


J.P. Morgan
Aviation, Transportation and Industrials Conference

March 14, 2018



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Disciplined investment strategy

Active portfolio management with an experienced team and an established platform

Flexible and efficient access to capital

Conservative financial leverage and a balanced approach towards capital allocation



Market Update – Overall Fundamentals Remain Strong

Air traffic continued growing rapidly in 2017; good demand for aircraft

Passenger traffic (RPKs) increased 7.6%; load factors reached record calendar-year high of 81.4%

Moderate fuel prices continue to drive record industry profits

Current technology narrow-body lease rental levels have been stable and values have been strong

Investor interest in aircraft remains strong; strong gains from the sale of flight equipment in 2017

We remain optimistic -- approaching new business opportunities with prudence, discipline, and a focus on value

Completed \$1.6 billion in aircraft acquisitions; acquired a record 68 aircraft

Placed seven wide-bodies on long-term leases

Sold 37 aircraft for \$833.6 million and \$55.2 million in gains

Full year sales included three wide-bodies, four freighters and our last six classic aircraft

99.3% full year utilization

2018 placements nearly complete; remaining task consists of four narrow-body aircraft (~1% of NBV)

Borrowed \$500 million @4.125%; repaid \$500 million @6.75%; \$13.1 million of annual interest savings

Increased quarterly dividend by 7.7%, to \$0.28 per share; eighth dividend increase in seven years; we've paid ~\$790 million in cumulative dividends as a public company

Key Financial Metrics – Full Year 2017

Cash ROE¹ was 15.0% in 2017 versus 12.3% in 2016

Net cash interest margin² was 8.6% versus 8.7% the prior year

Net income in 2017 was \$147.9 million versus \$151.5 million in 2016, or \$1.87 per diluted share versus \$1.92 per diluted share

Lease rental revenues² were \$747.0 million in 2017 versus \$742.4 million in 2016

Gain on sale of flight equipment totaled \$55.2 million in 2017 million versus \$39.1 million in 2016

Adjusted net income¹ was \$169.6 million in 2017 versus \$168.5 million in 2016 or \$2.15 per diluted share versus \$2.14 per diluted share

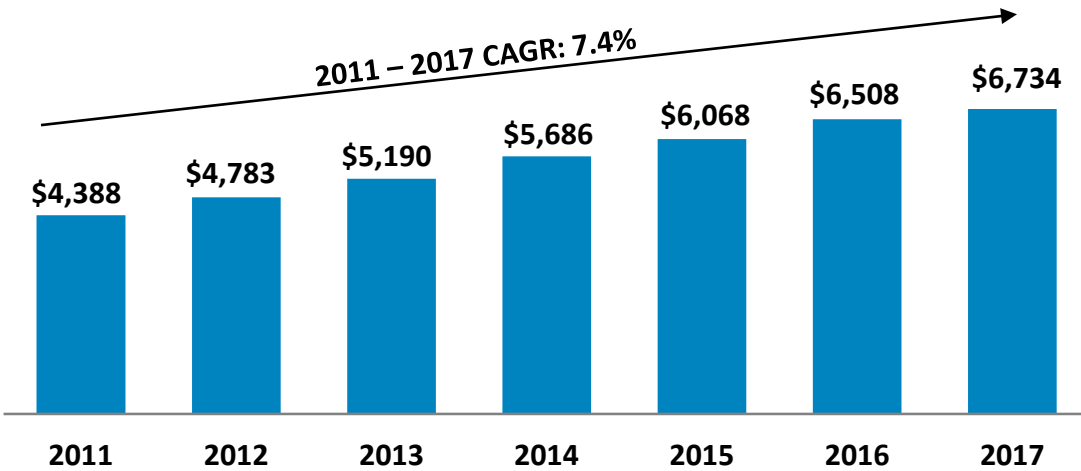
Adjusted EBITDA¹ was \$801.6 million in 2017, versus \$768.0 million in 2016

- 1. Refer to the selected financial information accompanying this presentation for a reconciliation of GAAP to Non-GAAP numbers.*
- 2. Includes finance and sales-type lease revenue.*

