



# Q2 2022 Investor Presentation



# Important Notice

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The information contained in the following slides refers to ACG and its owned portfolio of aircraft (unless aircraft managed by ACG are noted as included) and does not include aircraft financed or guaranteed through ACG’s Aircraft Financing Solutions program. All information is as of June 30, 2022 unless otherwise indicated. ACG does not undertake any obligation to update the information contained herein. Please note that in providing this information, ACG has not considered the objectives, financial position or needs of any reader. The reader should not construe this information as investment, legal, accounting or tax advice, and should obtain and rely on the reader’s own professional advice from its tax, legal, accounting and other professional advisers.

This presentation includes references to certain non-GAAP financial measures. Management believes that, in addition to using GAAP results to evaluate ACG’s business, these non-GAAP financial measures can be useful to evaluate our financial condition and compare results across periods. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures prepared in accordance with GAAP. The non-GAAP measures used by ACG may differ from the non-GAAP measures used by other companies. Investors and potential investors are encouraged to review the reconciliation of non-GAAP financial measures to their most directly comparable GAAP financial measure set forth in the Appendix.

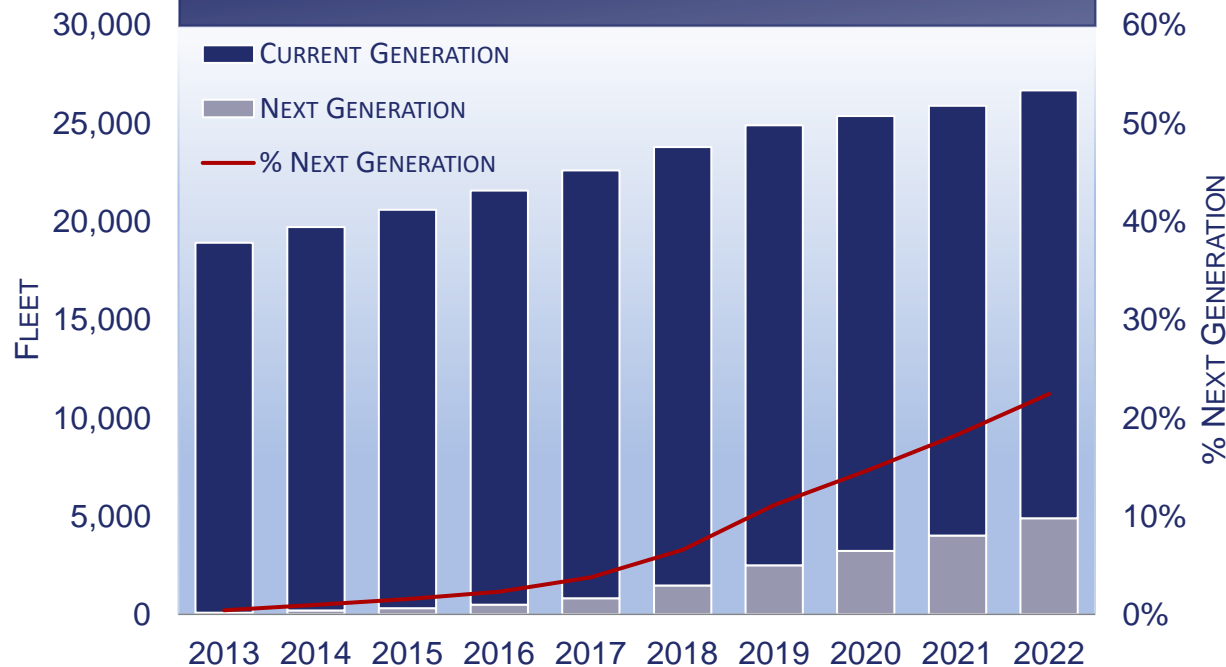
# Global Fleet Continuing to Transition to Next Generation Equipment



Next generation aircraft represent 55% of ACG's owned fleet and commitments

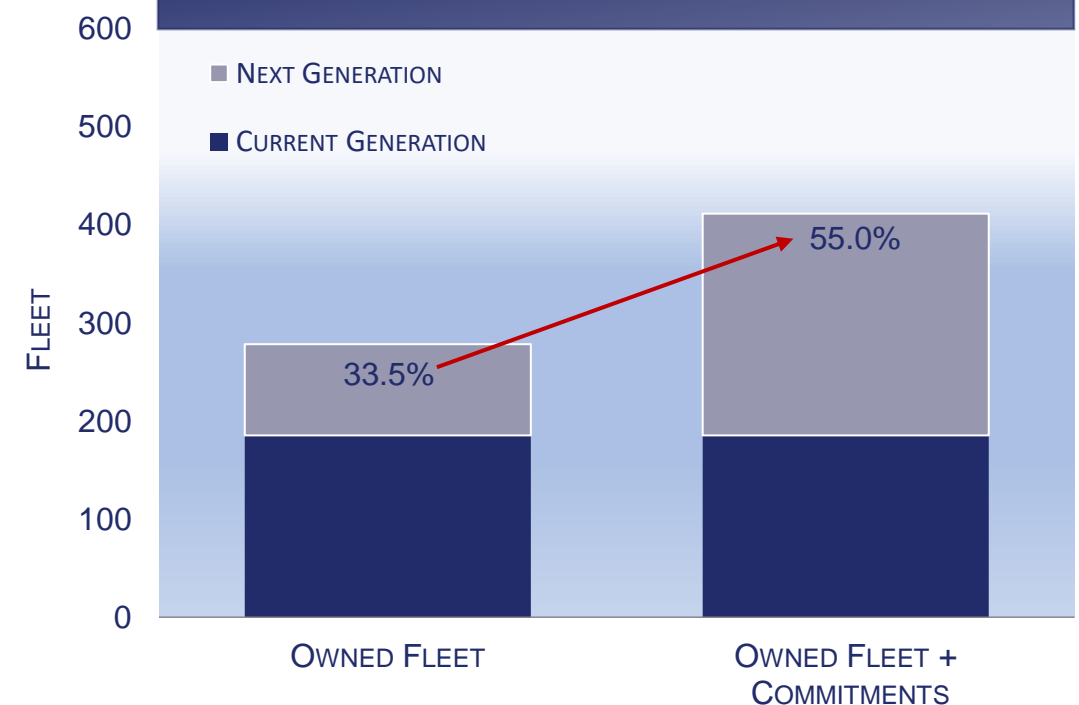
- 100% of ACG's orderbook is fuel efficient, next generation aircraft
- Value premium of next generation aircraft increases with fuel prices and growing commitment to sustainability

