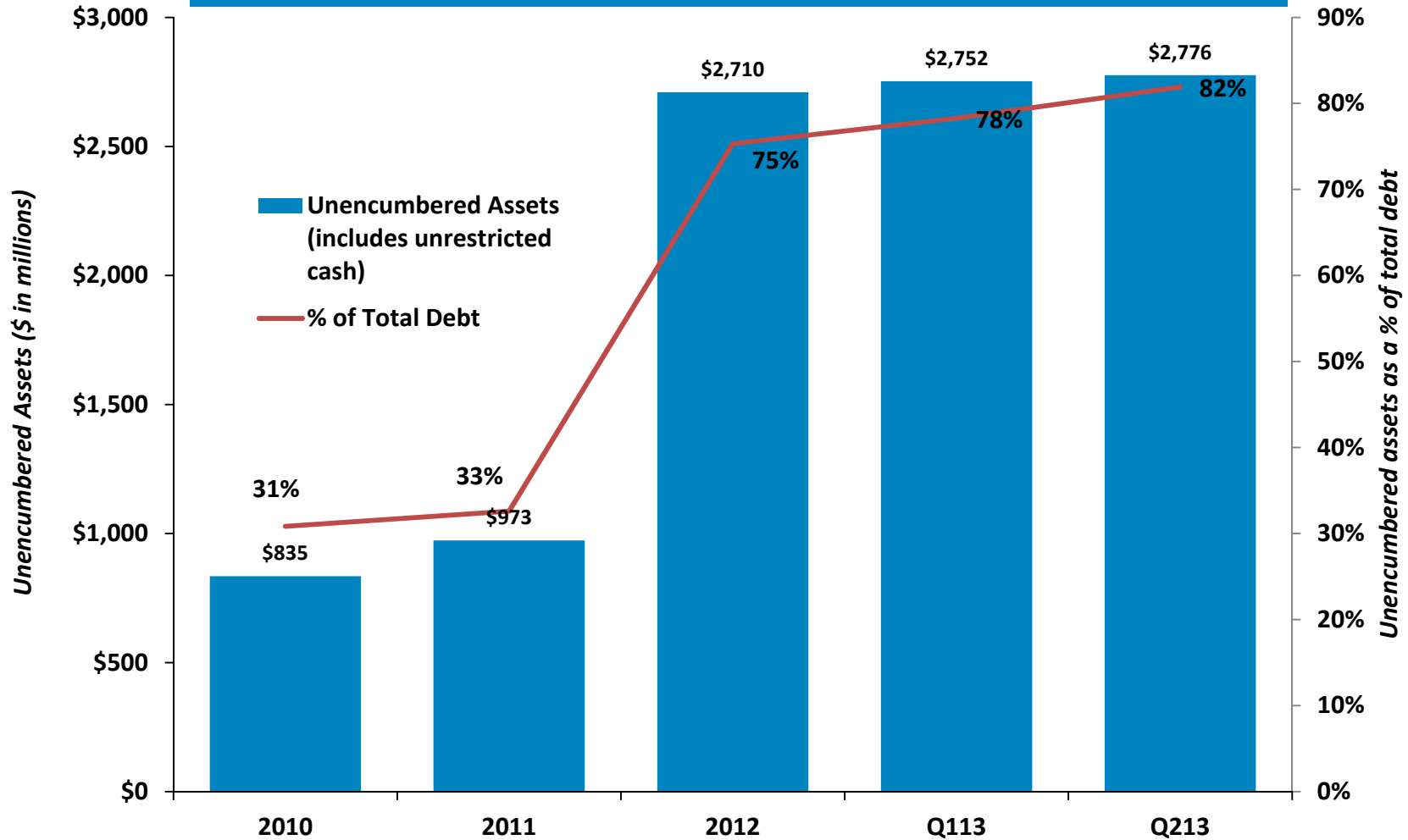
1. Cash flow from operations plus collections on finance leases.
2. Total period end Net Book Value of flight equipment plus finance leases and assets held for sale.