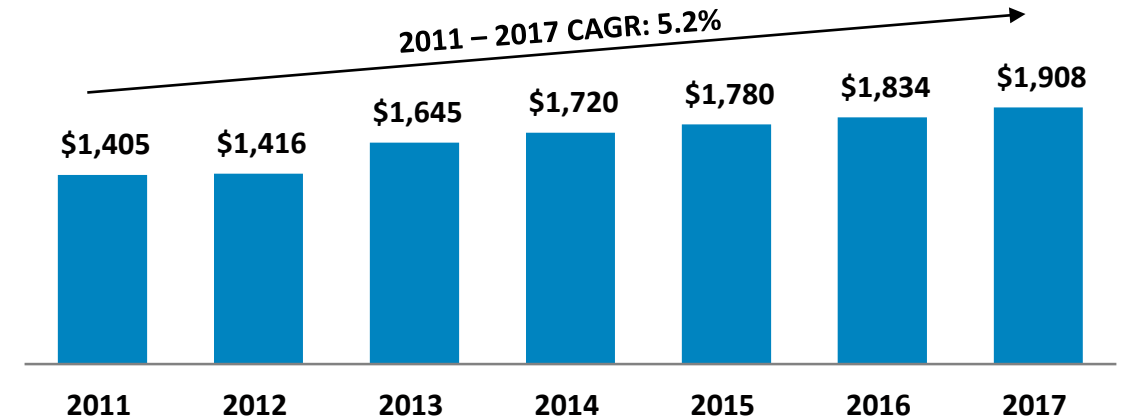
Selected Historical Financials Illustrate Our Disciplined Approach to Growth

(\$ in millions)