Global Narrowbody and Widebody Fleet<sup>1</sup>

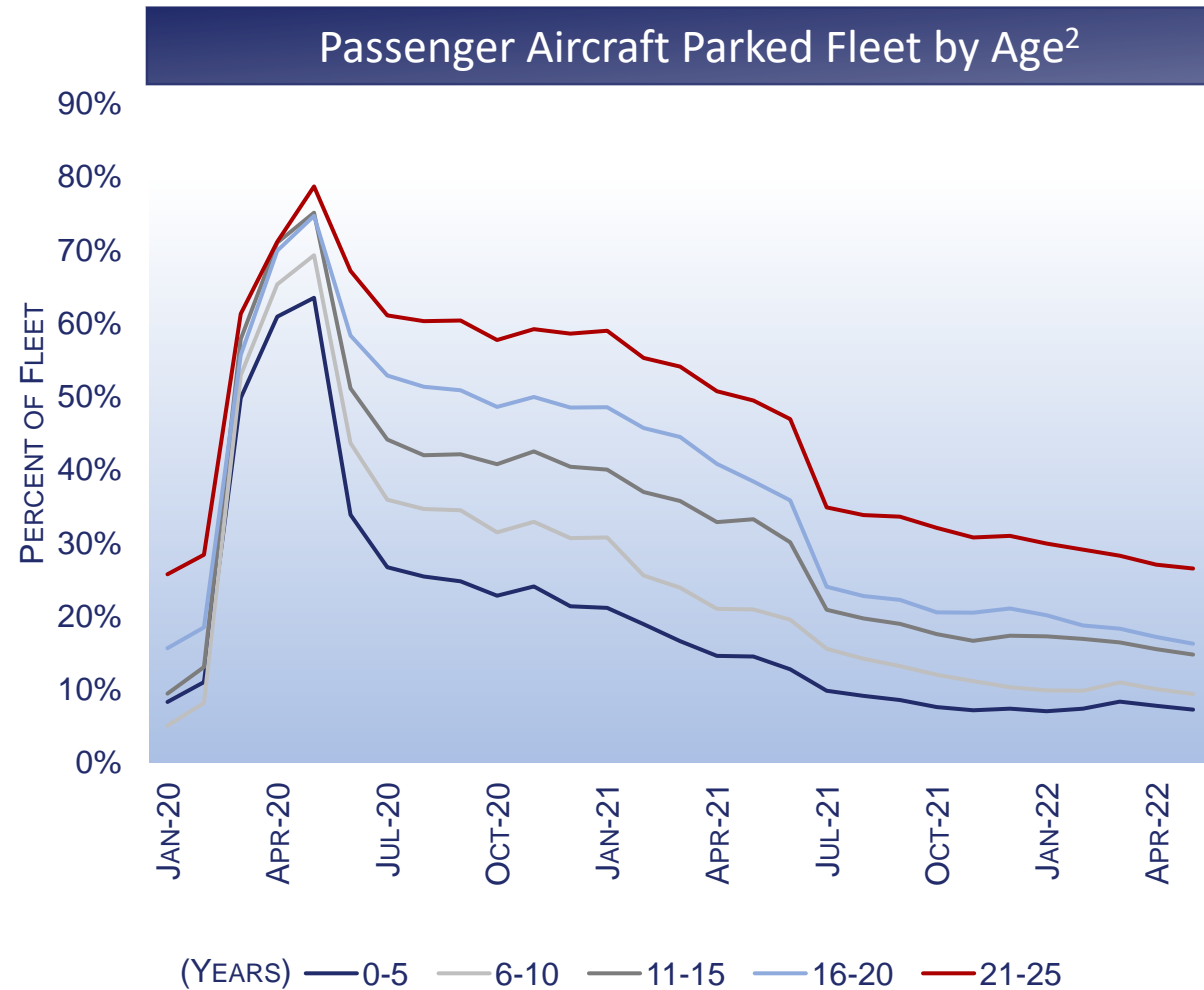
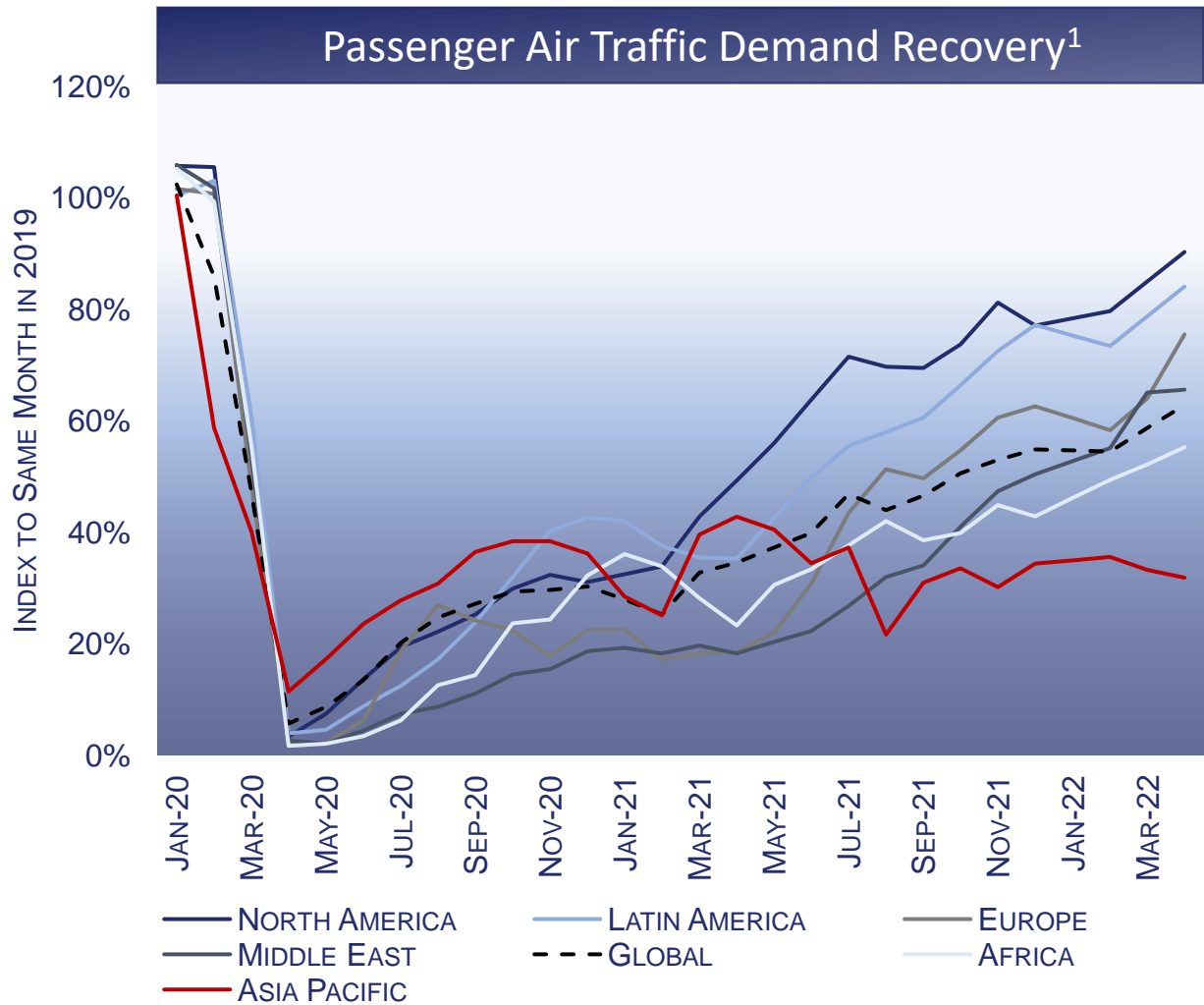


Note: Next generation aircraft include A320neo, 737 MAX, 195-E2, A220-300, A350, and 787 aircraft