NOTE: See appendix for GAAP to Non-GAAP reconciliation.



# Unencumbered Assets to Debt Has Been Increasing Steadily

*Aircastle's Net Book Value of Unencumbered Assets is Increasing as a Percentage of Total Debt*



Source: Aircastle

## Capital Structure and Liquidity Summary: June 30, 2013

- Unrestricted cash of \$430 million; \$335 million undrawn revolving credit facility
- Q2:13 net debt to equity ratio of 2.0x; net debt to total capitalization ratio of 61%
  - No significant maturities until 2017

### Aircastle's Capital Structure

(\$ in millions)	As of Dec. 31, 2012		As of June 30, 2013	
	\$		\$	
Unrestricted cash and cash equivalents	618		430	
Debt	<u>O/S</u>	<u>Rate<sup>1</sup></u>	<u>O/S</u>	<u>Rate<sup>1</sup></u>
Securitization No. 1	310	5.78%	253	5.78%
Securitization No. 2	773	1.58%	682	1.58%
Term Financing No. 1	-	-	-	-
ECA Term Financings	653	3.22%	515	3.06%
Bank Financings	113	4.31%	189	2.71%
Total Secured Debt	1,848	3.03%	1,639	2.82%
Senior Notes due 2018	451	9.75%	451	9.75%
Senior Notes due 2017	500	6.75%	500	6.75%
Senior Notes due 2019	500	6.25%	500	6.25%
Senior Notes due 2020	300	7.63%	300	7.63%
Total Unsecured Debt	1,751	7.53%	1,751	7.53%
Total Debt and Weighted Avg. Rate	3,599	5.22%	3,389	5.25%
Shareholders' equity	1,416		1,472	
Total capitalization	\$ 5,014		\$ 4,862	
Net debt to equity	2.1 x		2.0 x	
Secured debt to total debt	51%		48%	
Net debt to total capitalization	59%		61%	

1. Reflects the fixed swap rate in effect plus the margin for Securitization No. 1, Securitization No. 2 and one of our ECA Term Financings. All other financings have a fixed rate.

## Q3:13 Selected Financial Guidance Elements

Guidance Item	Q3:13 Guidance
Lease rental revenue	\$160 - \$162 million
Finance lease revenue	~\$4 million
Maintenance revenue	\$2 - \$3 million
Amortization of lease premiums, discounts and incentives	\$10 - \$12 million
SG&A	\$12 - \$13 million
Depreciation	\$70 - \$72 million
Interest, net <sup>1</sup>	\$57 - \$59 million
Tax rate	10% - 11%
WA Diluted Shares <sup>2</sup>	79.2 million

1. Includes approximately \$5 million of hedge loss amortization.

2. Total Weighted Average Diluted Shares which includes restricted shares of 631,368

# Appendix

## Supplemental Financial Information

(Amounts in thousands, except per share amounts)	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2013	2012	2013
Revenues	\$ 172,181	\$ 170,378	\$ 337,096	\$ 346,567
EBITDA	\$ 146,844	\$ 184,030	\$ 297,468	\$ 346,811
Adjusted EBITDA	\$ 157,172	\$ 183,426	\$ 309,085	\$ 352,002
Adjusted net income	\$ 25,756	\$ 46,040	\$ 58,128	\$ 73,452
Adjusted net income allocable to common shares	\$ 25,546	\$ 45,615	\$ 57,638	\$ 72,906
Per common share - Basic	\$ 0.36	\$ 0.67	\$ 0.80	\$ 1.07
Per common share - Diluted	\$ 0.36	\$ 0.67	\$ 0.80	\$ 1.07
Basic common shares outstanding	71,723	67,829	71,710	67,863
Diluted common shares outstanding	71,723	67,829	71,710	67,863

