


# Fourth Quarter 2016 Earnings Call

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February 14, 2017



## Forward-Looking Statements / Property of Aircastle

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## Key Q4 2016 Themes

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Ended the year with strong fourth quarter growth; maintained value oriented investment discipline

Continued to upgrade the portfolio through active and profitable sales; base business is performing well

Strong liquidity and financial flexibility positions the company well in 2017

## Value-Oriented Disciplined Growth Approach

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Closed \$1.6 billion in aircraft during 2016

Narrow-body acquisitions accounted for \$1.5 billion

Owned and managed fleet reached 206 aircraft at year end

Pace of new acquisitions expected to moderate with rising prices

Minimal long-term capital commitments

More than \$1.2 billion of available liquidity

## Portfolio Risk Reduced Significantly

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### Capitalized on the 2016 surge in investor demand for aircraft

- Sold 30 aircraft during the year for a gain on sale of \$39.1 million; \$24.2 million in gains during Q4

- Improved portfolio quality by selling three freighters and seven wide-bodies during the year

### Took advantage of low interest rates and strong financial markets through recent financing

- Raised approximately \$1.3 billion of new financing in 2016

### Good progress on 2017 lease placements during the fourth quarter

- Secured placements for three A330s that were scheduled to come off lease in 2017

- Currently two aircraft left to place on lease in 2017; one A330 and one freighter

## Conservative Management of the Business

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### Improved the portfolio's long-term earnings power

- Adding younger narrow-body aircraft with strong long term earnings profiles

- Selling older, suboptimal aircraft, even if near term accounting yields are higher

### Continuing to record excellent aircraft utilization

- Utilization during Q4 was 99.0% and 98.9% for all of 2016

### Continuing to maintain conservative credit metrics and build our unencumbered asset base

- Net debt to equity ratio at end of Q4:16 was 2.2x

- \$5.1 billion in unencumbered assets at year end

## Key Financial Metrics – Q4:16

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Net income was \$67.7 million

\$0.86 per diluted common share versus \$0.63 the previous year; a 37% increase

Adjusted net income<sup>1</sup> was \$70.5 million

\$0.90 per diluted common share versus \$0.67 the previous year; a 34% increase

Adjusted EBITDA<sup>1</sup> was \$220.5 million

Lease rental<sup>2</sup> revenues increased 3.2% to \$191.7 million

Cash ROE<sup>1</sup> was 12.3% and Net cash interest margin<sup>1</sup> was 8.7%

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.

## Q4:16 Revenue Summary

Lease rental revenues of \$191.7 million, up \$6.0 million vs. Q4:15

\$29.5 million more from aircraft purchases, offset by \$25.3 million less due to aircraft sales and other net revenue reductions

Maintenance revenue decreased by \$2.9 million

Q4:15 included an unscheduled lease expiration with a Russian airline which generated significant maintenance revenue in the prior year

Revenue Summary		
<i>\$ millions</i>	Q4:16	Q4:15
Lease Rental and Finance and Sales-Type Lease Revenues	\$ 191.7	\$ 185.7
Amortization of Lease Premiums, Discounts and Incentives	(4.9)	(0.4)
Maintenance Revenue	13.0	15.9
Total Lease Revenue	199.8	201.2
Other Revenue	4.9	7.0
Total Revenues	\$ 204.7	\$ 208.3



## Q4:16 Earnings Summary

Net income increased \$17.1 million from Q4:15; adjusted net income rose \$16.3 million

Total revenues fell \$3.6 million driven mostly by higher lease incentive amortization, lower maintenance revenue and lower lease termination fees

Revenue declines were offset by lower impairment charges of \$16.1 million and higher gains from sales of flight equipment of \$9.2 million

Adjusted EBITDA was \$220.5 million, up \$9.5 million from Q4:15

Reflects a \$9.2 million increase in gains on sales of flight equipment

Earnings Summary		
<i>\$ millions, except per share amounts</i>	Q4:16	Q4:15
Net Income (Loss)	\$ 67.7	\$ 50.6
<i>per diluted common share</i>	\$ 0.86	\$ 0.63
Adjusted Net Income (Loss) <sup>1</sup>	\$ 70.5	\$ 54.3
<i>per diluted common share</i>	\$ 0.90	\$ 0.67
EBITDA <sup>1</sup>	\$220.7	\$192.5
Adjusted EBITDA <sup>1</sup>	\$220.5	\$211.0

1. Refer to the selected financial information accompanying this presentation for a reconciliation of GAAP to Non-GAAP numbers.