ACG's Owned Fleet and Commitments



# Air Traffic Demand is Recovering



# Portfolio Focus – High in Demand Narrowbody Aircraft



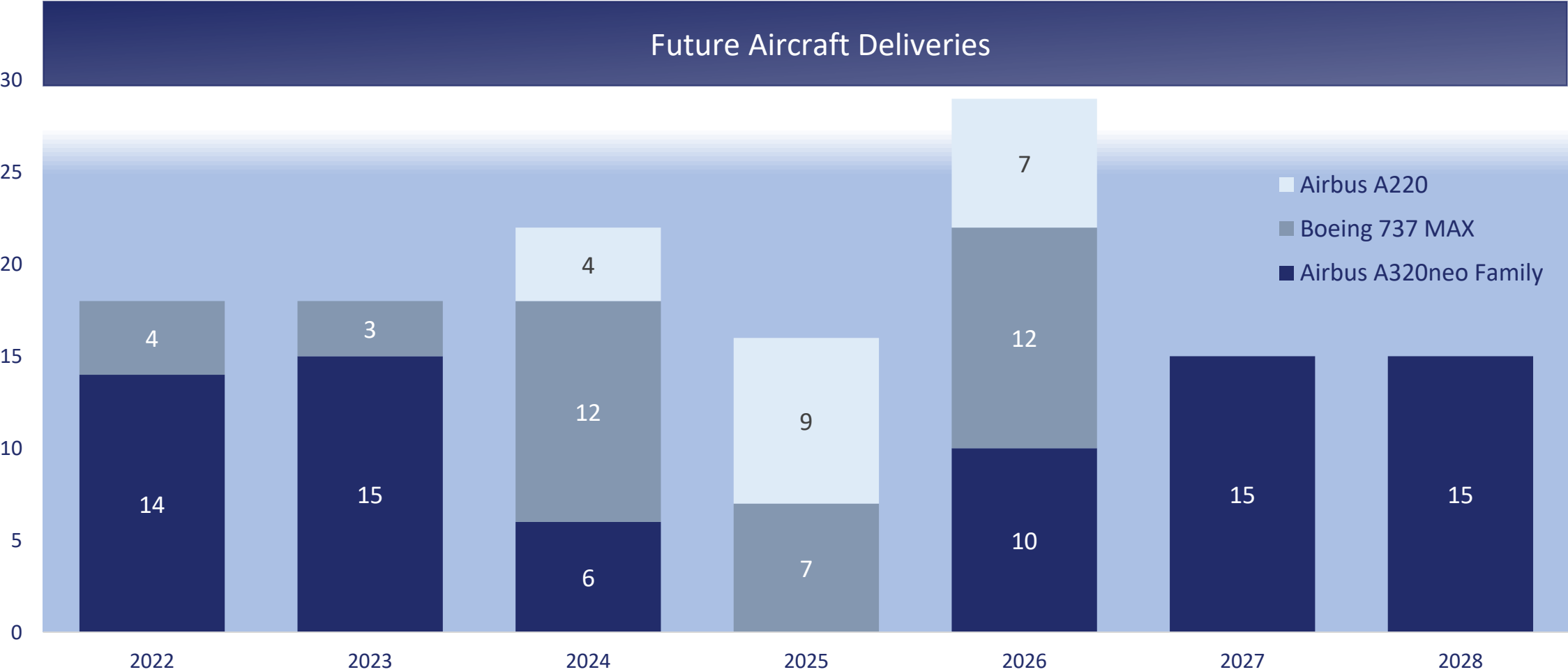
ACG is committed to growth and we have added 80+ narrowbody aircraft to our orderbook since December 2021

| Aircraft Type         | Owned Aircraft <sup>1</sup> | % NBV <sup>2</sup> | Managed Aircraft <sup>1</sup> | Committed Aircraft | Total Aircraft |
|-----------------------|-----------------------------|--------------------|-------------------------------|--------------------|----------------|
| Airbus A220           | 4                           | 1%                 | -                             | 20                 | 24             |
| Airbus A320ceo Family | 84                          | 25%                | 29                            | -                  | 113            |
| Airbus A320neo Family | 71                          | 35%                | 4                             | 75                 | 150            |
| Airbus A330           | 2                           | -                  | 3                             | -                  | 5              |
| Airbus A350           | 2                           | 3%                 | -                             | -                  | 2              |
| Boeing 737NG Family   | 88                          | 24%                | 25                            | -                  | 113            |
| Boeing 737 MAX        | 10                          | 5%                 | -                             | 38                 | 48             |
| Boeing 757            | 11                          | -                  | -                             | -                  | 11             |
| Boeing 777            | -                           | -                  | 1                             | -                  | 1              |
| Boeing 787            | 6                           | 7%                 | 2                             | -                  | 8              |
| <b>Total</b>          | <b>278</b>                  | <b>100%</b>        | <b>64</b>                     | <b>133</b>         | <b>475</b>     |

