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# AerCap Holdings N.V. Reports Financial Results for the Third Quarter 2020

DUBLIN – November 10, 2020 – AerCap Holdings N.V. (NYSE: AER), the global leader in aircraft leasing, today reported financial results for the third quarter of 2020 ended September 30, 2020.

- Net loss for the third quarter of 2020, which includes special items, was \$850 million, or \$6.66 per share. This compares to net income of \$270 million, or earnings per share of \$2.01, for the same period in 2019.
- Excluding special items, net income for the third quarter of 2020 was \$158 million, or \$1.24 per share.
- Special items in the third quarter of 2020 included a non-cash write-down of \$973 million of flight equipment and goodwill, a non-cash charge of \$128 million related to mark-to-market on investment, and \$43 million of debt extinguishment costs.

Aengus Kelly, Chief Executive Officer of AerCap, said "While the aviation industry continues to face challenges, we are seeing a steady recovery in air travel and in AerCap's cash flows from the lows of April. The positive developments announced yesterday regarding the near-term availability for a Covid-19 vaccine, as well as the planned roll-out of rapid pre-departure testing, should provide a further boost to the industry.

"Throughout this pandemic, AerCap has taken numerous proactive steps to manage through this environment, including executing over \$12 billion of liquidity initiatives, which resulted in the company ending the quarter with our strongest ever liquidity position. As we look forward, we are confident that there will be significant attractive opportunities for AerCap to deploy its capital as the recovery continues.

"We are seeing an acceleration of the pre-pandemic trend of airlines transitioning into new technology aircraft, of which AerCap is the largest owner in the world," continued Mr. Kelly. "We have reviewed each aircraft in our portfolio to ensure that our assumptions are reflective not only of conditions today, but, importantly, of those we believe are likely to prevail for the remaining useful life of each aircraft. After this comprehensive review of our entire fleet, in the third quarter we have taken a non-cash impairment charge that is focused primarily on current technology widebody aircraft."

## <u>Highlights</u>

#### **Cash Flow Recovery:**

- Cash flow from operating activities was \$541 million, an increase of 76% from the second quarter of 2020.
- New deferral requests in the third quarter were lower than in the second quarter, with deferral notes receivable increasing by only \$56 million during the third quarter.

#### Strong Balance Sheet:

- AerCap ended the third quarter with over \$11 billion in total sources of liquidity, representing a record next 12 months' sources-to-uses coverage ratio of 2.9x.
- Adjusted debt/equity ratio of 2.67 to 1, below the company's target of 2.7x to 1.
- Secured debt-to-total assets ratio of 24%.
- Approximately \$26 billion of unencumbered assets, providing a high degree of flexibility.

#### **Attractive Aircraft Fleet:**

- AerCap is the world's largest owner of new technology aircraft, which comprise 62% of the company's fleet, compared with approximately 12% of the global in-service passenger fleet as of January 2020.
- AerCap's average current lease expires in 2028, and only 7% of the company's aircraft by book value are scheduled to come off lease through the end of 2022.

## Third Quarter 2020 Financial Results

- Net loss was \$850 million, compared with net income of \$270 million for the same period in 2019. Loss per share was \$6.66, compared with earnings per share of \$2.01 for the same period in 2019.
- The decrease in net income was primarily driven by a non-cash write-down of flight equipment and goodwill, a non-cash charge related to mark-to-market on investment, and debt extinguishment costs.
- Excluding special items, net income was \$158 million, or \$1.24 per share.

## **Revenue and Net Spread**

	Three months ended September 30,		Nine months ended September 30,			
	2020	2019	% increase/ (decrease)	2020	2019	% increase/ (decrease)
	(U.S. D	ollars in mi	llions)	(U.S. D	ollars in mi	lions)
Lease revenue:						
Basic lease rents	\$897	\$1,067	(16%)	\$2,876	\$3,219	(11%)
Maintenance rents and other receipts	91	73	25%	449	269	67%
Total lease revenue	988	1,139	(13%)	3,326	3,487	(5%)
Net gain on sale of assets	7	41	(82%)	76	140	(46%)
Other income	31	14	117%	61	53	16%
Total Revenues and other income	\$1,027	\$1,194	(14%)	\$3,462	\$3,680	(6%)

Basic lease rents were \$897 million for the third quarter of 2020, compared with \$1,067 million for the same period in 2019. The decrease was primarily due to lease restructurings, transitions and the impact of airline bankruptcies.