## Reconciliation of GAAP to Non-GAAP Measures – EBITDA and Adjusted EBITDA

	<u>Three Months Ended June 30,</u>		<u>Six Months Ended June 30,</u>	
	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>2013</u>
	<b>(Dollars in thousands)</b>			
Net income	\$ 16,324	\$ 32,854	\$ 48,926	\$ 55,918
Depreciation	67,097	72,079	131,611	141,979
Amortization of net lease discounts and lease incentives	(2,044)	8,709	(446)	15,790
Interest, net	64,121	66,656	113,102	125,808
Income tax provision	<u>1,346</u>	<u>3,732</u>	<u>4,275</u>	<u>7,316</u>
EBITDA	\$ 146,844	\$ 184,030	\$ 297,468	\$ 346,811
Adjustments:				
Impairment of aircraft	10,111	—	10,111	6,199
Non-cash share based payment expense	929	1,053	2,105	1,864
Gain on mark to market of interest rate derivative contracts	<u>(712)</u>	<u>(1,657)</u>	<u>(599)</u>	<u>(2,872)</u>
Adjusted EBITDA	<u>\$ 157,172</u>	<u>\$ 183,426</u>	<u>\$ 309,085</u>	<u>\$ 352,002</u>

We define EBITDA as income (loss) 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-US GAAP measure is helpful in identifying trends in our performance. This measure provides an assessment of controllable expenses and affords management the ability to make decisions which are expected to facilitate meeting current financial goals as well as achieving optimal financial performance. It provides an indicator for management to determine if adjustments to current spending decisions are needed. EBITDA provides us with a measure of operating performance because it assists us in comparing our operating performance on a consistent basis as it removes the impact of our capital structure (primarily interest charges on our outstanding debt) and asset base (primarily depreciation and amortization) from our operating results. Accordingly, this metric measures our financial performance based on operational factors that management can impact in the short-term, namely the cost structure, or expenses, of the organization. EBITDA is one of the metrics used by senior management and the board of directors to review the consolidated financial performance of our business. We define Adjusted EBITDA as EBITDA (as defined above) further adjusted to give effect to adjustments required in calculating covenant ratios and compliance as that term is defined in the indenture governing our senior unsecured notes. Adjusted EBITDA is a material component of these covenants..

## Reconciliation of GAAP to Non-GAAP Measures – Adjusted Net Income

	<u>Three Months Ended June 30,</u>		<u>Six Months Ended June 30,</u>	
	<u>2012</u>	<u>2013</u>	<u>2012</u>	<u>2013</u>
	<u>(Dollars in thousands)</u>			
Net income	\$ 16,324	\$ 32,854	\$ 48,926	\$ 55,918
Loan termination fee <sup>(1)</sup>	—	2,954	—	2,954
Ineffective portion and termination of hedges <sup>(1)</sup>	1,885	2,003	366	2,131
Gain on mark to market of interest rate derivative contracts <sup>(2)</sup>	(712)	(1,657)	(599)	(2,872)
Write-off of deferred financing fees <sup>(1)</sup>	2,914	3,825	2,914	3,825
Stock compensation expense <sup>(3)</sup>	929	1,053	2,105	1,864
Term Financing No. 1 hedge loss amortization charges <sup>(1)</sup>	4,416	4,604	4,416	8,887
Securitization No. 1 hedge loss amortization charges <sup>(1)</sup>	—	404	—	745
Adjusted net income	<u>\$ 25,756</u>	<u>\$ 46,040</u>	<u>\$ 58,128</u>	<u>\$ 73,452</u>

1. Included in Interest, net.

2. Included in Other income (expense).

3. Included in Selling, general and administrative expenses.

Beginning with our report for the quarter ended March 31, 2012, management, to be more consistent with reporting practices of peer aircraft leasing companies, has revised the calculation of ANI to no longer exclude gains (losses) on sales of assets, and to exclude non-cash share based payment expense in the calculation of ANI. Beginning with our quarterly report for the quarter ended June 30, 2012, we also excluded Term Financing No. 1 hedge loss amortization charges which are reported in Interest, net on our consolidated statement of income from the calculation of ANI. The same applies to hedge loss amortization charges associated with Securitization No. 1, which began in the first quarter of 2013. The calculation of ANI for the three months ended March 31, 2012 has been revised to be comparable with the current period presentation.