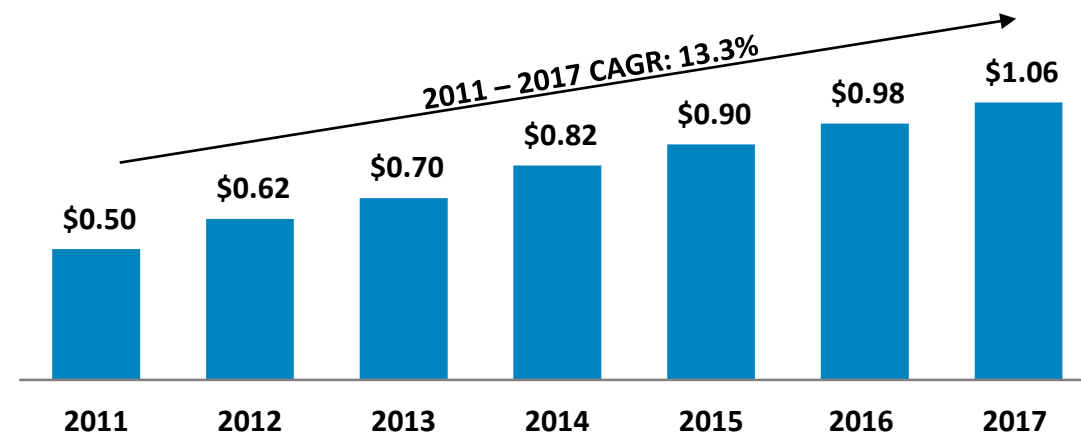
NBV of Flight Equipment



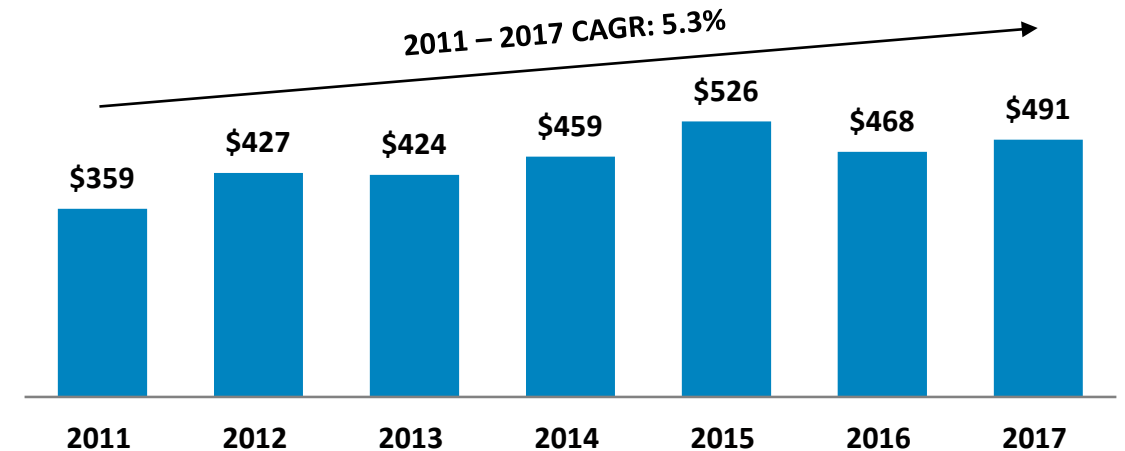
Total Equity



Dividends Paid Per Share



Operating Cash Flow



Acquisitions & Sales

FY aircraft acquisitions of \$1.6 billion; acquired 68 aircraft

Closed or committed to acquire an additional \$540 million in 2018

FY sales of \$834 million; sold 37 aircraft

Gain on sale of \$55.2 million

1. *Closed deals only through December 31, 2017*
2. *Assumed to be on last lease*
3. *Does not include one A320 sold by one of our JVs*
4. *Two A330s, one 777-300ER, four 747 freighter and six 757 classic aircraft sold in 2017*

2017 Acquisitions & Sales		
	Acquisitions ¹	Completed Sales
Investments / Sales Proceeds	\$1.6 billion	\$834 million
Total Number of Aircraft	68	37 ³
Narrow-bodies	67	30 ⁴
Wide-bodies	1 ²	3 ⁴
Freighters	—	4 ⁴

Positive Portfolio Trends

Expanded owned fleet by \$2.6 billion in the past seven years, a compound annual growth rate of 7.5%

Sold one joint venture aircraft in Q4:17, leaving twelve in our two JVs

1. Calculated using NBV* at period end.
2. Weighted average by NBV.

* NBV as used throughout this presentation includes the net book value of flight equipment held for lease and the net investment in finance and sales-type leases.

<i>\$ in billions</i>	YE 2010	YE 2017	YE 2017 vs YE 2010
Flight Equipment Held for Lease ¹	\$4.1	\$6.7	+\$2.6
Wtd. Avg. Fleet Age (years) ²	11.0	9.1	-1.9
Wtd. Avg. Lease Term (years) ²	4.7	5.0	+0.3
Managed JV Aircraft ¹	-	\$0.6	+\$0.6