Maintenance rents and other receipts were \$91 million for the third quarter of 2020, compared with \$73 million for the same period in 2019. The increase was primarily due to higher maintenance revenue recognized as a result of lease terminations during the third quarter of 2020.

Net gain on sale of assets for the third quarter of 2020 was \$7 million, relating to seven aircraft sold for \$63 million, compared with \$41 million for the same period in 2019, relating to 19 aircraft sold for \$561 million. The decrease was primarily due to the lower volume and composition of asset sales.

Other income for the third quarter of 2020 was \$31 million, compared with \$14 million for the same period in 2019. The increase was primarily driven by higher interest income.

	Three montl	hs ended Se	ptember 30,	Nine month	ns ended Sej	otember 30,
	2020	2019	% increase/ (decrease)	2020	2019	% increase/ (decrease)
	(U.S. I	Dollars in mi	llions)	(U.S.	Dollars in mi	llions)
Basic lease rents	\$897	\$1,067	(16%)	\$2,876	\$3,219	(11%)
Interest expense	307	312	(2%)	938	979	(4%)
Adjusted for:						
Mark-to-market of interest rate caps and swaps	0	(3)	(100%)	(15)	(29)	(49%)
Interest expense excluding mark-to-market of interest rate caps and swaps	307	309	(1%)	923	950	(3%)
Net interest margin (*)	\$590	\$758	(22%)	\$1,953	\$2,269	(14%)
Depreciation and amortization, including maintenance rights expense	(428)	(429)		(1,283)	(1,312)	(2%)
Net interest margin, less depreciation and amortization	\$163	\$329	(51%)	\$670	\$957	(30%)
Average lease assets (*)	\$36,926	\$37,663	(2%)	\$37,313	\$37,524	(1%)
Annualized net spread (*)	6.4%	8.0%		7.0%	8.1%	
Annualized net spread less depreciation and amortization (*)	1.8%	3.5%		2.4%	3.4%	

(\*) Refer to "Notes Regarding Financial Information Presented in This Press Release" for details relating to these non-GAAP measures

Interest expense excluding mark-to-market of interest rate caps and swaps was \$307 million for the third quarter of 2020, compared with \$309 million for the same period in 2019. AerCap's average cost of debt was 4.0% for the third quarter of 2020, compared with 4.2% for the same period in 2019. The company's average cost of debt includes debt issuance costs, upfront fees and other impacts of approximately 0.3% to 0.4%.

#### Selling, General and Administrative Expenses

	Three months ended September 30, Nine months ended		ns ended Sep	d September 30,		
	2020	2019	% increase/ (decrease)	2020	2019	% increase/ (decrease)
	(U.S. Dollars in millions)		(U.S. I	Dollars in mi	lions)	
Selling, general and administrative expenses	\$44	\$49	(10%)	\$129	\$144	(11%)
Share-based compensation expenses	17	16	8%	50	52	(4%)
Total selling, general and administrative expenses	\$61	\$65	(6%)	\$178	\$196	(9%)

#### Asset Impairment

Asset impairment charges were \$973 million for the third quarter of 2020, compared to \$31 million for the same period in 2019. Asset impairment charges recorded in the third quarter of 2020 included \$915 million of impairment of flight equipment, related primarily to current technology widebody aircraft, in particular Airbus A330 and Boeing 777 aircraft, as well as the write-off of \$58 million of goodwill. Current technology widebody aircraft now represent less than 10% of the net book value of AerCap's fleet.

#### **Other Expenses**

Leasing expenses were \$51 million for the third quarter of 2020, compared with \$44 million for the same period in 2019. The increase was primarily due to higher leasing expenses as a result of lease terminations, partially offset by a decrease in maintenance rights expense as a result of lower maintenance activity during the period and the lower maintenance rights asset balance.

#### **Effective Tax Rate**

AerCap's effective tax rate for the full year 2020 is expected to be 7%, compared with the effective tax rate of 12.5% for the full year 2019. The effective tax rate is impacted by the source and amount of earnings among our different tax jurisdictions as well as the amount of permanent tax differences relative to pre-tax income.

The company's effective tax rate was 11.1% for the third quarter of 2020, compared to 13.0% for the third quarter of 2019. Our effective tax rate in any quarter can be impacted by revisions to the estimated full year rate.