## Acquisitions & Sales

Acquired 28 aircraft for \$636 million during Q4

2016 investments focused on mid-age narrow-bodies

Sold eleven aircraft in Q4, including one freighter and two wide-bodies

Sales continue to focus on portfolio de-risking, crystallizing gains and improving longer term returns

2016 Acquisitions & Sales Through Q4:16		
	Acquisitions <sup>1</sup>	Sales <sup>2</sup>
Investments / Sales Proceeds	\$1.6 billion	\$756 million
Total Number of Aircraft	60	30
Narrow-bodies	57	20
Wide-bodies	3 <sup>3</sup>	7
Freighters	0	3

1. Closed deals only through December 31, 2016.
2. Includes more than \$200 million of sales to our joint ventures.
3. All assumed to be on last leases.

## Positive Portfolio Trends

Expanded owned fleet by \$2.1 billion in past five years

Shifted fleet mix to younger mid-age narrow-body aircraft

Thirteen aircraft now managed in our two joint ventures

<i>\$ in billions</i>	Q4:11	Q4:12	Q4:13	Q4:14	Q4:15	Q4:16	Q4:16 vs Q4:11
Flight Equipment Held for Lease <sup>1</sup>	\$4.4	\$4.8	\$5.2	\$5.7	\$6.1	\$6.5	+\$2.1
Wtd. Avg. Fleet Age (years) <sup>2</sup>	10.9	10.7	9.9	8.4	7.5	7.9	-3.0
Wtd. Avg. Lease Term (years) <sup>2</sup>	4.9	5.0	5.0	5.4	5.9	5.1	+0.2
Managed JV Aircraft <sup>1</sup>	-	-	\$0.2	\$0.5	\$0.5	\$0.7	+\$0.7

1. Calculated using NBV\* at period end.

2. Weighted average by NBV.

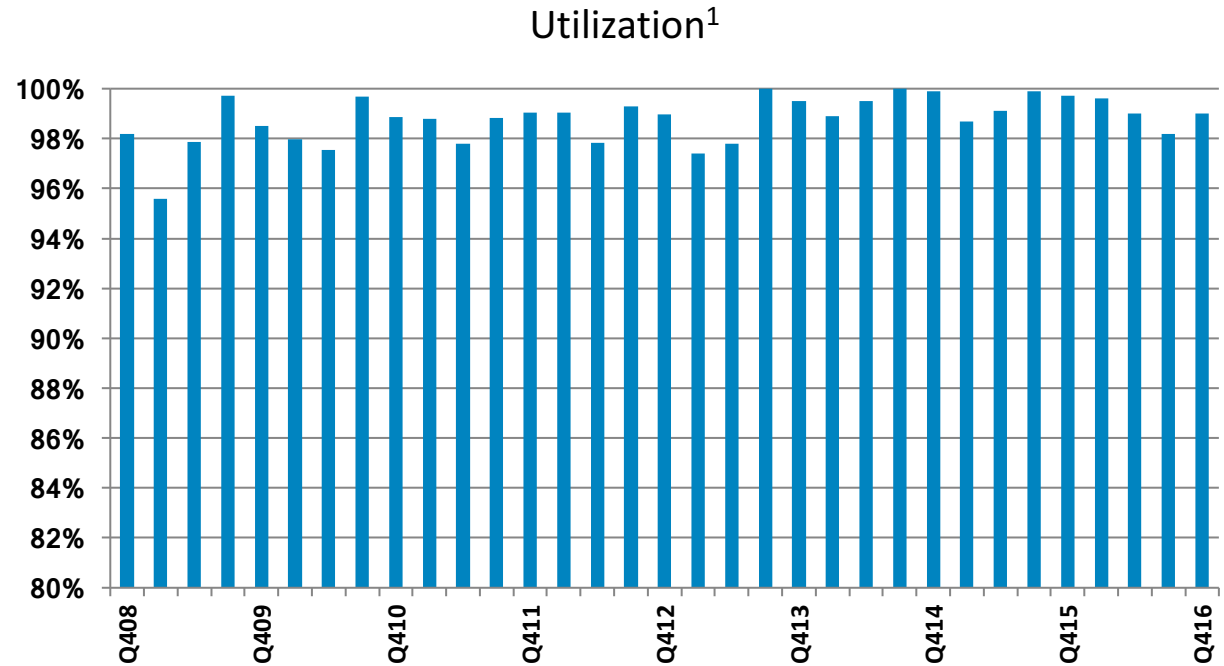
\* NBV as used throughout this presentation includes the net book value of flight equipment held for lease and the net investment in finance and sales-type leases.