Diversified Customer Base with Broad Geographic Distribution



81 Lessees across 43 Countries

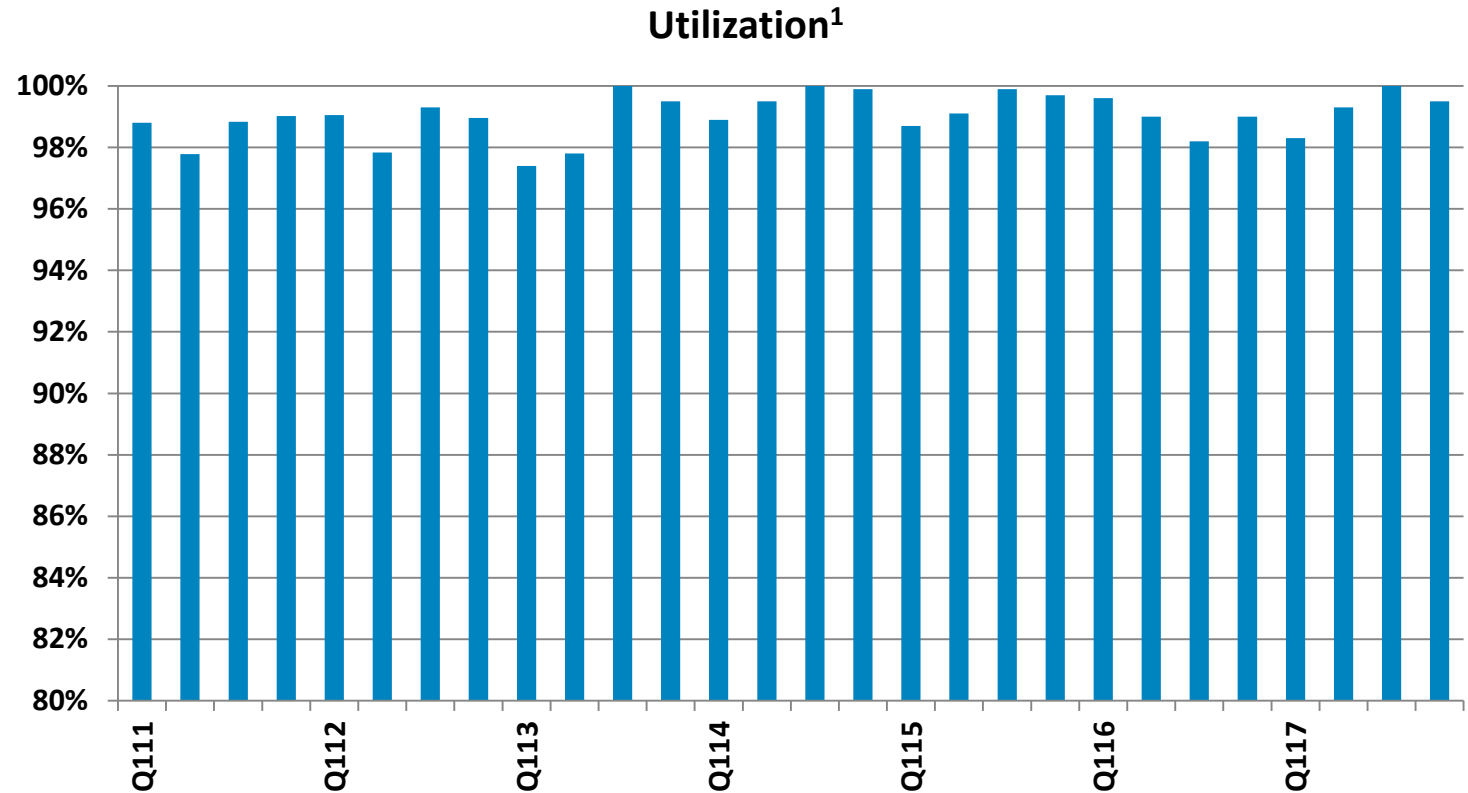
Leasing Activity & Portfolio Performance

Utilization during 2017 was 99.3%

One A321 aircraft on the ground at the end of 2017 that is in the process of transitioning

