

AERCAP

Global Leader in Aviation

Fourth Quarter 2020 Financial Results

AerCap Holdings N.V.

March 2, 2021

Disclaimer Incl. Forward Looking Statements & Safe Harbor

This presentation contains certain statements, estimates and forecasts with respect to future performance and events. These statements, estimates and forecasts are “forward-looking statements”. In some cases, forward-looking statements can be identified by the use of forward-looking terminology such as “may,” “might,” “should,” “expect,” “plan,” “intend,” “estimate,” “anticipate,” “believe,” “predict,” “potential” or “continue” or the negatives thereof or variations thereon or similar terminology. All statements other than statements of historical fact included in this presentation are forward-looking statements and are based on various underlying assumptions and expectations and are subject to known and unknown risks, uncertainties and assumptions and may include projections of our future financial performance based on our growth strategies and anticipated trends in our business. These statements are only predictions based on our current expectations and projections about future events. There are important factors, including the impacts of, and associated responses to, the Covid-19 pandemic, that could cause our actual results, level of activity, performance or achievements to differ materially from the results, level of activity, performance or achievements expressed or implied in the forward-looking statements. As a result, we cannot assure you that the forward-looking statements included in this presentation will prove to be accurate or correct. In light of these risks, uncertainties and assumptions, the future performance or events described in the forward-looking statements in this presentation might not occur.

Accordingly, you should not rely upon forward-looking statements as a prediction of actual results and we do not assume any responsibility for the accuracy or completeness of any of these forward-looking statements. Except as required by applicable law, we do not undertake any obligation to, and will not, update any forward-looking statements, whether as a result of new information, future events or otherwise.

No warranty or representation is given concerning such information, which must not be taken as establishing any contractual or other commitment binding upon AerCap Holdings N.V. or any of its subsidiaries or associated companies.

In addition to presenting financial results in conformity with U.S. generally accepted accounting principles (“GAAP”), this presentation includes certain non-GAAP financial measures. Reconciliations of such non-GAAP financial measures are set forth or referred to in the presentation where relevant. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in conformity with GAAP.

Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Key Messages



There will be a **structural shift towards leasing** aircraft

Vaccine rollouts are progressing

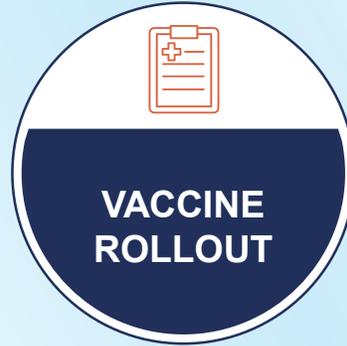
Consumer demand expected to **bounce back quickly**

We remain focused on **maximising long-term returns**

Key Messages



- ▶ Demand for leasing will grow as airlines look to repair their balance sheets
- ▶ Already seeing significant increases in SLB opportunities for both new and used aircraft



- ▶ Over 250m people have now been vaccinated and pace is increasing
- ▶ Vaccine passports and clean corridors will accelerate travel recovery



- ▶ Consumers want to travel, and will come back in large numbers once allowed to do so
- ▶ This was evident from the traffic levels of summer 2020 and the response to recent announcements

AerCap 4Q Update



STRONG OPPORTUNITIES FOR GROWTH

- ▶ Growth opportunities will present themselves as recovery gathers pace
- ▶ Capital allocation decisions are made with the long term in mind



CASH FLOW CONTINUES TO IMPROVE

- ▶ Operating cash flow increased a further 21% in 4Q, to over \$650m
- ▶ New deferral requests fell significantly, with the deferral balance effectively flat over 3Q



PLACEMENTS IMPROVING

- ▶ Lease agreements signed in 4Q for 22 narrowbody and 9 widebody aircraft
- ▶ 12 sales closed
- ▶ Demand from Europe, Asia and South America

Net Income and Earnings Per Share

	4Q 2020	4Q 2019	FY 2020	FY 2019
Net Income (\$ million)	28	310	(299)	1,146
Diluted Earnings Per Share (\$)	0.22	2.34	(2.34)	8.43

