



# **AerCap Holdings N.V.**

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**Third Quarter 2008 Earnings Call**

**November 6, 2008**

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*• Pride • Dream • Passion*

# Forward Looking Statements & Safe Harbor

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## Third Quarter 2008 Highlights

- Net income was \$61.1 million in the third quarter 2008, exclusive of non-cash impact relating to mark-to-market of interest rate caps and share-based compensation (vs. \$58.1 million in 3Q 2007)
- Earnings per share in the third quarter 2008 were \$0.72 excluding the items referenced above (vs. \$0.68 in 3Q 2007)
- Net spread, the difference between basic rents and adjusted interest expense was \$93.3 million in the third quarter 2008, an increase of 25% over the third quarter 2007
- Total revenue for the third quarter 2008 was \$301.9 million, compared to \$335.9 million for the same period 2007 (decrease due to lower aircraft sales)
- Total assets were \$5.3 billion as of September 30, 2008, up 24% from September 30, 2007
- Committed purchases of aviation assets in 2008 are \$1.4 billion, of which \$1.1 billion closed in the first nine months of 2008



# Net Income

<b>(\$ Million)</b>	<b><u>3Q 2007</u></b>	<b><u>3Q 2008</u></b>
<b>Total Net Income</b>	<b>48.6</b>	<b>51.3</b>
<b>Adjusted for:</b>		
<b>Mark-to-market on interest rate caps</b>	<b>6.7</b>	<b>8.2</b>
<b>Share-based compensation charges</b>	<b><u>2.8</u></b>	<b><u>1.6</u></b>
<b>Net Income excluding above charges</b>	<b><u>58.1</u></b>	<b><u>61.1</u></b>

# Earnings Per Share

	<u>3Q 2007</u>	<u>3Q 2008</u>
<b>Earnings Per Share</b>	<b>\$0.57</b>	<b>\$0.60</b>
<b>Adjusted for: mark-to-market on interest rate caps and share based compensation</b>	<b>0.11</b>	<b>0.12</b>
<b>Earnings Per Share excluding above charges</b>	<b>\$0.68</b>	<b>\$0.72</b>
<b>Average Shares Outstanding (Millions)</b>	<b>85.0</b>	<b>85.0</b>



# Net Spread (Margin)

(\$ Millions)

	<u>3Q 2007</u>	<u>3Q 2008</u>	<u>% Change</u>
Basic Lease Rents	125	133	6%
Less: Interest Expense*	<u>(51)</u>	<u>(40)**</u>	(22%)
Net Spread (Margin)	75	93	25%
Average Lease Assets	3,054	3,731	22%

- Basic lease rents increase due to asset growth, partially offset by lessee defaults & interest rate decrease
- Interest expense reduced due to lower interest rate, keeping margins intact
- Growth of ~22% in lease assets, plus benefit from caps driving ~25% increase in margins

\*Excludes non-cash impact relating to the mark-to-market of interest rate caps

\*\*Includes ~\$2.8 million credit from discounted purchase of ALS bonds partially offset by ~\$1.5 million charge relating to unamortized fees on sale of ALS aircraft.



# Net Spread Trends

(\$ Millions)	<u>2007 Avg. Quarter</u>	<u>2008 1st Quarter</u>	<u>2008 2nd Quarter</u>	<u>2008 3rd Quarter</u>
Net Spread (Margin)*	77	86	93	93**

*Growth in Net Spread Reflective of Growth in Leasing Income;  
2008 Avg. Quarter Expected to be ~\$91 Million (+18% over 2007)*

\* Net Spread = Basic rents minus interest expense  
(excluding non-cash charges relating to the mark-to-market of interest rate caps and 2007 refinancing charges)

\*\* 3Q Net Spread down ~\$6 million as a result of airline defaults

# Total Revenue

(\$ Millions)

	<u>3Q 2007</u>	<u>3Q 2008</u>
Basic Lease Rents	125	133
Maintenance Rents	12	35*
Sales Revenue	187	122
Servicing Fees and Interest Income	12	8
Other Revenue	<u>0</u>	<u>4</u>
<b>Total Revenue</b>	<b><u>336</u></b>	<b><u>302**</u></b>

\* Increase in maintenance rents driven by change-in-estimate and lessee defaults

