



# Q4 2022 Investor Presentation



# Important Notice

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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.

# ACG Highlights



Strong Investment Grade Ratings	Baa2 / BBB- / A-	Moody's / S&P / KBRA
Scale Player	470	Owned, managed and committed aircraft
Most Liquid Assets	97%	Narrowbody fleet composition <sup>1</sup>
Young Fleet	5.9 years	Weighted-average fleet age <sup>2</sup>
Transitioning to New Technology	56%	Owned + Commitments
Long-term Committed Cash Flows	6.9 years	Weighted-average remaining lease term <sup>2</sup>
Strong Diversification	95	Airline customers across 45 countries <sup>3</sup>
Conservative Leverage	2.4x	Net debt / equity <sup>4</sup>
Significant Unencumbered Assets	\$11.2 billion	Unencumbered assets <sup>5</sup>

# Key Market Highlights

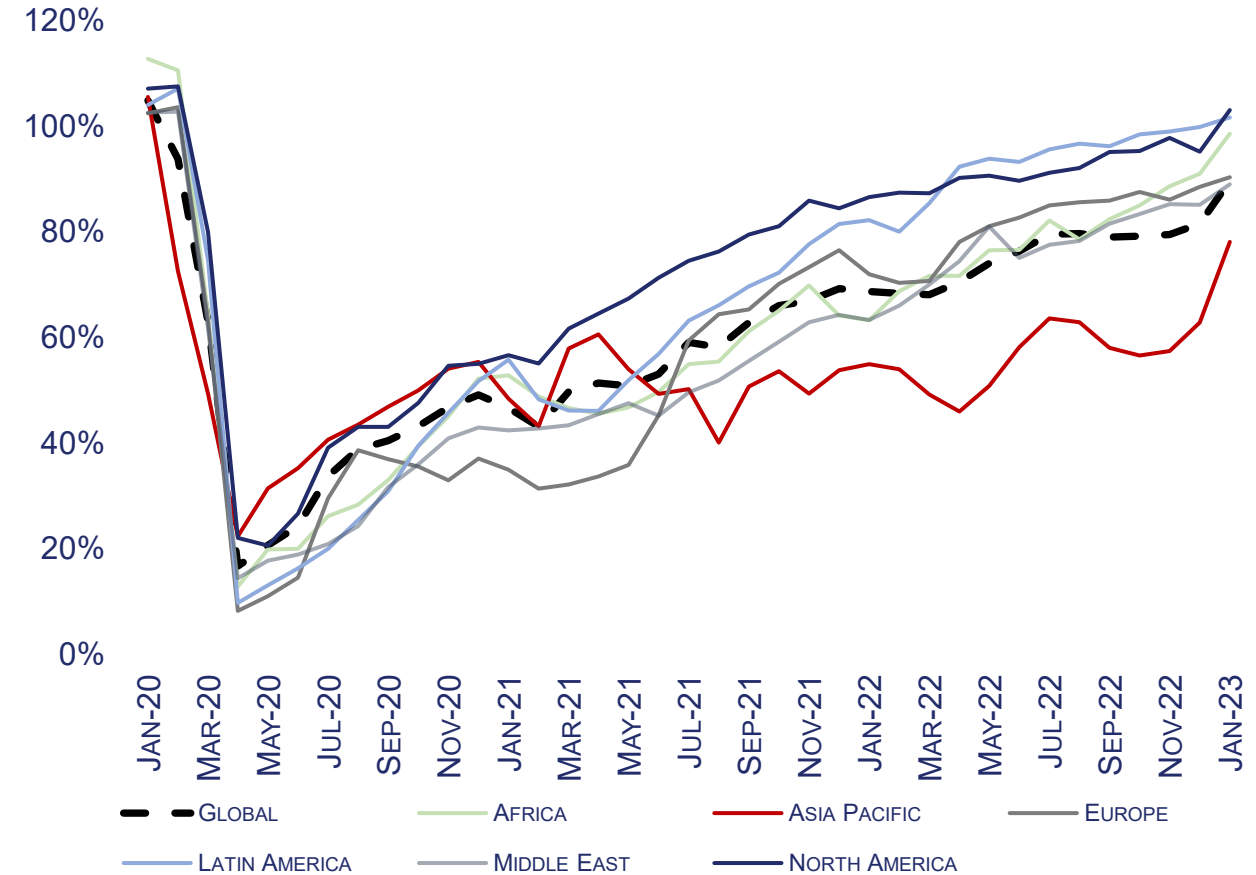
- Airlines demonstrate their resilience
- Air travel rapidly recovering globally
- Asia Pacific continues to rebound
- China has eased travel restrictions
- Demand for aircraft increasing
  - OEM constraints hinder supply
  - Stored aircraft continue to decline