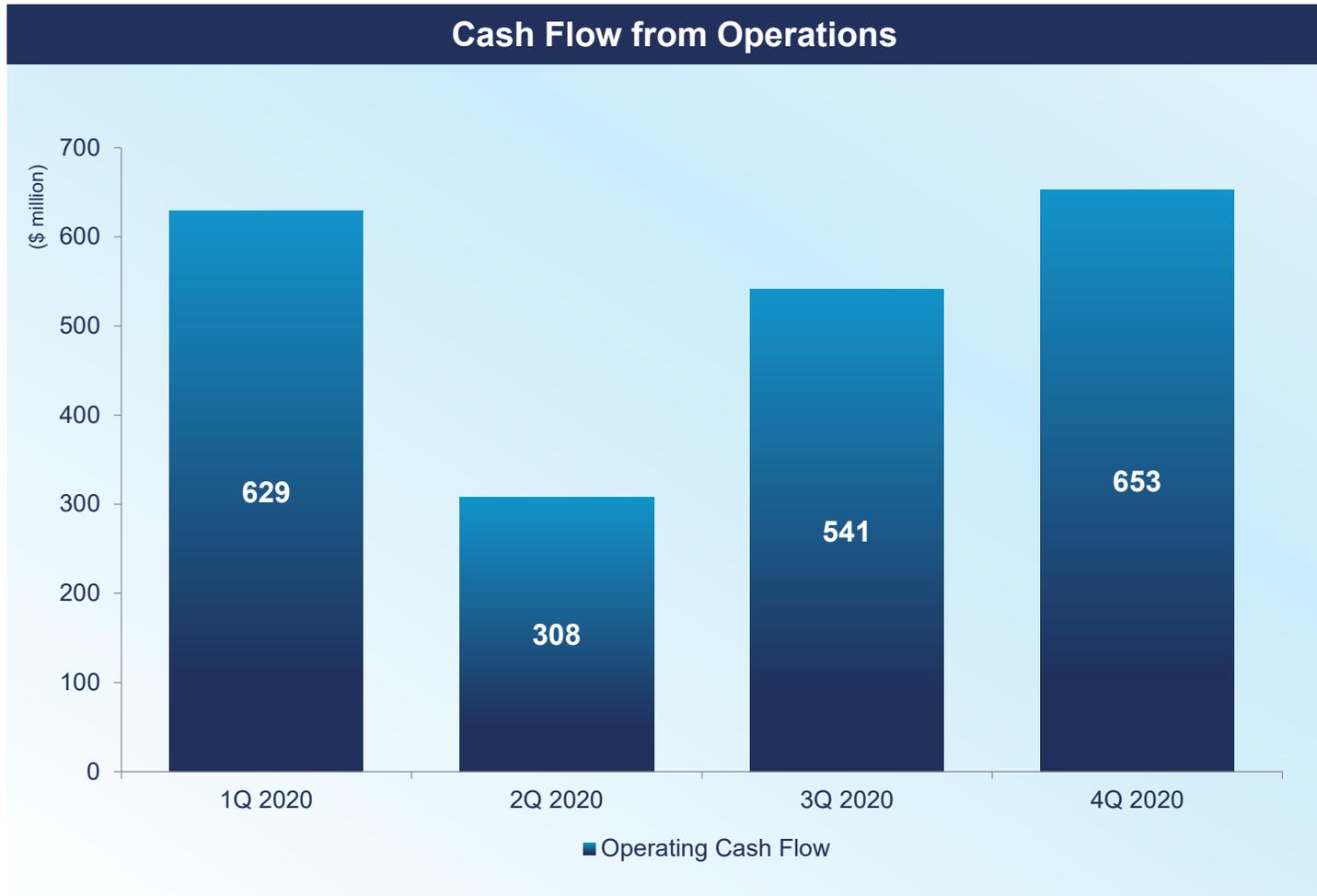
Key Drivers of Net Income	4Q 2020	4Q 2019	FY 2020	FY 2019
Asset Impairment	-	-	(973)	-
Cash Accounting	(117)	-	(311)	-
Loss on Debt Extinguishment	(76)	-	(118)	-
Loss on Investment	(29)	-	(144)	-
Income Tax Benefit	28	-	186	-
All other earnings	222	310	1,061	1,146
Net Income	28	310	(299)	1,146