# Leasing Activity & Portfolio Performance

Utilization during Q4:16 was 99.0% and 98.9% for the full year

Placed three wide-bodies that were to come off lease in 2017

Remaining lease placement task for 2017 consists of one wide-body and one freighter

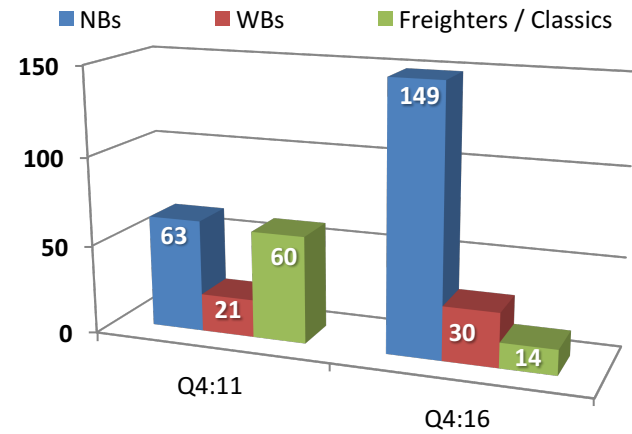


1. Aircraft on-lease days as a percent of total days in period weighted by NBV.

# Aircraft Fleet Evolution

More than doubled the number of current generation narrow-body aircraft over the past five years