ACG's Cash  
Collections Rate<sup>2</sup>  
**>100%**

ACG's Aircraft on  
Ground<sup>3</sup>  
**<1%**



## Passenger Air Traffic Demand Recovery<sup>1</sup>

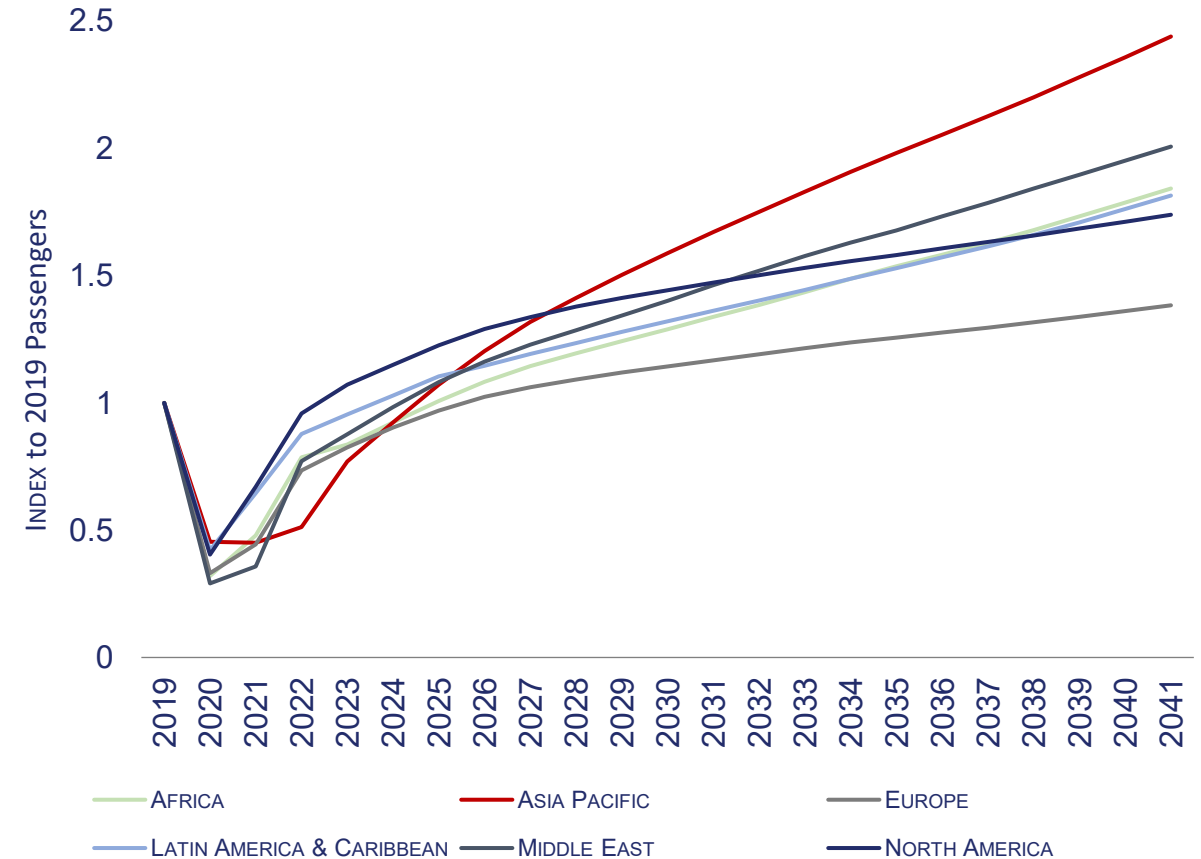


# Aviation Market Positioned for Growth



- Growing passenger demand
  - **8 billion** passengers over the next 20 years
- Growing aircraft demand
  - **40,000+** delivering over the next 20 years
- Growing lessor market share
  - **52%** of global fleet as of end of 2022