Revenues and Other Income

(\$ million)	4Q 2020	4Q 2019	FY 2020	FY 2019
Basic Lease Rents	885	1,062	3,762	4,281
Maintenance Rents and Other Receipts	110	133	559	401
Net Gain on Sale of Assets	14	49	90	189
Other Income	22	14	83	66
Total Revenues and Other Income	1,032	1,257	4,494	4,937

- ▶ Basic lease rents decreased primarily due to lease restructurings, transitions and the impact of airline bankruptcies
- ▶ Maintenance rents and other receipts for 4Q 2020 decreased primarily due to lower end of lease compensation recognized during the quarter
- ▶ Net gain on sale of assets decreased due to the lower volume and composition of asset sales
- ▶ Other income increased primarily due to higher interest income

Cash Flow Recovery



- ▶ Cash flow from operations more than doubled from 2Q to 4Q
- ▶ The vast majority of our customers continue to pay every month
- ▶ New deferral requests have significantly slowed

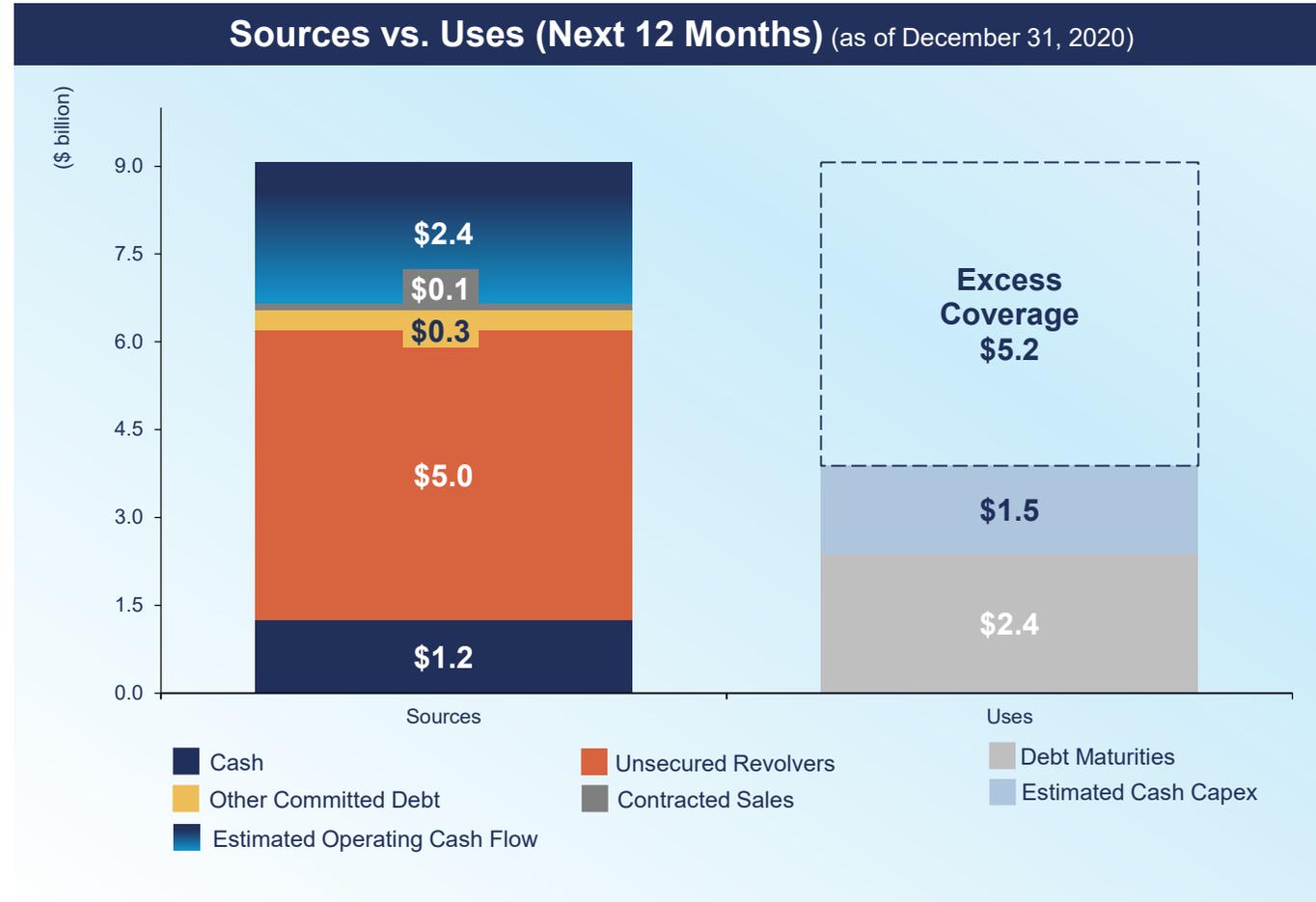
Other Expenses

(\$ million)	4Q 2020	4Q 2019	FY 2020	FY 2019
Asset Impairment	27	16	1,087	70
Selling, General & Administrative Expenses	64	71	242	267
Maintenance Rights Expense	6	25	46	77
Other Leasing Costs	85	62	278	211

- ▶ Asset impairment charges in 4Q 2020 related to lease terminations and sales transactions and were partially offset by related maintenance revenue
- ▶ Selling, general and administrative expenses for 4Q 2020 decreased ~11%
- ▶ Maintenance rights expense decreased as a result of lower maintenance activity during the period and the lower maintenance rights asset balance
- ▶ Other leasing costs in 4Q 2020 increased primarily due to higher expenses incurred as a result of lease terminations

Liquidity Position

Next 12 months' sources-to-uses coverage of 2.3x, with \$9.1 billion sources of liquidity



- ▶ **\$5.2 billion of excess cash coverage**
- ▶ **2.6x leverage ratio**
- ▶ **~26% secured debt-to-total assets ratio**