# Fuel-Efficient, New Technology Order Book



ACG’s order book supports our commitment to sustainability



# Young Narrowbody Fleet / Minimal Near-Term Maturities



Narrowbody by Count<sup>1</sup>



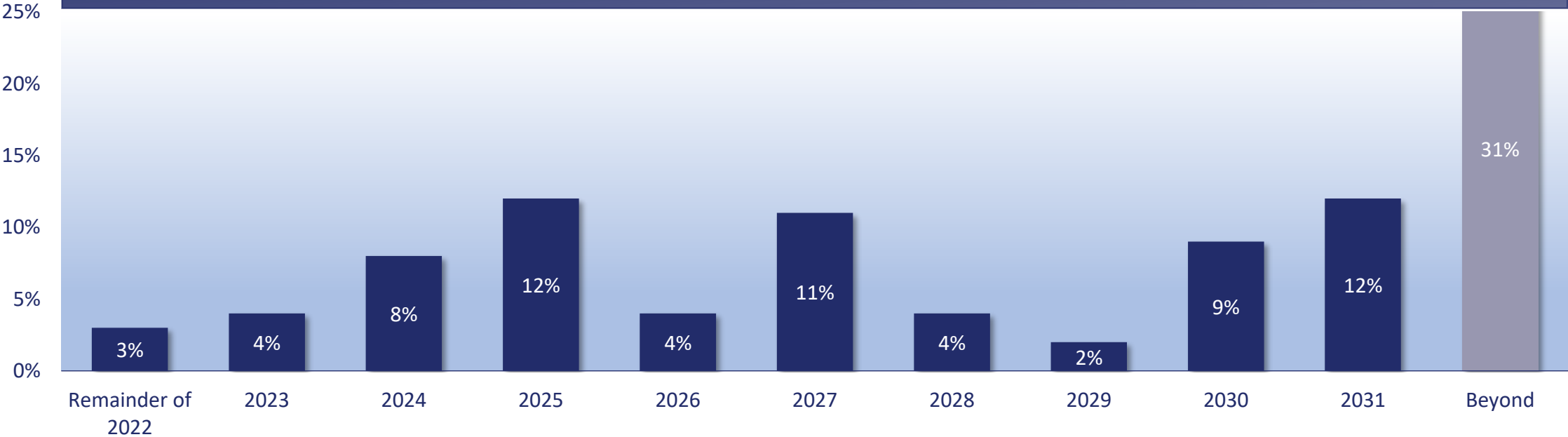
Fleet Age<sup>2</sup>



Remaining Lease Term<sup>2</sup>



Portfolio Concentration by Lease Maturity<sup>3</sup>



# ACG's Worldwide Presence



## Lessee Diversification<sup>1</sup>



## Country Diversification<sup>1</sup>



### Top lessees<sup>2</sup>

|  |                     |    |
|--|---------------------|----|
|    | American Airlines   | 5% |
|    | Viva Air            | 4% |
|    | LOT Polish Airlines | 4% |
|    | Asiana Airlines     | 4% |
|   | VivaAerobus         | 3% |
|  | Vietnam Airlines    | 3% |
|  | El Al               | 3% |
|  | Hainan Airlines     | 3% |
|  | Avianca             | 3% |
|  | Sky Express         | 3% |

### Regional Concentration<sup>2</sup>

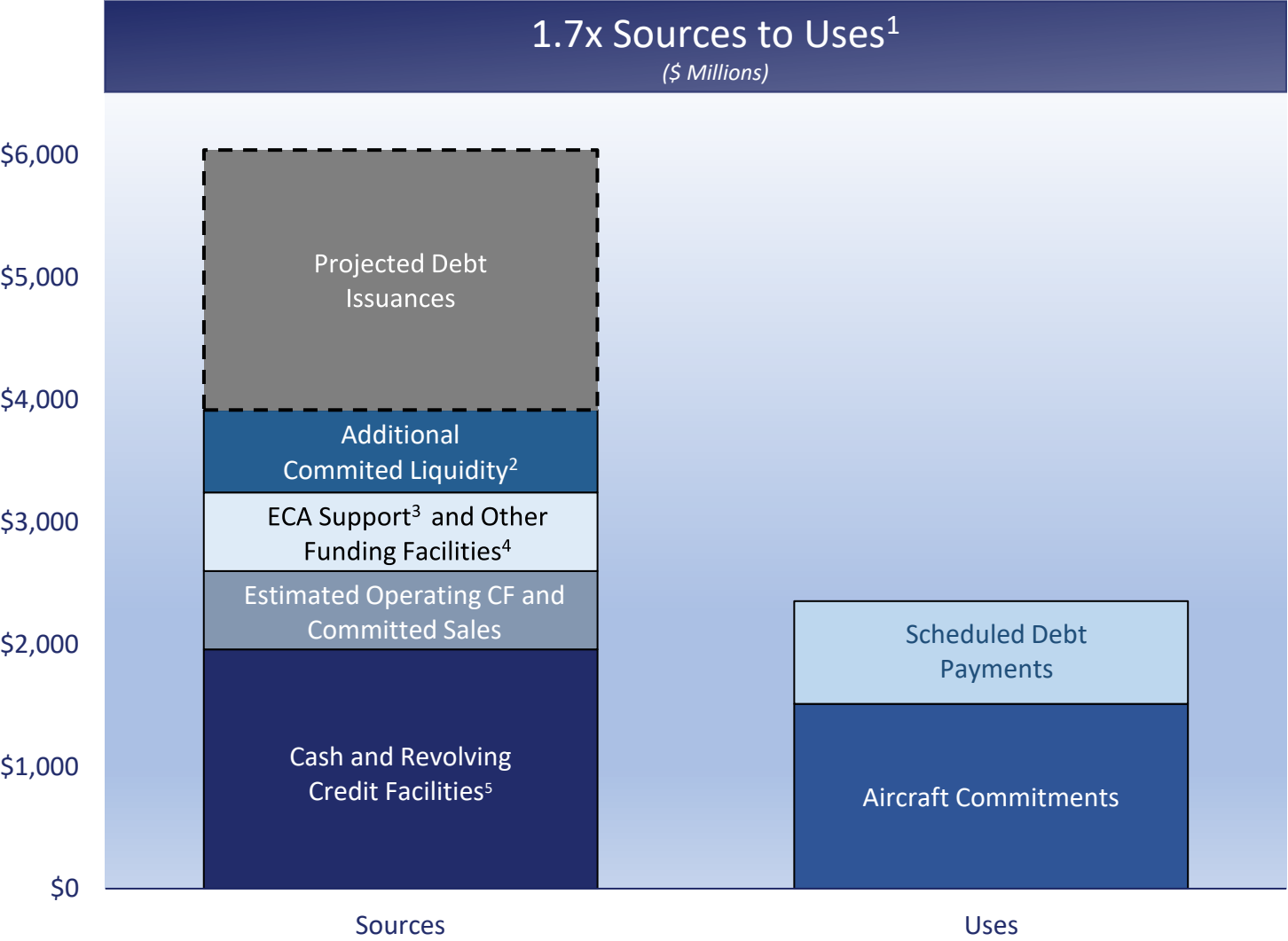
|   |     |
|---|-----|
| Asia Pacific                            | 23% |
| Central America, South America & Mexico | 20% |
| Europe                                  | 17% |
| China                                   | 16% |
| United States & Canada                  | 12% |
| Middle East and Africa                  | 7%  |
| South Asia                              | 5%  |