Management believes that ANI, when viewed in conjunction with the Company's results under US GAAP and the below reconciliation, provides useful information about operating and period-over-period performance, and provides 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 and gains or losses related to flight equipment and debt investments.

## Reconciliation of GAAP to Non-GAAP Measures – Operating Cash Flow

(\$ thousands)	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>LTM</u>
Net cash provided by operating activities	\$ 333,626	\$ 327,641	\$ 356,530	\$ 359,377	\$ 427,277	\$ 428,608
Collections on Finance Leases	-	-	-	-	3,852	6,428
Operating Cash Flow	<u>\$ 333,626</u>	<u>\$ 327,641</u>	<u>\$ 356,530</u>	<u>\$ 359,377</u>	<u>\$ 431,129</u>	<u>\$ 435,036</u>

*Management believes that Operating Cash Flow when viewed in conjunction with the Company's results under US 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 non-cash revenue and expense items and interest rate derivative accounting.*



## Reconciliation of GAAP to Non-GAAP Measures – Cash Earnings and Cash ROE

\$ in thousands	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>LTM</u>
Net cash provided by operating activities	\$ 333,626	\$ 327,641	\$ 356,530	\$ 359,377	\$ 427,277	\$ 428,608
Collections on Finance Leases	-	-	-	-	3,852	6,428
Gain on Sale of Flight Equipment	6,525	1,162	7,084	39,092	5,747	25,205
Less: Depreciation	(201,759)	(209,481)	(220,476)	(242,103)	(269,920)	(280,288)
Cash Earnings	<u>\$ 138,392</u>	<u>\$ 119,322</u>	<u>\$ 143,138</u>	<u>\$ 156,366</u>	<u>\$ 166,956</u>	<u>\$ 179,953</u>
Average Shareholder's Equity	\$ 1,203,372	\$ 1,201,702	\$ 1,316,978	\$ 1,373,663	\$ 1,410,117	\$ 1,469,944
Cash Earnings / Average Shareholder's Equity	11.5%	9.9%	10.9%	11.4%	11.8%	12.2%

*Note: Average Shareholder's Equity is the sum of the current and prior year shareholder's equity divided by two. Management believes that the cash return on equity metric (Cash ROE) when viewed in conjunction with the Company's results under US 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 non-cash revenue and expense items and interest rate derivative accounting.*

## Supplemental Financial Information

	Three Months Ended 30-Jun-13		Six Months Ended 30-Jun-13	
	Shares	Percent <sup>2</sup>	Shares	Percent <sup>2</sup>
<b><u>Weighted-average shares:</u></b>				
Common shares outstanding – Basic	67,829	99.08%	67,863	99.26%
Unvested restricted common shares	631	0.92%	508	0.74%
Total weighted-average shares outstanding	68,460	100.00%	68,371	100.00%
Common shares outstanding – Basic	67,829	100.00%	67,863	100.00%
Effect of dilutive shares <sup>1</sup>	---	---	---	---
Common shares outstanding – Diluted	67,829	100.00%	67,863	100.00%
<b><u>Net income allocation</u></b>				
Net income	\$32,854	100.00%	\$55,918	100.00%
Distributed and undistributed earnings allocated to unvested restricted shares	-303	-0.92%	-416	-0.74%
Earnings available to common shares	\$32,551	99.08%	\$55,502	99.26%
<b><u>Adjusted net income allocation</u></b>				
Adjusted net income	\$46,040	100.00%	\$73,452	100.00%
Amounts allocated to unvested restricted shares	-425	-0.92%	-546	-0.74%
Amounts allocated to common shares	\$45,615	99.08%	\$72,906	99.26%

1. The Company had no dilutive common share equivalents for the period presented.
2. Percentages rounded to two decimal places.