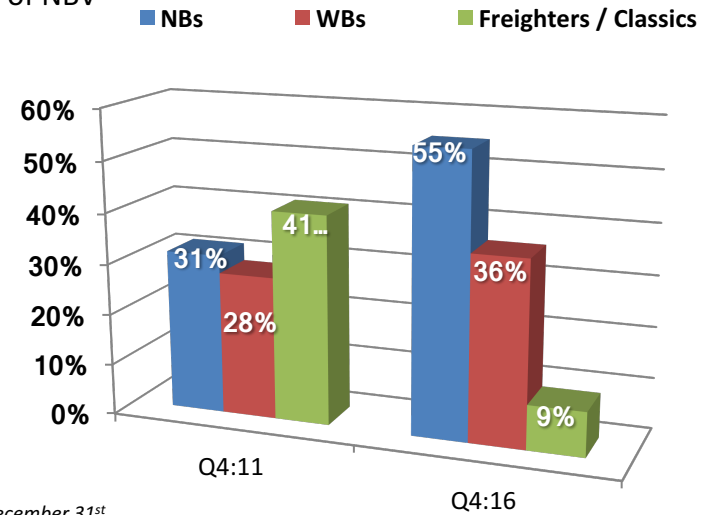
By # of Aircraft



As of December 31<sup>st</sup>

Exit from freighter and classic generation aircraft continues to move forward

By % of NBV

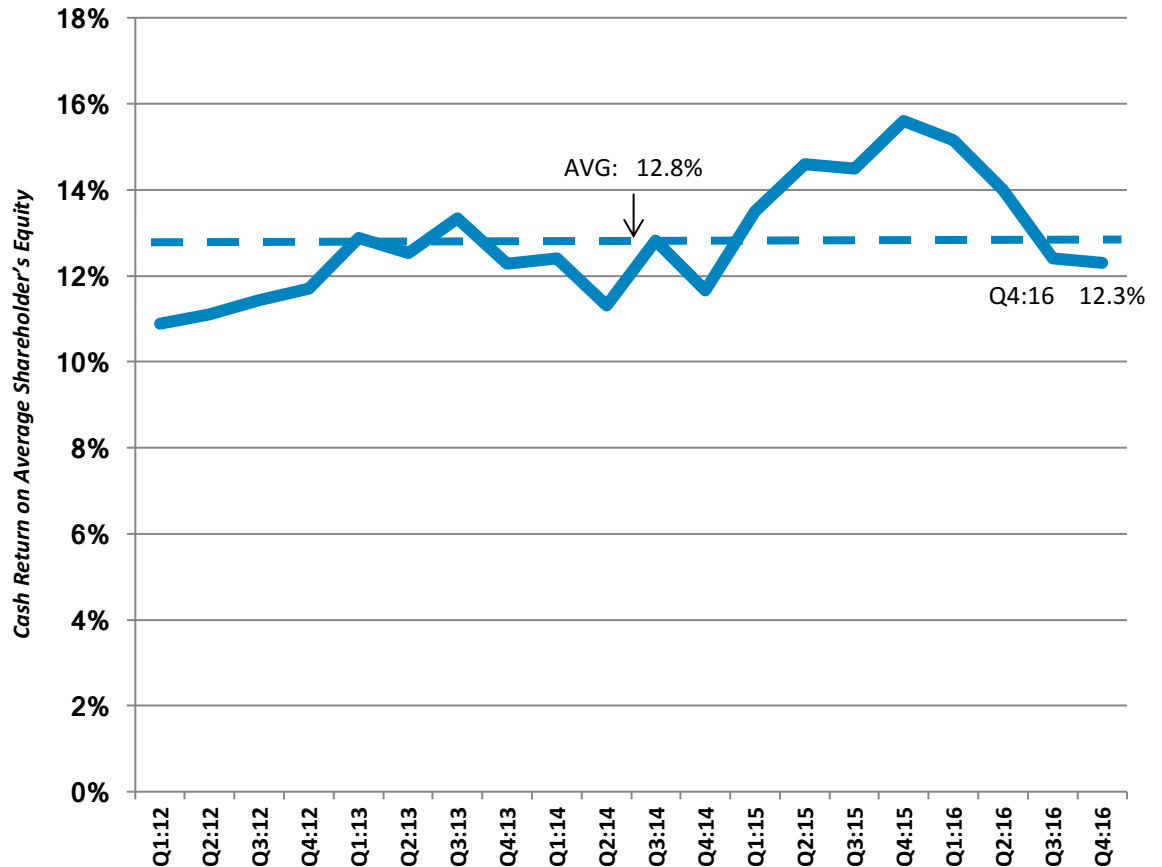


As of December 31<sup>st</sup>

# Cash ROE Performance

Trailing twelve month Cash ROE<sup>1</sup> was 12.3%

Recent performance driven by stable core earnings and strong gains from asset sales



1. Refer to the selected financial information accompanying this presentation for a reconciliation of GAAP to Non-GAAP numbers.