Four narrow-bodies (1% of NBV) remain to be placed or sold in 2018

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



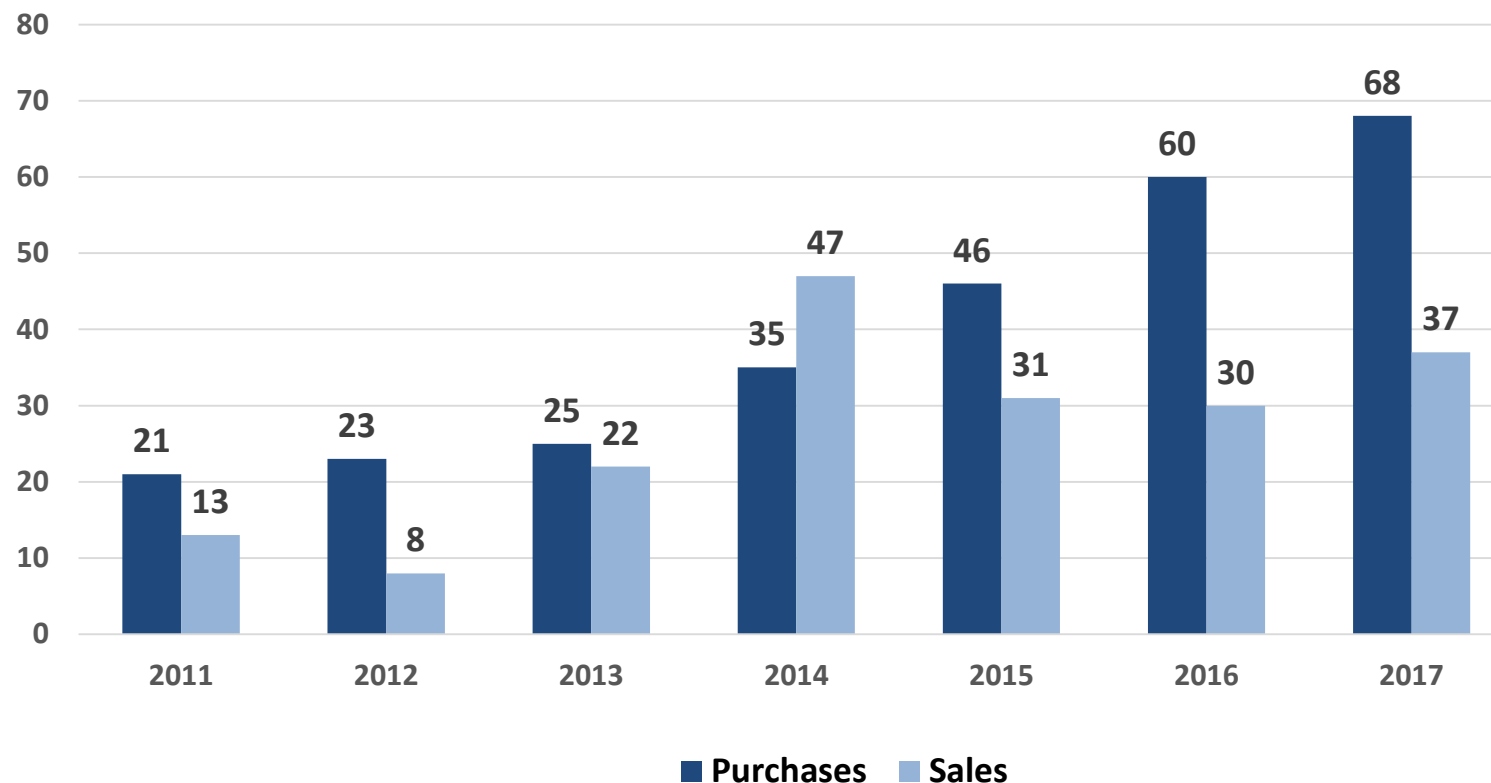
Over the past seven years:

Acquired 278 aircraft for \$8.1 billion

Sold 188 aircraft for \$4.1 billion

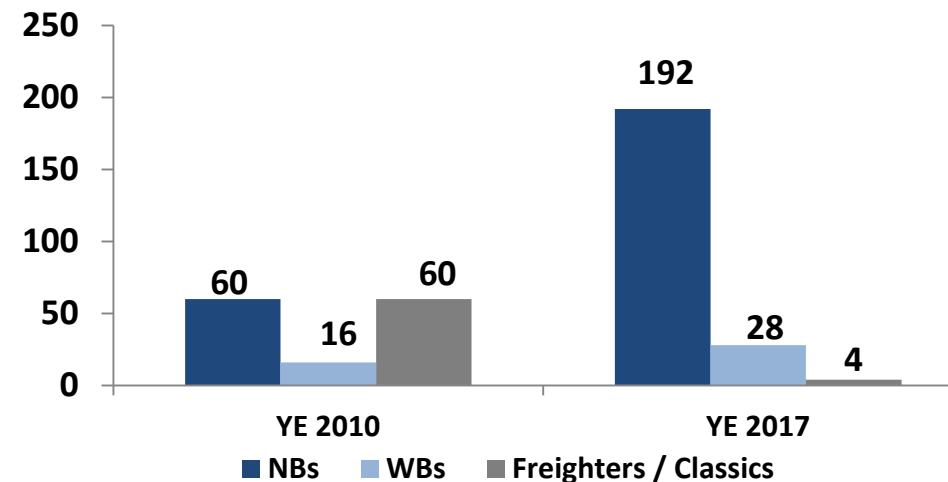
\$258 million in gains from sales

236 aircraft owned and managed at the end of 2017



The number of current generation narrow-body aircraft has increased by 220% over the past seven years