- ▶ **Unencumbered assets of ~\$26 billion**
- ▶ **In January 2021, we completed the offering of \$1 billion of 5-year senior unsecured notes with a 1.75% coupon**

See Supplemental Information – Capital Structure and Endnotes

AERCAP

Global Leader in Aviation



Q&A

AERCAP

Global Leader in Aviation

Supplemental Information

High-Quality and Well-Diversified Portfolio

New technology aircraft comprise ~63% of our owned fleet

Aircraft Type	Number of Owned Aircraft	% Net Book Value	Number of Managed Aircraft	Number of on Order Aircraft	Total Aircraft
Airbus A320 Family	274	13%	44	–	318
Airbus A320neo Family	165	23%	5	157	327
Airbus A330	60	4%	9	–	69
Airbus A350	27	10%	–	–	27
Boeing 737NG	228	15%	43	–	271
Boeing 737 MAX	5	1%	–	71	76
Boeing 767	22	–	–	–	22
Boeing 777-200ER	16	1%	2	–	18
Boeing 777-300 / 300ER	21	3%	1	–	22
Boeing 787	91	29%	1	23	115
Embraer E190 / 195-E2	15	1%	–	35	50
Other	15	–	–	–	15
Total	939	100%	105	286	1,330

▶ Average age of owned aircraft fleet is **6.4 years**
(**3.0 years** for new technology aircraft, **12.1 years** for current technology aircraft)

▶ Average remaining lease term is **7.3 years**

As of December 31, 2020

Forward Order and Purchase/Leasebacks

Aircraft Type	2021	2022	2023	2024	2025	Thereafter	Total
Airbus A320neo Family	23	30	37	29	25	13	157
Boeing 737 MAX	-	2	17	18	19	15	71
Boeing 787	6	1	1	4	4	7	23
Embraer E190 / 195-E2	2	-	-	11	18	4	35
Total Aircraft	31	33	55	62	66	39	286

As of December 31, 2020

Capital Structure

Adjusted Debt/Equity Calculation (\$ million)	Dec. 31, 2020	Dec. 31, 2019
Debt (including fair value adjustments)	28,742	29,486
Adjusted for:		
▶ Unrestricted cash & cash equivalents	(1,249)	(1,121)
▶ 50% equity credit for long-term subordinated debt	(1,125)	(1,125)
Adjusted Debt	26,368	27,240
Equity	8,932	9,382
Adjusted for:		
▶ 50% equity credit for long-term subordinated debt	1,125	1,125
Adjusted Equity	10,057	10,507
Adjusted Debt / Equity Ratio	2.6 to 1	2.6 to 1