# Rental Yields and Net Cash Interest Margins

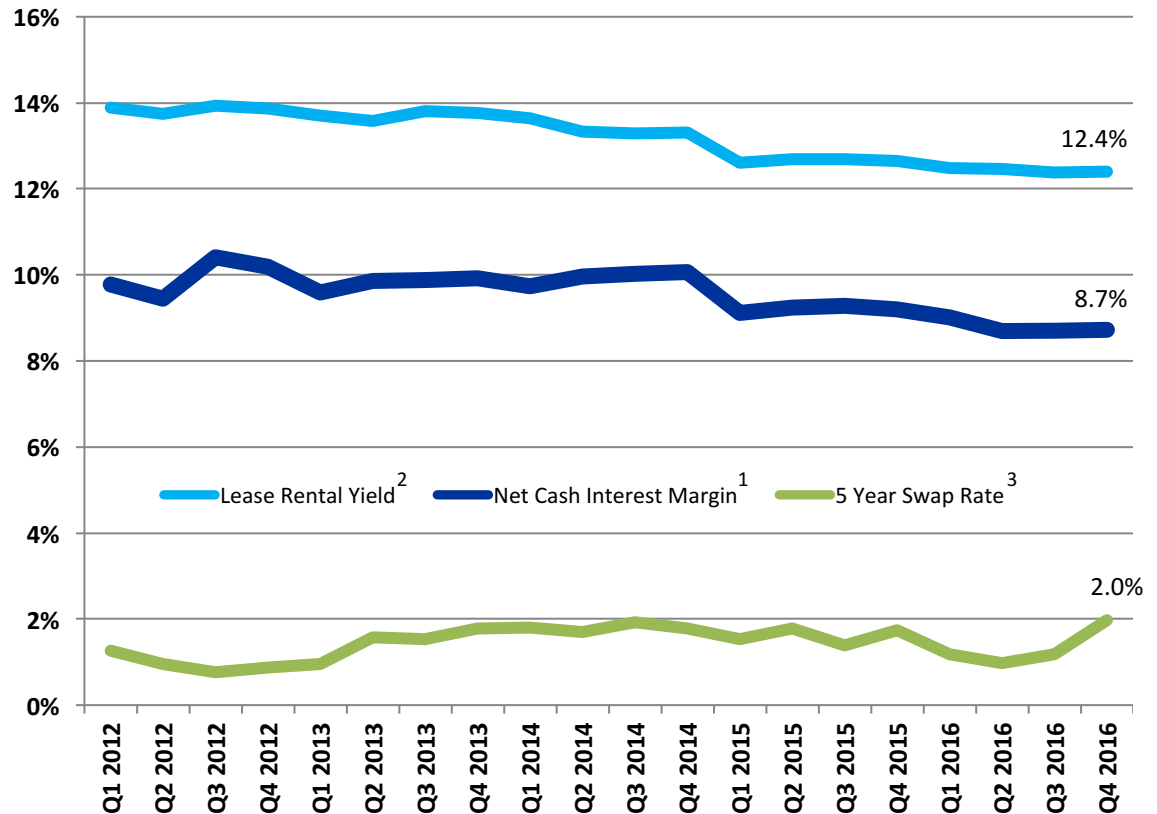
Rental yields and net cash interest margin<sup>1</sup> trends reflect:

A shift to lower risk assets with better long-term earnings profiles and reduced rental yields

Higher cash balances

Expect stable net cash interest margins<sup>1</sup> over the near term

Driving improvements by deploying excess cash and refinancing higher coupon debt



1. Refer to the selected financial information accompanying this presentation for a reconciliation of GAAP to Non-GAAP numbers.  
 2. Lease Rental Yield = Operating and finance lease rental revenue plus finance lease collections / average monthly NBV including finance leases for the period calculated on a quarterly basis, annualized.  
 3. Source: Bloomberg. USSWAP5. Quarter-end basis.

## Q4:16 Capital Structure

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Net debt to equity of 2.2x

73% of total debt is unsecured

Average remaining life of debt is 3.7 years

No significant debt maturities until Q2 2017

\$810 million in available revolver capacity<sup>1</sup>

Unrestricted cash of \$456 million

\$5.1 billion of unencumbered assets

1. Bank revolver was increased to \$675 million from \$600 million in March 2016. In the fourth quarter of 2016, we closed a \$135 million unsecured revolving credit facility with a group of Asian financial institutions. As of December 31, 2016, there were no drawings under our revolving credit facilities.