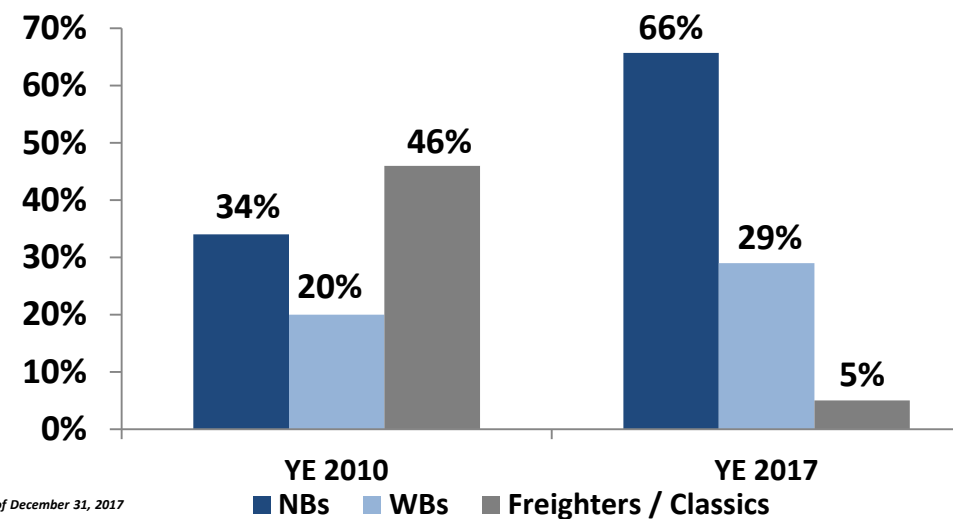
Aircraft Count



As of December 31, 2017

Two thirds of the fleet are now narrow-bodies versus one third seven years ago

Fleet Type (by % of NBV)



As of December 31, 2017

Net debt to equity of 2.2 times; 80% of total debt is unsecured

Average remaining life of debt is 3.5 years; laddered debt maturity profile

\$635 million of available revolver capacity; \$212 million in unrestricted cash

<i>(\$ billions)</i>	2011	2012	2013	2014	2015	2016	2017
Total Secured Debt	2.5	1.8	1.6	1.4	1.2	1.2	0.9
Total Unsecured Debt	0.5	1.8	2.2	2.4	2.9	3.3	3.5
Total Debt	3.0	3.6	3.7	3.8	4.1	4.6	4.4
Shareholders' Equity	1.4	1.4	1.6	1.7	1.8	1.8	1.9
Net Debt to Equity	1.9x	2.1x	1.9x	2.1x	2.2x	2.2x	2.2x
Unencumbered Flight Equipment	0.7	2.1	2.7	3.3	3.9	4.6	5.3

Solid 2017 financial and operational performance

Strong management team and platform with no major strategy changes

Active portfolio management – taking advantage of strong investor interest in aircraft

Evolving aircraft portfolio – recent acquisitions mostly mid-age narrow-body aircraft

Conservative capital structure with “Investment Grade” credit metrics

Consistently strong financial performance and cash flow production

Appendix

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

	Three Months Ended December 31,		Year Ended December 31,	
	2017	2016	2017	2016
(Dollars in thousands)				
Net income	\$ 55,120	\$ 67,724	\$ 147,874	\$ 151,453
Loan termination fee ¹	—	908	2,058	4,960
(Gain) Loss on mark-to-market of interest rate derivative contracts ²	(592)	(3,663)	2,481	(3,522)
Write-off of deferred financing fees ¹	—	3,451	4,005	2,880
Non-cash share-based payment expense ³	2,512	2,105	13,148	7,901
Hedge loss amortization charges ¹	—	—	—	4,855
Adjusted net income	\$ 57,040	\$ 70,525	\$ 169,566	\$ 168,527

Management believes that ANI, when viewed in conjunction with the Company's results under U.S. GAAP and the above 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, changes related to refinancing activity and non-cash share based payment expense.

1. Included in Interest, net.
2. Included in Other income (expense).
3. Included in Selling, general and administrative expenses.

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

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.