### Top countries<sup>2</sup>

|   |               |     |
|---|---------------|-----|
|    | China         | 16% |
|    | United States | 10% |
|    | Vietnam       | 8%  |
|    | Colombia      | 7%  |
|   | Mexico        | 6%  |
|  | South Korea   | 6%  |
|  | Israel        | 4%  |
|  | India         | 4%  |
|  | Poland        | 4%  |
|  | Greece        | 4%  |

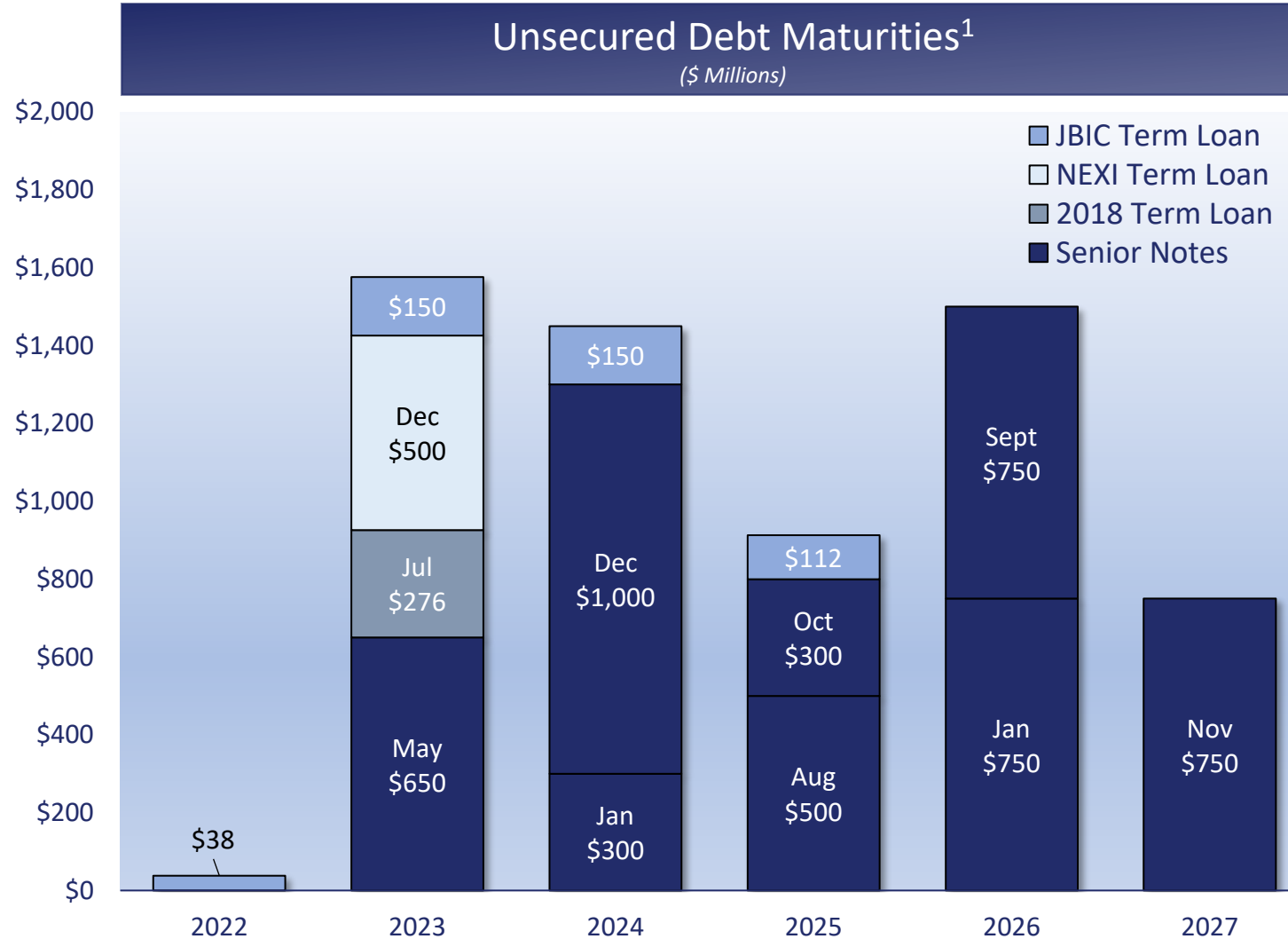


# Strong Liquidity Position



- Over \$3.0 billion in revolving credit facilities
- \$1.5 billion fully-backstopped commercial paper program
- ~\$600 million in committed ECA support on future Airbus deliveries<sup>4</sup>
- Raised ~\$700 million of additional liquidity in Q3 2022<sup>2</sup>