## 2016 Financing Activity

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\$135 million unsecured revolving credit facility in Asian market

\$434 million secured bank loan financing from traditional European sources

\$120 million unsecured loan in Japanese bank market

Enlarged/extended unsecured revolver to \$675 million from \$600 million

\$500 million of 7-year unsecured notes

## Selected Financial Guidance Elements for Q1:17

Guidance Item	Q1:17
Lease rental revenue	\$188 - 192
Finance lease revenue	\$4 - \$5
Maintenance revenue	\$4 - \$12
Amortization of lease premiums, discounts and incentives	(\$2) - (\$3)
SG&A <sup>1</sup>	\$15 - \$16
Depreciation	\$77 - \$79
Interest, net	\$61 - \$63
Gain on sale	\$7 - \$11
Full year effective tax rate	9% - 11%

1. Includes ~\$2.4M of non-cash share based payment expense.

# Appendix

# Diversified Customer Base with Broad Geographic Distribution

71 airline customers across the globe

Most top customers are large flag carriers and leading LCCs

Top Ten Lessees			
% of NBV <sup>1</sup>	Customer	Country	#Aircraft
>6% per Customer	Avianca Brazil	Brazil	10
	Lion Air	Indonesia	12
4% to 6% per Customer	LATAM	Chile	3
	SAA	South Africa	4
	Thai Airways	Thailand	2
	Singapore Airlines	Singapore	4
	AirAsia X	Malaysia	3
	Air Berlin	Germany	11
	Emirates	U.A.E.	2
	AirBridgeCargo <sup>2</sup>	Russia	2

Regional distribution evolving with global trends

Asia now 38% of portfolio NBV vs. 20% at YE 2009

Europe now 23% of total NBV vs. 46% at YE 2009

Airline customers in 36 countries

Top Ten Countries		
Country	# A/C	% of NBV <sup>1</sup>
Indonesia	18	9.9%
Brazil	15	8.2%
Malaysia	8	5.7%
Chile	3	5.7%
Thailand	4	5.1%
India	13	5.0%
United Kingdom	15	4.6%
South Africa	4	4.4%
Singapore	4	4.3%
Germany	13	4.0%

1. As of December 31, 2016.
2. Guaranteed by Volga-Dnepr Airlines. We have one additional aircraft on lease with an affiliated airline.

## Q4:16 Capital Structure & Liquidity Summary

(\$ in millions)	As of Dec. 31, 2016		As of Dec. 31, 2015		As of Dec. 31, 2014	
Unrestricted cash and cash equivalents	\$ 456		\$ 156		\$ 170	
Debt	<u>O / S</u>	<u>Rate<sup>1</sup></u>	<u>O / S</u>	<u>Rate<sup>1</sup></u>	<u>O / S</u>	<u>Rate<sup>1</sup></u>
Securitization No. 2	0	1.58%	125	1.58%	392	1.58%
ECA Term Financings	305	3.52%	404	3.57%	450	3.57%
Bank Financings	934	3.20%	641	3.23%	555	3.44%
Total Secured Debt	1,239	3.28%	1,171	3.17%	1,396	2.96%
Bank Revolver	-	-	225	2.67%	200	2.41%
Other Unsecured Bank Financings	120	2.65%				
Senior Notes due 2017	500	6.75%	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%		
Senior Notes due 2023	500	5.00%				
Total Unsecured Debt	3,320	5.65%	2,925	5.66%	2,400	5.70%
Total Debt and Weighted Avg. Rate	4,559	5.01%	4,096	4.95%	3,796	4.69%
Shareholders' equity	1,834		1,779		1,720	
Total capitalization	\$ 6,393		\$ 5,875		\$ 5,517	
Net debt to equity	2.2 x		2.2 x		2.1 x	
Unsecured debt to total debt	73%		71%		63%	

1. Reflects the floating rate in effect at the applicable reset date plus the margin for our DBJ Term Loan, six of our Bank Financings and our revolving credit facilities. All other financings have a fixed rate.
2. 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.