## Supplemental Financial Information

	Three Months Ended 30-Jun-12		Six Months Ended 30-Jun-12	
	Shares	Percent <sup>(2)</sup>	Shares	Percent <sup>(2)</sup>
<b><u>Weighted-average shares:</u></b>				
Common shares outstanding – Basic	71,723	99.19%	71,710	99.16%
Unvested restricted common shares	589	0.81%	610	0.84%
Total weighted-average shares outstanding	72,312	100.00%	72,320	100.00%
Common shares outstanding – Basic	71,723	100.00%	71,709	100.00%
Effect of dilutive shares <sup>1</sup>	---	---	---	---
Common shares outstanding – Diluted	71,723	100.00%	71,709	100.00%
<b><u>Net income allocation</u></b>				
Net income	\$16,324	100.00%	\$48,926	100.00%
Distributed and undistributed earnings allocated to unvested restricted shares	-133	-0.81%	-412	-0.84%
Earnings available to common shares	\$16,191	99.19%	\$48,514	99.16%
<b><u>Adjusted net income allocation</u></b>				
Adjusted net income	\$25,756	100.00%	\$58,128	100.00%
Amounts allocated to unvested restricted shares	-210	-0.81%	-490	-0.84%
Amounts allocated to common shares	\$25,546	99.19%	\$57,638	99.16%

1. The Company had no dilutive common share equivalents for the period presented.
2. Percentages rounded to two decimal places.

## Limitations of EBITDA, Adjusted EBITDA, Cash ROE and Operating Cash Flow

---

An investor or potential investor may find EBITDA, Adjusted EBITDA, Cash ROE and Operating Cash Flow important measures in evaluating our performance, results of operations and financial position. We use these non-US GAAP measures to supplement our US GAAP results in order to provide a more complete understanding of the factors and trends affecting our business.

EBITDA, Adjusted EBITDA, Cash Earnings, Cash ROE and Operating Cash Flow have limitations as analytical tools and should not be viewed in isolation or as substitutes for US GAAP measures of earnings. Material limitations in making the adjustments to our earnings to calculate EBITDA, Adjusted EBITDA, Cash ROE and Operating Cash Flow, and using these non-US GAAP measures as compared to US GAAP net income, income from continuing operations and cash flows provided by or used in operations, include:

- depreciation and amortization, though not directly affecting our current cash position, represent the wear and tear and/or reduction in value of our aircraft, which affects the aircraft's availability for use and may be indicative of future needs for capital expenditures;
- the cash portion of income tax (benefit) provision generally represents charges (gains), which may significantly affect our financial results;
- elements of our interest rate derivative accounting may be used to evaluate the effectiveness of our hedging policy; hedge loss amortization charges related to Term Financing No. 1 and Securitization No. 1; and
- adjustments required in calculating covenant ratios and compliance as that term is defined in the indenture governing our senior unsecured notes.

EBITDA, Adjusted EBITDA, Cash ROE and Operating Cash Flow are not alternatives to net income, income from operations or cash flows provided by or used in operations as calculated and presented in accordance with US GAAP. You should not rely on these non-US GAAP measures as a substitute for any such US GAAP financial measure. We strongly urge you to review the reconciliations to US GAAP net income, along with our consolidated financial statements included elsewhere in our Annual Report. We also strongly urge you to not rely on any single financial measure to evaluate our business. In addition, because EBITDA, Adjusted EBITDA, Cash ROE and Operating Cash Flow are not measures of financial performance under US GAAP and are susceptible to varying calculations, EBITDA, Adjusted EBITDA, Cash ROE and Operating Cash Flow as presented here, may differ from and may not be comparable to, similarly titled measures used by other companies.