# Broad Access to Capital



➤ Investment Grade Rated  
*A- / Baa2 / BBB- (KBRA / Moody's / S&P)*

➤ Senior Unsecured  
*144A, RCF, CP, JBIC, Term Loans*

➤ Structured Finance  
*Loan and Lease Financing/Securitizations*

➤ Export-Import Financing  
*ECA, EXIM, NEXI Support*

# Low Leverage & Significant Asset Coverage

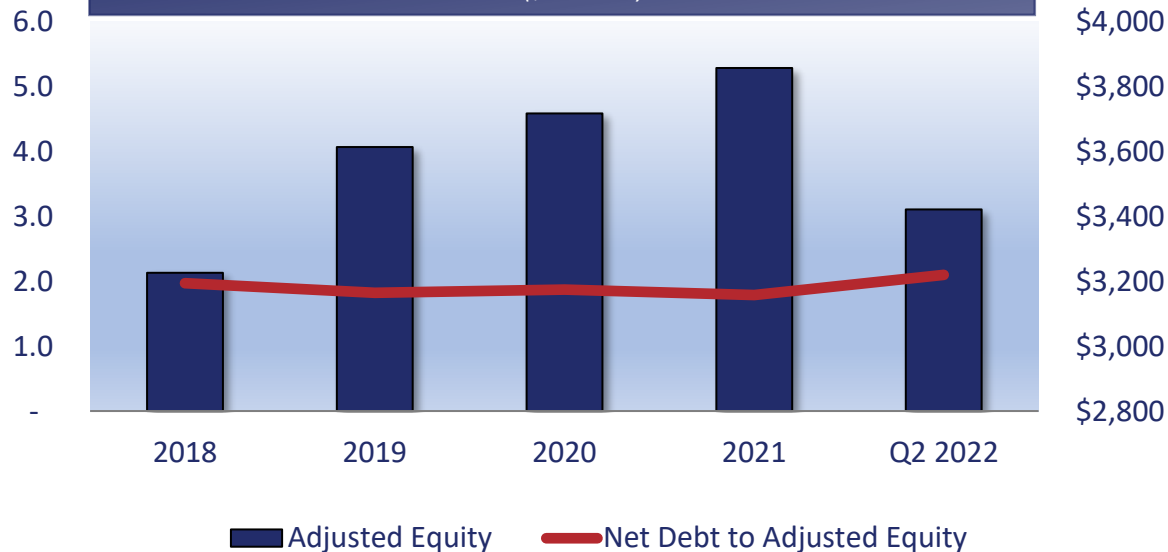


Superior  
leverage of  
2.1x<sup>1</sup>

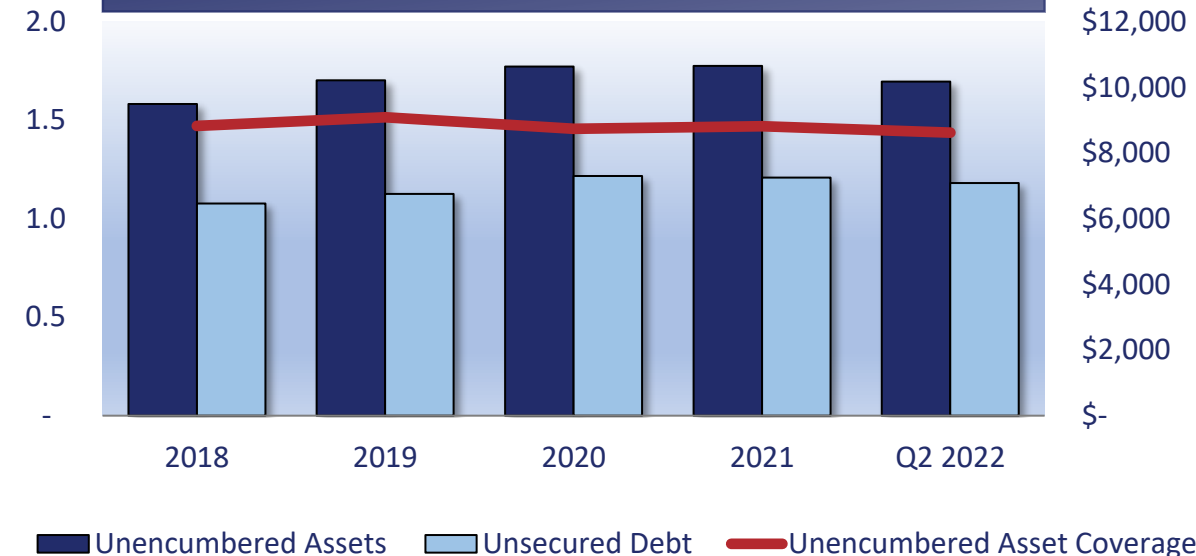
\$10.2 billion  
unencumbered  
assets<sup>2</sup>

~1.4x  
unencumbered  
asset coverage<sup>3</sup>

Net Debt to Adjusted Equity<sup>1,4</sup>  
(\$ Millions)



Unencumbered Asset Coverage<sup>3</sup>  
(\$ Millions)