# Supplemental Financial Information

(in thousands, except per share amounts)	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2016	2015	2016	2015
Revenues	\$ 204,653	\$ 208,267	\$ 772,958	\$ 819,202
EBITDA	\$ 220,651	\$ 192,510	\$ 734,989	\$ 707,524
Adjusted EBITDA	\$ 220,493	\$ 210,972	\$ 767,953	\$ 832,105
Net income (loss)	\$ 67,724	\$ 50,641	\$ 151,453	\$ 121,729
Net income (loss) allocable to common shares	\$ 67,141	\$ 50,234	\$ 150,196	\$ 120,805
Per common share - Basic	\$ 0.86	\$ 0.63	\$ 1.92	\$ 1.50
Per common share - Diluted	\$ 0.86	\$ 0.63	\$ 1.92	\$ 1.50
Adjusted net income (loss)	\$ 70,525	\$ 54,264	\$ 168,527	\$ 142,271
Adjusted net income (loss) allocable to common shares	\$ 69,918	\$ 53,828	\$ 167,129	\$ 141,191
Per common share - Basic	\$ 0.90	\$ 0.67	\$ 2.14	\$ 1.75
Per common share - Diluted	\$ 0.90	\$ 0.67	\$ 2.14	\$ 1.75
Basic common shares outstanding	77,957	80,263	78,161	80,489
Diluted common shares outstanding <sup>1</sup>	78,021	80,263	78,204	80,489

1. For the three and twelve months ended December 31, 2016 includes 63,728 and 42,785 dilutive shares respectively.

## 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,		Twelve Months Ended December 31,	
	2016	2015	2016	2015
	<b>(Dollars in thousands)</b>			
Net income	\$ 67,724	\$ 50,641	\$ 151,453	\$ 121,729
Depreciation	77,298	81,245	305,216	318,783
Amortization of net lease discounts and lease incentives	4,934	376	10,353	10,664
Interest, net	67,170	59,514	255,660	243,577
Income tax provision	3,525	734	12,307	12,771
EBITDA	220,651	192,510	734,989	707,524
Adjustments:				
Impairment of aircraft	1,400	17,477	28,585	119,835
Non-cash share based payment expense	2,105	1,556	7,901	5,537
Gain on mark to market of interest rate derivative contracts	(3,663)	(571)	(3,522)	(791)
Adjusted EBITDA	\$ 220,493	\$ 210,972	\$ 767,953	\$ 832,105

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

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2016	2015	2016	2015
	(Dollars in thousands)			
Net income	\$ 67,724	\$ 50,641	\$ 151,453	\$ 121,729
Ineffective portion and termination of hedges <sup>1</sup>	-	(54)	-	455
Gain on mark to market of interest rate derivative contracts <sup>2</sup>	(3,663)	(571)	(3,522)	(791)
Loan termination fee <sup>1</sup>	3,451	-	4,960	-
Write-off of deferred financing fees <sup>1</sup>	908	-	2,880	-
Non-cash share based payment expense <sup>3</sup>	2,105	1,556	7,901	5,537
Term Financing No. 1 hedge loss amortization charges <sup>1</sup>	-	-	-	4,401
Securitization No. 1 hedge loss amortization charges <sup>1</sup>	-	2,692	4,855	10,940
Adjusted net income	\$ 70,525	\$ 54,264	\$ 168,527	\$ 142,271

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

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.



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

	CFFO	Finance Lease Collections	Gain (Loss) on Sale of Eqt.	Deprec.	Distributions in excess (less than) Equity Earnings	Cash Earnings	Average Shareholders' Equity	12 Month Cash ROE
2011	\$359,377		\$39,092	\$242,103		\$156,366	\$1,370,513	11.4%
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%

*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 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 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.

# Net Cash Interest Margin Calculation

1. Excludes loan termination payments of \$3.2 million and \$3.0 million in the second quarter of 2011 and 2013 respectively. Also excludes loan termination payments of \$1.5 million and \$3.5 million in the first quarter and fourth quarter of 2016 respectively.

2. Based on the growing level of finance and sales-type lease revenue, management revised the calculation of portfolio yield to include our net investment in finance and sales-type leases in the average net book value and to include the interest income and cash collections on our net investment in finance and sales-type leases in lease rentals. The calculation of net cash interest margin for all prior periods presented is revised to be comparable with the current period presentation.

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 on finance and sales-type leases) for the period calculated on a quarterly and annualized basis.