\*\* Decrease in revenue driven by lower aircraft sales revenue





# Maintenance Reserves – Change in Estimate

**Accrued Maintenance Liability at September 30, 2008**

**\$208 Million**

**Amounts Not Expected to be Returned to Lessees  
(Recorded as Maintenance Revenue in 3<sup>rd</sup> Qtr 2008)\***

**\$17 Million**

\* ~\$4 Million Collected from Lessees During 3<sup>rd</sup> Quarter 2008 and ~\$13 Million Collected in Previous Periods



# Impact from Defaults

(\$ Millions)

	<u>2Q 2008</u>	<u>3Q 2008</u>	<u>Est. 4Q 2008</u>	<u>Est. 2008 Total</u>
<b>Lost Basic Lease Rents (Net of Security Deposits)</b>	(3)	(6)	~ (3)	~ (12)
<b>Maintenance Rents</b>	2	8	-	10
<b>Leasing Expenses</b>	<u>-</u>	<u>(1)</u>	<u>~ (10)</u>	<u>~ (11)</u>
<b>Subtotal</b>	(1)	1	~ (13)	~ (13)

## Accounting Specifics

- Security deposits are applied against past-due rents, reducing impact from lost rents
- Maintenance rents held are recorded as revenue upon lease termination
- Costs are expensed as incurred



# Sales Revenue

(\$ Millions)	<u>3Q 2007</u>	<u>3Q 2008</u>
<b>Aircraft Sales</b>	<b>165</b>	<b>97</b>
<b>Engine Sales</b>	<b>8</b>	<b>6</b>
<b>Part Sales</b>	<b><u>14</u></b>	<b><u>19</u></b>
<b>Total Sales Revenue</b>	<b>187</b>	<b>122</b>
<b>Gain from Aircraft Sales</b>	<b><u>36</u></b>	<b><u>13</u></b>

## 6 aircraft sold\*

1 A330-200  
1 A321-200  
4 MD82

## Sales margins

1 A330-200 ~9%  
1 A321-200 ~22%  
4 MD82 Break-even

\*In addition to these 6 aircraft sales, an A340 held in a 25% JV was sold for a profit of ~\$4 million (in other revenue)