# Highlights



|                                 |                  |  |
|---------------------------------|------------------|--|
| Scale player                    | 475              | Owned, managed and committed aircraft <sup>1</sup> |
| Optimal portfolio               | 96%              | Narrowbody fleet composition <sup>2</sup>          |
| High asset quality              | 5.9 years        | Weighted-average fleet age <sup>3</sup>            |
| Long-term committed cash flows  | 6.9 years        | Weighted-average remaining lease term <sup>3</sup> |
| Strong diversification          | ~45 countries    | Airline operating geographies <sup>4</sup>         |
| Conservative leverage           | 2.1x             | Net debt / equity <sup>5</sup>                     |
| Significant unencumbered assets | \$10.2 billion   | Unencumbered assets <sup>6</sup>                   |
| Strong investment grade ratings | A- / Baa2 / BBB- | KBRA / Moody's / S&P                               |



## Appendix: Non-GAAP Reconciliation



### Reconciliation of net debt to debt financings, net

(In \$ millions, except multiples)

6/30/2022

|                      |         |
|----------------------|---------|
| Debt financings, net | \$7,499 |
|----------------------|---------|

Less:

|                           |     |
|---------------------------|-----|
| Cash and cash equivalents | 104 |
|---------------------------|-----|

|                 |    |
|-----------------|----|
| Restricted cash | 94 |
|-----------------|----|

|          |         |
|----------|---------|
| Net debt | \$7,301 |
|----------|---------|

|        |         |
|--------|---------|
| Equity | \$3,422 |
|--------|---------|

|                           |             |
|---------------------------|-------------|
| <b>Net debt to equity</b> | <b>2.1x</b> |
|---------------------------|-------------|

# Appendix: Footnotes



## Slide 2

1 – Source: Alton Aviation Consultancy; CAPA.

## Slide 3

1 – Source: Alton Aviation Consultancy; IATA.

2 – Source: Alton Aviation Consultancy; CAPA.

## Slide 4

1 – Excludes 8 owned aircraft and 1 managed aircraft that remain in Russia and have been written-off.

2 – Excludes investments in finance leases.

## Slide 6

1 – Narrowbody by count is the percent of the number of owned aircraft that are narrowbody aircraft.

2 – Weighted average age of owned aircraft based on net book value. Remaining lease term figure excludes aircraft off-lease and investments in finance leases.

3 – Percentages based on net book value of owned aircraft, excluding aircraft off lease.

## Slide 7

1 – Owned and managed aircraft.

2 – All percentage calculations are based on net book value and exclude aircraft off-lease and investments in finance leases. “Asia Pacific” excludes China and South Asia.

## Slide 8

1 – Sources and Uses are for the next twelve months as of June 30, 2022. 1.7x figure does not include projected debt issuances but does include additional committed liquidity. Outstanding commercial paper as of June 30, 2022 is subtracted from the amount of undrawn revolving credit available to us, and therefore is not included in the “Uses” column.

2 – Additional committed liquidity includes term loan and revolving credit facility activity completed in July 2022.

3 – The European ECAs have agreed to guarantee future financings of certain of our Airbus deliveries. We have not entered into any related loan agreements as of June 30, 2022.

4 – In March 2020, we entered into a secured funding facility to support the growth of our AFS business. Amounts available under this facility can be drawn on to fund AFS transactions through September 2022.

5 – Comprised of revolving credit facility capital commitments and intercompany line of credit with Tokyo Century.

## Slide 9

1 – Excludes revolving lines of credit and commercial paper, which had outstanding balances of \$225 million and \$617 million, respectively, as of June 30, 2022.

## Slide 10

1 – Calculated as Net Debt divided by Equity. Net Debt is calculated as debt financings net of cash and cash equivalents and restricted cash. Net Debt is a non-GAAP financial measure. See Appendix for reconciliation to the most directly comparable GAAP measure.

2 – Comprised of cash and cash equivalents, in each case to the extent that such assets are not subject to a lien, and non-pledged aircraft assets (aircraft, engines, airframes, parts and pre-delivery payments).

3 – Debt covenant to maintain 1.25x unencumbered assets to unsecured debt.

4 – Adjusted Equity is calculated as total equity less accumulated other comprehensive loss (AOCL). The AOCL adjustment to equity is only applicable for 2018. AOCL was zero for all subsequent periods.

## Slide 12

1 – Includes 278 owned aircraft, 64 managed aircraft and 133 unconditional aircraft purchase commitments. Excludes 8 owned aircraft and 1 managed aircraft that remain in Russia and have been written-off.

2 – Based on narrowbody by count, which is the percent of the number of owned aircraft that are narrowbody aircraft.

3 – Weighted average of owned aircraft based on net book value. Remaining lease term figure excludes aircraft off-lease and investments in finance leases.

4 – Owned and managed aircraft.

5 – Calculated as Net Debt divided by Equity. Net Debt is calculated as debt financings net of cash and cash equivalents and restricted cash. Net Debt is a non-GAAP financial measure. See Appendix for reconciliation to the most directly comparable GAAP measure.

6 – Comprised of cash and cash equivalents, in each case to the extent that such assets are not subject to a lien, and non-pledged aircraft assets (aircraft, engines, airframes, parts and pre-delivery payments).