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	Cash Interest <sup>1</sup>	Annualized Net Cash Interest Margin <sup>2</sup>
Q1:11	\$ 4,041,967	\$ 141,116	\$ 41,278	9.9%
Q2:11	\$ 4,143,446	\$ 143,356	\$ 40,021	10.0%
Q3:11	\$ 4,222,512	\$ 145,890	\$ 42,066	9.8%
Q4:11	\$ 4,374,921	\$ 149,848	\$ 43,041	9.8%
Q1:12	\$ 4,388,008	\$ 152,242	\$ 44,969	9.8%
Q2:12	\$ 4,542,477	\$ 156,057	\$ 48,798	9.4%
Q3:12	\$ 4,697,802	\$ 163,630	\$ 41,373	10.4%
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%

# Supplemental Financial Information

(amounts in thousands)

	Three Months Ended Dec. 31, 2016		Twelve Months Ended Dec. 31, 2016	
	Shares	Percent <sup>2</sup>	Shares	Percent <sup>2</sup>
<b><u>Weighted-average shares<sup>1</sup> - Basic:</u></b>				
Common shares outstanding	77,957	99.14%	78,161	99.17%
Unvested restricted common shares	677	0.86%	654	0.83%
Total weighted-average shares outstanding	<u>78,634</u>	<u>100.00%</u>	<u>78,815</u>	<u>100.00%</u>
Common shares outstanding – Basic	77,957	99.92%	78,161	99.95%
Effect of dilutive shares <sup>1</sup>	64	0.08%	43	0.05%
Common shares outstanding – Diluted	<u>78,021</u>	<u>100.00%</u>	<u>78,204</u>	<u>100.00%</u>
<b><u>Net income (loss) allocation</u></b>				
Net income (loss)	\$ 67,724	100.00%	\$ 151,453	100.00%
Distributed and undistributed earnings allocated to unvested restricted shares	(583)	-0.86%	(1,257)	-0.83%
Earnings (loss) available to common shares	<u>\$ 67,141</u>	<u>99.14%</u>	<u>\$ 150,196</u>	<u>99.17%</u>
<b><u>Adjusted net income (loss) allocation</u></b>				
Adjusted net income (loss)	\$ 70,525	100.00%	\$ 168,527	100.00%
Amounts allocated to unvested restricted shares	(607)	-0.86%	(1,398)	-0.83%
Amounts allocated to common shares	<u>\$ 69,918</u>	<u>99.14%</u>	<u>\$ 167,129</u>	<u>99.17%</u>

Except for percentages, all figures are in thousands.

- For the three and twelve months ended December 31, 2016, dilutive shares represented contingently issuable shares related to the Company's PSUs.
- Percentages rounded to two decimal places.

# Supplemental Financial Information

(amounts in thousands)

	Three Months Ended Dec. 31, 2015		Twelve Months Ended Dec. 31, 2015	
	Shares	Percent <sup>2</sup>	Shares	Percent <sup>2</sup>
<b><u>Weighted-average shares<sup>1</sup> - Basic:</u></b>				
Common shares outstanding	80,263	99.20%	80,489	99.24%
Unvested restricted common shares	650	0.80%	616	0.76%
Total weighted-average shares outstanding	<u>80,912</u>	<u>100.00%</u>	<u>81,105</u>	<u>100.00%</u>
Common shares outstanding – Basic	80,263	100.00%	80,489	100.00%
Effect of dilutive shares <sup>1</sup>	---	---	---	---
Common shares outstanding – Diluted	<u>80,263</u>	<u>100.00%</u>	<u>80,489</u>	<u>100.00%</u>
<b><u>Net income (loss) allocation</u></b>				
Net income (loss)	\$ 50,641	100.00%	\$ 121,729	100.00%
Distributed and undistributed earnings allocated to unvested restricted shares	(407)	-0.80%	(924)	-0.76%
Earnings (loss) available to common shares	<u>\$ 50,234</u>	<u>99.20%</u>	<u>\$ 120,805</u>	<u>99.24%</u>
<b><u>Adjusted net income (loss) allocation</u></b>				
Adjusted net income (loss)	\$ 54,264	100.00%	\$ 142,271	100.00%
Amounts allocated to unvested restricted shares	(436)	-0.80%	(1,080)	-0.76%
Amounts allocated to common shares	<u>\$ 53,828</u>	<u>99.20%</u>	<u>\$ 141,191</u>	<u>99.24%</u>

Except for percentages, all figures are in thousands.

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, 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.