# Leasing Expenses and SG&A

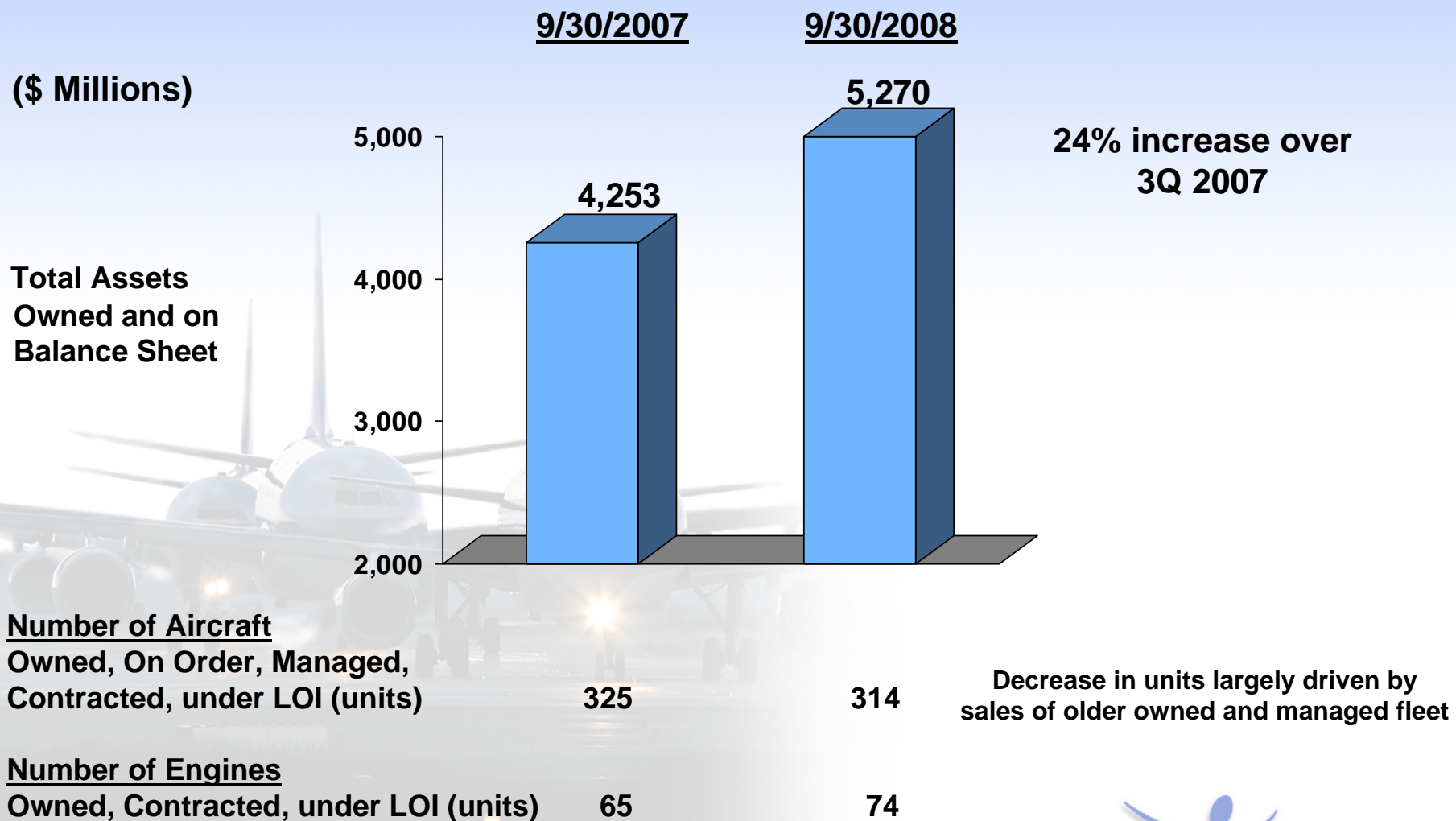
(\$ Millions)	<u>3Q 2007</u>	<u>3Q 2008</u>	<u>% Change</u>
Operating lease in costs	4.7	4.3	(9%)
Leasing expenses	0.5	5.4	> 100%
SG&A	<u>27.9</u>	<u>33.4*</u>	20%
Total Leasing expenses and SG&A	33.1	43.1*	30%

\*~\$4 million of increase driven by higher Euro/U.S. dollar exchange rates

# Tax Rate

	<u>FY 2007</u>	<u>YTD 2008</u>
<b>Tax Rate for Aircraft</b>	<b>9.8%</b>	<b>7.8%</b>
<b>Tax Rate for Engine/Parts</b>	<b>35.4%</b>	<b>14.0%</b>
<b>Blended Tax Rate</b>	<b>11.8%</b>	<b>8.3%</b>

# Total Assets and Number of Aircraft/Engines



# Purchases of Aviation Assets

<b>(\$ Millions)</b>	<b><u>3Q YTD 2008</u></b>	<b><u>Committed 2008</u></b>
<b>Aircraft Related</b>	1,040	1,315
<b>Engines/Airframes</b>	<u>58</u>	<u>66</u>
<b>Total Purchases</b>	<b>1,098</b>	<b>1,381</b>
<hr/>		
<b>Number of Aircraft Purchases (Units)</b>	<b>47</b>	<b>61</b>



# Portfolio Management Metrics

<u>Lease Portfolio</u>	<u>FY 2007</u>	<u>3Q 2008</u>
Utilization Rate	98.4%	97.5%
Portfolio Yield (Year-to-Date)*	18.1%	17.5%
Average Term (Months)		
- New Aircraft Leases	107	121**
- Used Aircraft Leases	72	65***

\* Lease revenue divided by average book value of flight equipment

\*\* Reflects 36 lease agreements and 17 LOIs for new aircraft leases signed during 1Q, 2Q and 3Q 2008

\*\*\* Reflects 41 lease agreements and 18 LOIs for used aircraft leases signed during 1Q, 2Q and 3Q 2008





# Aircraft Portfolio Valuation

(\$ Billion)	<u>Carrying Value or Price Paid</u>	<u>External Appraisers</u>	<u>Difference/ Appraisers Value</u>
<b>A320 Family, A330s, &amp; B737NGs (~95% of Portfolio; ...only ~11% &gt; 8 Years of Age)</b>	<b>5.64</b>	<b>7.06</b>	<b>20%</b>
<b>B757s, B767s, A300s (~3.0% of Portfolio)</b>	<b>0.17</b>	<b>0.22</b>	<b>23%</b>
<b>B737 Classics and All Others (~2.0% of Portfolio)</b>	<b><u>0.17</u></b>	<b><u>0.23</u></b>	<b>26%</b>
<b>Total Aircraft Assets</b>	<b>5.98</b>	<b>7.51</b>	<b>20%</b>