#### **Book Value Per Share**

	September 30, 2020	September 30, 2019
	(U.S. Dollars except share and	in millions, I per share data)
Total AerCap Holdings N.V. shareholders' equity	\$8,811	\$9,175
Ordinary shares outstanding	129,756,613	134,742,482
Unvested restricted stock	(2,163,670)	(2,229,371)
Ordinary shares outstanding (excl. unvested restricted stock)	127,592,943	132,513,111
Book value per ordinary share outstanding (excl. unvested restricted stock)	\$69.06	\$69.24

#### **Financial Position**

	September 30, 2020	December 31, 2019	% increase/ (decrease) over December 31, 2019
	(U	.S. Dollars in millions	5)
Total cash, cash equivalents and restricted cash	\$3,526	\$1,300	171%
Total lease assets (*)	36,252	37,930	(4%)
Total assets	44,421	43,749	2%
Debt	31,087	29,486	5%
Total liabilities	35,542	34,367	3%
Total AerCap Holdings N.V. shareholders' equity	8,811	9,315	(5%)
Total equity	8,879	9,382	(5%)

(\*) Refer to "Notes Regarding Financial Information Presented in This Press Release" for details relating to this non-GAAP measure

#### Boeing 737 MAX

Following the fatal accidents of two Boeing 737 MAX aircraft, the worldwide fleet of these aircraft was grounded by aviation authorities in March 2019 and production was temporarily suspended by Boeing in January 2020, resulting in ongoing delays in the delivery of AerCap's aircraft on order from Boeing. As of September 30, 2020, we had five Boeing 737 MAX aircraft delivered and on lease. During the third quarter of 2020, AerCap cancelled its orders for 24 Boeing 737 MAX aircraft.

#### **Aircraft Portfolio**

As of September 30, 2020, AerCap's portfolio consisted of 1,342 aircraft that were owned, on order or managed. The average age of the company's owned fleet as of September 30, 2020 was 6.3 years (2.9 years for new technology aircraft, 11.9 years for current technology aircraft) and the average remaining contracted lease term was 7.3 years.

#### **Notes Regarding Financial Information Presented in This Press Release**

The financial information presented in this press release is not audited.

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.

The following are definitions of non-GAAP measures used in this press release. We believe these measures may further assist investors in their understanding of our operational performance.

#### Net income / earnings per share excluding special items

Net income excluding special items is calculated as net loss excluding the after-tax impact of a noncash write-down of \$973 million of flight equipment and goodwill, a non-cash charge of \$128 million related to mark-to-market on investment and \$43 million of debt extinguishment costs. Earnings per share excluding special items is calculated by dividing net income excluding special items by the weighted average of our ordinary shares outstanding. Given the relative significance of these items during the third quarter of 2020, we have chosen to present these measures in order to assist investors in their understanding of the changes and trends related to our earnings.

	Three months ended S	September 30, 2020	
	Net (loss) income	(Loss) earnings per share	
	(U.S. Dollars in millions,	except per share data)	
Net loss / loss per share	(\$ 850)	(\$6.66)	
Special items:			
Asset impairment	973	7.63	
Unrealized loss on investment	128	1.01	
Loss on debt extinguishment	43	0.34	
Income tax effect	(136)	(1.06)	
Net income / earnings per share excluding special items	\$158	\$1.24	

#### Adjusted debt/equity ratio

This measure is the ratio obtained by dividing adjusted debt by adjusted equity.

- Adjusted debt means consolidated total debt less cash and cash equivalents, and less a 50% equity credit with respect to certain long-term subordinated debt.
- Adjusted equity means total equity, plus the 50% equity credit relating to the long-term subordinated debt.

Adjusted debt and adjusted equity are adjusted by the 50% equity credit to reflect the equity nature of those financing arrangements and to provide information that is consistent with definitions under certain of our debt covenants. We believe this measure may further assist investors in their understanding of our capital structure and leverage.

	September 30, 2020	December 31, 2019
	(U.S. Dollars except debt/	in millions, equity ratio)
Debt	\$31,087	\$29,486
Adjusted for:		
Cash and cash equivalents	(3,244)	(1,121)
50% credit for long-term subordinated debt	(1,125)	(1,125)
Adjusted debt	\$26,718	\$27,240
Equity	\$8,879	\$9,382
Adjusted for:		
50% credit for long-term subordinated debt	1,125	1,125
Adjusted equity.	\$10,004	\$10,507
Adjusted debt/equity ratio	2.67 to 1	2.59 to 1

Net interest margin, annualized net spread, annualized net spread less depreciation and amortization and average cost of debt

Net interest margin is calculated as the difference between basic lease rents and interest expense, excluding the impact of the mark-to-market of interest rate caps and swaps. Annualized net spread is net interest margin expressed as a percentage of average lease assets. Annualized net spread less depreciation and amortization is net interest margin less depreciation and amortization, including maintenance rights expense, expressed as a percentage of average lease assets. Average cost of debt is calculated as interest expense, excluding mark-to-market on interest rate caps and swaps, divided by average debt balance. We believe these measures may further assist investors in their understanding of the changes and trends related to the earnings of our leasing activities. These measures reflect the impact from changes in the number of aircraft leased, lease rates and utilization rates, as well as the impact from changes in the amount of debt and interest rates.