	Three Months Ended December 31,		Year Ended December 31,	
	2017	2016	2017	2016
	(Dollars in thousands)			
Net income	\$ 55,120	\$ 67,724	\$ 147,874	\$ 151,453
Depreciation	71,218	77,298	298,664	305,216
Amortization of lease premiums, discounts and incentives	2,934	4,934	11,714	10,353
Interest, net	55,855	67,170	241,231	255,660
Income tax provision	(2,494)	3,525	6,042	12,307
EBITDA	182,633	220,651	705,525	734,989
Adjustments:				
Impairment of flight equipment	—	1,400	80,430	28,585
Non-cash share-based payment expense	2,512	2,105	13,148	7,901
(Gain) Loss on mark-to-market of interest rate derivative contracts	(592)	(3,663)	2,481	(3,522)
Adjusted EBITDA	\$ 184,553	\$ 220,493	\$ 801,584	\$ 767,953

Net Cash Interest Margin Calculation

1. We define net cash interest margin as lease rentals from operating leases, interest income and cash collections from finance and sales-type leases minus interest on borrowings, net settlements on interest rate derivatives and other liabilities adjusted for loan termination payments divided by the average net book of flight equipment (which includes net investment in finance and sales-type leases) for the period calculated on a quarterly and annualized basis. The second quarter of 2017 excludes a non-recurring, \$7.0 million accelerated collection received from a lessee in connection with a finance lease.
2. Excludes loan termination payments of \$3.0 million in the second quarter of 2013, \$1.5 million and \$3.5 million in the first quarter and fourth quarter of 2016, respectively, and loan termination payments of \$1.0 million in both the second and third quarters of 2017.

Management believes that net cash interest margin, when viewed in conjunction with the Company's results under U.S. GAAP and the above reconciliation, provides useful information about the effective deployment of our capital in the context of the yield on our aircraft assets, the utilization of those assets by our lessees, and our ability to borrow efficiently.

Except for percentages, all figures are \$ in thousands.

	Average NBV	Quarterly Rental Revenue ⁽¹⁾	Cash Interest ⁽²⁾	Annualized Net Cash Interest Margin ^{(1) (2)}
Q4:12	\$ 4,726,457	\$ 163,820	\$ 43,461	10.2%
Q1:13	\$ 4,740,161	\$ 162,319	\$ 48,591	9.6%
Q2:13	\$ 4,840,396	\$ 164,239	\$ 44,915	9.9%
Q3:13	\$ 4,863,444	\$ 167,876	\$ 47,682	9.9%
Q4:13	\$ 5,118,601	\$ 176,168	\$ 49,080	9.9%
Q1:14	\$ 5,312,651	\$ 181,095	\$ 51,685	9.7%
Q2:14	\$ 5,721,521	\$ 190,574	\$ 48,172	10.0%
Q3:14	\$ 5,483,958	\$ 182,227	\$ 44,820	10.0%
Q4:14	\$ 5,468,637	\$ 181,977	\$ 44,459	10.1%
Q1:15	\$ 5,743,035	\$ 181,027	\$ 50,235	9.1%
Q2:15	\$ 5,967,898	\$ 189,238	\$ 51,413	9.2%
Q3:15	\$ 6,048,330	\$ 191,878	\$ 51,428	9.3%
Q4:15	\$ 5,962,874	\$ 188,491	\$ 51,250	9.2%
Q1:16	\$ 5,988,076	\$ 186,730	\$ 51,815	9.0%
Q2:16	\$ 5,920,030	\$ 184,469	\$ 55,779	8.7%
Q3:16	\$ 6,265,175	\$ 193,909	\$ 57,589	8.7%
Q4:16	\$ 6,346,361	\$ 196,714	\$ 58,631	8.7%
Q1:17	\$ 6,505,355	\$ 200,273	\$ 58,839	8.7%
Q2:17	\$ 6,512,100	\$ 199,522	\$ 55,871	8.8%
Q3:17	\$ 5,985,908	\$ 184,588	\$ 53,457	8.8%
Q4:17	\$ 6,247,581	\$ 187,794	\$ 53,035	8.6%