**Note:**

- Based on data provided by external appraisers (Ascend, BK Associates, and AISI)
- Includes AerCap's currently owned aircraft plus forward orders (discounted to present)
- Based on information as of September 30, 2008
- Excluding JV partner's share



# Debt and Equity

(\$ Million)

	<u>3Q 2007</u>	<u>3Q 2008</u>
<b>Total Debt</b>	<b>2,782</b>	<b>3,603</b>
<b>Average Cost of Debt in the Quarter*</b>	<b>6.8%</b>	<b>4.3%</b>
<b>Shareholder Equity</b>	<b>908</b>	<b>1,127</b>
<b>Debt / Equity Ratio</b>	<b>3.1 to 1</b>	<b>3.2 to 1</b>

\* Interest expense divided by average debt balance, excluding mark-to-market on interest rate caps



# Funding/Access to Capital

**Unrestricted Cash Balance at September 30, 2008\*** **\$176 Million**

**Operating Cash Flow for 3Q 2008** **\$73 Million**

\* Free cash only (excludes restricted cash balance of \$168 million)

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**Remaining Financing Requirements (2009 - 2012)** **\$4.7 Billion**

**Less: Available Lines of Credit at September 30, 2008** **(\$2.6)**

**Less: ECA Financings in Process** **(\$1.2)**

**Subtotal** **\$0.9\*\***

\*\* Relates primarily to 2011/2012



# 2008 Financial Outlook

- Purchases of aviation assets expected to be ~\$1.4 billion
- “Net spread” (basic lease rents less interest expense) is expected to increase ~18% over 2007
- Full year sales revenue expected to be slightly above 2007
  - Estimate includes the sale of 2 aircraft in 4Q 2008 (currently in process)
- Average cost of debt now expected to be ~4.6%
  - Assumes average one month LIBOR in 4Q of ~3.0%
- Tax rate expected to be ~8-9%
- 4Q EPS expected to be negatively impacted by the previously described airline defaults, and lower maintenance rents compared to 3Q EPS
- ROE expected to be ~20%

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# Appendix



# Aircraft and Engine Transactions

- 24 new aircraft lease agreements and letters-of-intent executed during third quarter 2008
- 11 aircraft and 9 engines delivered to lessees during third quarter 2008
- 4 aircraft and 7 engines purchased during third quarter 2008
- 10 aircraft and 2 engines sold during third quarter 2008 from our owned and managed portfolios

# Forward Order Aircraft

**Total  
Number of  
Aircraft  
100**



**As of  
December 31, 2007**



**As of  
September 30, 2008**



# Sales Revenue vs. Proceeds from Sales (Income vs. Cash Flow Statement)

<b>(\$ Million)</b>	<b><u>3Q 2008</u></b>	<b><u>YTD 2008</u></b>
<b>Sales Revenue ( from Income Statement)</b>	<b>122</b>	<b>446</b>
<b>Less: Inventory Sales*</b>	<b>(17)</b>	<b>(87)</b>
<b>Non-Cash Maintenance Sales Revenue</b>	<b><u>-</u></b>	<b><u>(7)</u></b>
<b>Proceeds from Sales/Disposal of Assets (from Cash Flow Statement)</b>	<b>105</b>	<b>352</b>

\* Reflected in Change in Assets /Liabilities in Cash Flow Statement (Inventories)

# Gain from Sales (Income vs. Cash Flow Statement)

	<u>3Q 2008</u>	<u>YTD 2008</u>
<b>Gain from Sales (Income Statement)</b>		
.... Sales Revenue less COGS	13	86
<b>Less: Inventory Sales*</b>	(4)	(24)
<b>Add: Gain on Sale of Investments</b>	<u>3</u>	<u>3</u>
<b>Gain on Disposal of Assets (Cash Flow Statement)</b>	12	65

\* Reflected in Change in Assets /Liabilities in Cash Flow Statement (Inventories)