#### Lease assets

Lease assets include flight equipment held for operating leases, flight equipment held for sale, net investment in finance and sales-type leases and maintenance rights assets.

#### **Conference Call**

In connection with its report of third quarter 2020 results, management will host a conference call with members of the investment community today, Tuesday, November 10, 2020, at 8:30 am Eastern Time. The call can be accessed live via webcast, by visiting AerCap's website <a href="https://investors.aercap.com">https://investors.aercap.com</a>, or by dialing (U.S./Canada) +1 929 477 0402 or (International) +353 1 246 5621 and referencing passcode 9049651 at least 5 minutes before the start time.

The webcast replay will be archived in the "Investors" section of the company's website for one year.

For further information, contact Joseph McGinley: +353 1 418 0428 (jmcginley@aercap.com).

#### About AerCap

AerCap is the global leader in aircraft leasing. AerCap serves approximately 200 customers in approximately 80 countries with comprehensive fleet solutions. AerCap is listed on the New York Stock Exchange (AER) and has its headquarters in Dublin with offices in Shannon, Los Angeles, Singapore, Amsterdam, Shanghai, Abu Dhabi, Seattle and Toulouse.

#### **Forward-Looking Statements**

This press release 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 press release 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 press release will prove to be accurate or correct. In light of these risks, uncertainties and assumptions, the future performance or events described in the forwardlooking statements in this press release 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.

For more information regarding AerCap and to be added to our email distribution list, please visit <u>www.aercap.com</u> and follow us on Twitter <u>www.twitter.com/aercapnv</u>.

# AerCap Holdings N.V. Unaudited Consolidated Balance Sheets

(U.S. Dollars in thousands)

	September 30, 2020	December 31, 2019
Assets		
Assets Cash and cash equivalents	\$3,244,433	\$1,121,396
Restricted cash	\$3,244,433 281,353	178.951
Trade receivables	189,950	47,935
Flight equipment held for operating leases, net.	34.735.697	35.870.781
Net investment in finance and sales-type leases.	922.297	1,011,549
Flight equipment held for sale	3,575	336,592
Prepayments on flight equipment	2,710,270	2,954,478
Maintenance rights and lease premium, net	682,968	809.615
Other intangibles, net	229,928	307,394
Deferred income tax assets	105,447	95,077
Other assets	1,315,200	1,015,476
Total Assets	\$44,421,118	\$43,749,244
Liabilities and Equity		
Accounts payable, accrued expenses and other liabilities.	\$1,147,571	\$1,032,623
Accrued maintenance liability	1,828,246	2,190,159
Lessee deposit liability	594,631	747,790
Debt	31,087,112	29,486,131
Deferred income tax liabilities	884,069	910,336
Total liabilities	35,541,629	34,367,039
Ordinary share capital €0.01 par value, 350,000,000 ordinary shares authorized as of September 30, 2020 and December 31, 2019;		
138,847,345 and 141,847,345 ordinary shares issued and 129,756,613 and 131,583,489 ordinary shares outstanding		
(including 2,163,670 and 2,354,318 unvested restricted stock) as of September 30, 2020 and December 31, 2019, respectively	1,721	1,754
Additional paid-in capital	2,089,932	2,209,462
Treasury shares, at cost (9,090,732 and 10,263,856 ordinary shares		
as of September 30, 2020 and December 31, 2019, respectively)	(492,033)	(537,341)
Accumulated other comprehensive loss	(168,946)	(93,587)
Accumulated retained earnings	7,380,699	7,734,609
Total AerCap Holdings N.V. shareholders' equity	8,811,373	9,314,897
Non-controlling interest	68,116	67,308
Total Equity	8,879,489	9,382,205
Total Liabilities and Equity	\$44,421,118	\$43,749,244

#### AerCap Holdings N.V.

#### **Unaudited Consolidated Income Statements**

(U.S. Dollars in thousands, except share and per share data)