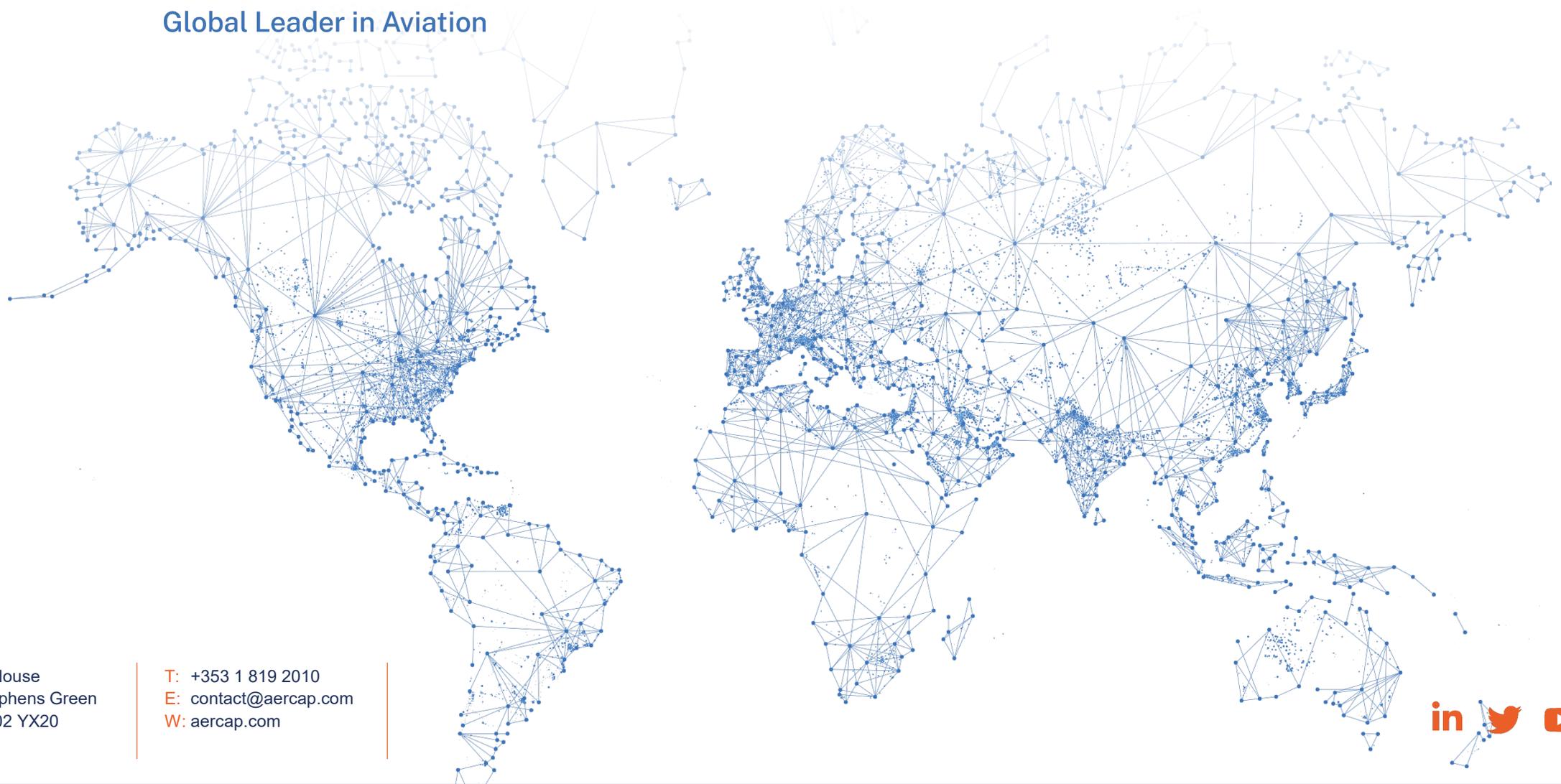
Endnotes

SLIDE 10: Liquidity Position

Estimated cash capex includes expected cash payments for aircraft deliveries and pre-delivery payments during the next 12 months.

AERCAP

Global Leader in Aviation



AerCap House
65 St Stephens Green
Dublin D02 YX20
Ireland

T: +353 1 819 2010
E: contact@aercap.com
W: aercap.com