Reconciliation of GAAP to non-GAAP Measures - Cash Earnings and Cash ROE

	CFFO	Finance Lease Collections	Gain on Sale of Flt .Eq.	Deprec.	Distributions in excess (less than) Equity Earnings	Cash Earnings	Average Shareholders' Equity	Trailing 12 Month Cash ROE
2012	\$ 427,277	\$ 3,852	\$ 5,747	\$ 269,920	\$ —	\$ 166,956	\$ 1,425,658	11.7%
2013	\$ 424,037	\$ 9,508	\$ 37,220	\$ 284,924	\$ —	\$ 185,841	\$ 1,513,156	12.3%
2014	\$ 458,786	\$ 10,312	\$ 23,146	\$ 299,365	\$ 667	\$ 193,546	\$ 1,661,228	11.7%
2015	\$ 526,285	\$ 9,559	\$ 58,017	\$ 318,783	\$ (530)	\$ 274,548	\$ 1,759,871	15.6%
2016	\$ 468,092	\$ 19,413	\$ 39,126	\$ 305,216	\$ (1,782)	\$ 219,633	\$ 1,789,256	12.3%
2017	\$ 490,871	\$ 32,184	\$ 55,167	\$ 298,664	\$ (1,011)	\$ 278,547	\$ 1,861,005	15.0%

Note: LTM Average Shareholders' Equity is the average of the most recent five quarters period end Shareholders' Equity. Management believes that the cash return on equity metric ("Cash ROE") when viewed in conjunction with the Company's results under U.S. 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 impacts related to non-cash revenue and expense items and interest rate derivative accounting, while recognizing the depreciating nature of our assets.

Dollars in thousands.

2017 Capital Structure & Liquidity Summary

(\$ in millions)	As of Dec. 31, 2017		As of Dec. 31, 2016		As of Dec. 31, 2015	
Unrestricted cash and cash equivalents	\$ 212		\$ 456		\$ 156	
Debt	<u>O / S</u>	<u>Rate</u>	<u>O / S</u>	<u>Rate</u>	<u>O / S</u>	<u>Rate</u>
Securitization No. 2	—	—%	—	—%	125	1.58%
ECA Term Financings	227	3.59%	305	3.52%	404	3.57%
Bank Financings	635	3.68%	934	3.20%	641	3.23%
Total Secured Debt	862	3.65%	1,239	3.28%	1,170	3.17%
Senior Notes due 2017	—	—%	500	6.75%	500	6.75%
Senior Notes due 2018	400	4.63%	400	4.63%	400	4.63%
Senior Notes due 2019	500	6.25%	500	6.25%	500	6.25%
Senior Notes due 2020	300	7.63%	300	7.63%	300	7.63%
Senior Notes due 2021	500	5.13%	500	5.13%	500	5.13%
Senior Notes due 2022	500	5.50%	500	5.50%	500	5.50%
Senior Notes due 2023	500	5.00%	500	5.00%	—	—%
Senior Notes due 2024	500	4.13%	—	—%	—	—%
Bank Revolver	175	3.68%	—	—%	225	2.67%
Other Unsecured Bank Financings	120	3.59%	120	2.65%	—	—%
Total Unsecured Debt	3,495	5.21%	3,200	5.65%	2,700	5.66%
Total Debt and Weighted Avg. Rate	4,357	4.90%	4,559	5.01%	4,096	4.95%
Shareholders' equity	1,908		1,834		1,779	
Total capitalization	\$ 6,265		\$ 6,393		\$ 5,875	
Net debt to equity	2.2 x		2.2 x		2.2 x	
Unsecured debt to total debt	80%		73%		71%	

Note: The debt totals in the above table do not include debt issuance costs or discount which are reflected in the net debt totals that are displayed on the consolidated balance sheet.

Limitations of EBITDA, Adjusted EBITDA, ANI, Cash ROE and Net Cash Interest Margin

An investor or potential investor may find EBITDA, Adjusted EBITDA, ANI, Cash Earnings, Cash ROE and Net Cash Interest Margin 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, ANI, Cash Earnings, Cash ROE and Net Cash Interest Margin 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, ANI, Cash Earnings, Cash ROE and Net Cash Interest Margin 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, ANI, Cash Earnings, Cash ROE and Net Cash Interest Margin 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, ANI, Cash Earnings, Cash ROE and Net Cash Interest Margin are not measures of financial performance under US GAAP and are susceptible to varying calculations, EBITDA, Adjusted EBITDA, ANI, Cash Earnings, Cash ROE and Net Cash Interest Margin as presented here, may differ from and may not be comparable to, similarly titled measures used by other companies.