-	Three months ended September 30,		Nine months ended September 30,			
-	2020	2019	2020	2019		
Revenues and other income						
Lease revenue:		<b>A</b> , and <b>a</b> , i				
Basic lease rents	\$897,358	\$1,066,584	\$2,876,278	\$3,218,934		
Maintenance rents and other receipts.	90,743	72,600	449,252	268,506		
Total lease revenue	988,101	1,139,184	3,325,530	3,487,440		
Net gain on sale of assets	7,151	40,519	75,519	140,217		
Other income	31,304	14,382	60,963	52,731		
Total Revenues and other income	1,026,556	1,194,085	3,462,012	3,680,388		
Expenses						
Depreciation and amortization	415,970	415,313	1,243,586	1,260,255		
Asset impairment	972,921	31,168	1,060,289	54,018		
Interest expense	307,316	312,311	937,691	978,931		
Loss on debt extinguishment	42,835	_	42,835	_		
Leasing expenses	51,211	44,080	232,082	201,045		
Selling, general and administrative expenses	60,918	64,712	178,415	196,128		
Total Expenses	1,851,171	867,584	3,694,898	2,690,377		
Unrealized loss on investment at fair value	(128,363)		(114,421)			
(Loss) income before income taxes and income of investments						
accounted for under the equity method	(952,978)	326,501	(347,307)	990,011		
Benefit (provision) for income taxes	106,077	(42,445)	24,311	(128,701		
Equity in net earnings of investments accounted for under the equity method	(3,901)	(12,065)	(397)	(8,028		
Net (loss) income	(\$850,802)	\$271,991	(\$323,393)	\$853,282		
Net loss (income) attributable to non-controlling interest	873	(1,701)	(3,651)	(17,346		
- Net (loss) income attributable to AerCap Holdings N.V	(\$849,929)	\$270,290	(\$327,044)	\$835,936		
Basic (loss) earnings per share	(\$6.66)	\$2.03	(\$2.56)	\$6.16		
Diluted (loss) earnings per share	(\$6.66)	\$2.01	(\$2.56)	\$6.10		
Weighted average shares outstanding - basic	127,589,905	133,182,744	127,771,182	135,732,923		
Weighted average shares outstanding - diluted	127,589,905	134,175,597	127,771,182	136,990,028		

#### AerCap Holdings N.V.

#### **Unaudited Consolidated Statements of Cash Flows**

(U.S. Dollars in thousands)

	Nine months ended September 3		
	2020	2019	
Net (loss) income	(\$323,393)	\$853,282	
Adjustments to reconcile net (loss) income to net cash provided by operating activities:		ψ000,202	
Depreciation and amortization		1,260,255	
Asset impairment		54,018	
Amortization of debt issuance costs, debt discount, debt premium and lease premium		61,297	
Amortization of fair value adjustment on debt.		(62,361	
Maintenance rights write-off		174,544	
Maintenance liability release to income		(143,316	
Net gain on sale of assets		(140,217	
Deferred income taxes		131,708	
Collections of finance and sales-type leases		72,775	
Unrealized loss on investment at fair value		12,110	
Loss on debt extinguishment	,		
Other.		134,416	
Changes in operating assets and liabilities:	200,400	104,410	
Trade receivables	(148,184)	(15,424	
Other assets		(7,053	
Accounts payable, accrued expenses and other liabilities		(36,561	
Net cash provided by operating activities		2,337,363	
	1,11,010	2,001,000	
Purchase of flight equipment	(306,048)	(2,396,722	
Proceeds from sale or disposal of assets		1,171,886	
Prepayments on flight equipment		(1,015,332	
Other.		(1,010,002	
Net cash used in investing activities		(2,240,185	
Issuance of debt	10,165,837	5,339,455	
Repayment of debt		(5,523,401	
Debt issuance and extinguishment costs paid, net of debt premium received.		(18,524	
Maintenance payments received		564,374	
Maintenance payments returned		(249,382	
Security deposits received		199,091	
Security deposits returned		(194,841	
Dividend paid to non-controlling interest holders and others.		(4,837	
Repurchase of shares and tax withholdings on share-based compensation.		(425,609	
Net cash provided by (used in) financing activities		(313,674	
········	1,200,114	(0.0,014	
Net increase (decrease) in cash, cash equivalents and restricted cash	2,224,500	(216,496	
Effect of exchange rate changes on cash, cash equivalents and restricted cash.		(1,926	
Cash, cash equivalents and restricted cash at beginning of period.		1,415,035	
Cash, cash equivalents and restricted cash at end of period		\$1,196,613	