Passenger Air Traffic Growth Forecast<sup>1</sup>



# ACG's Worldwide Presence

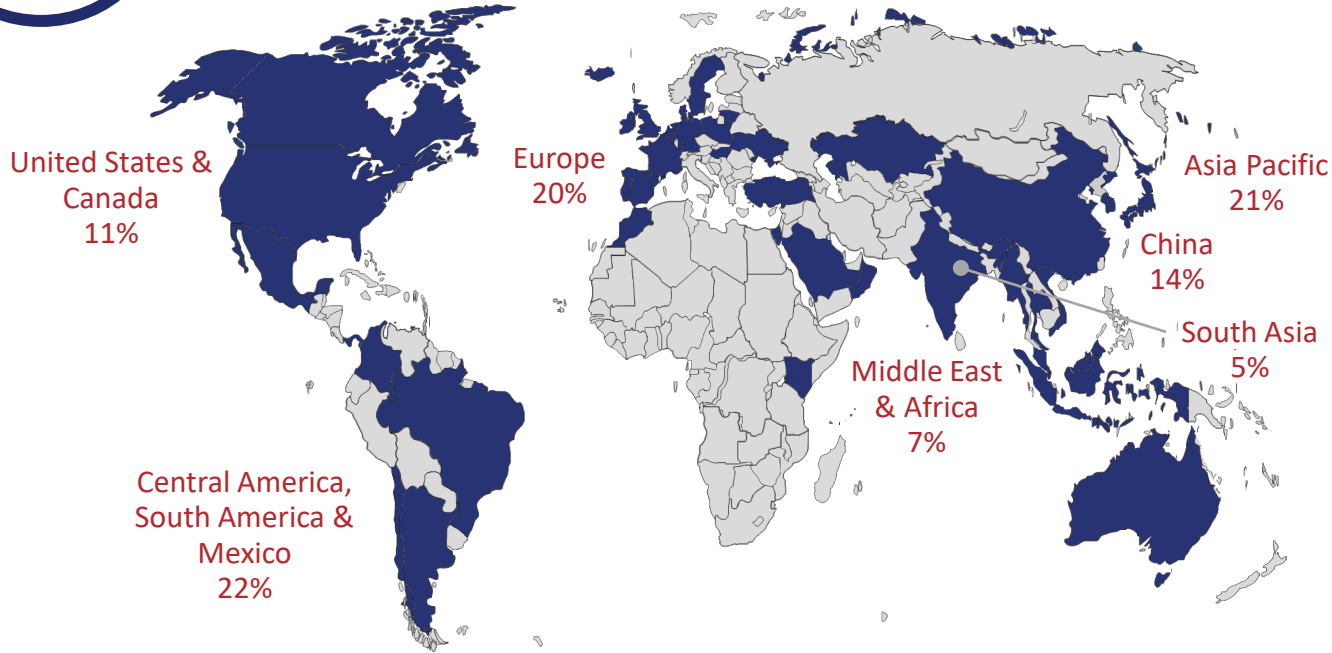


Global diversification by customer and geography

~95 Lessees

Top lessees<sup>1</sup>

	American Airlines	4%
	Viva Air	4%
	COPA Airlines	4%
	LOT Polish Airlines	4%
	Asiana Airlines	3%
	VivaAerobus	3%
	Vietnam Airlines	3%
	Avianca	3%
	El Al	3%
	Hainan Airlines	3%



~45 Countries

Top countries<sup>1</sup>

	China	14%
	United States	9%
	Vietnam	7%
	Colombia	7%
	Mexico	5%
	South Korea	5%
	India	4%
	Israel	4%
	Panama	4%
	Poland	4%

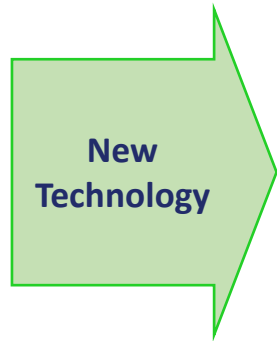
# Portfolio Focus – High in Demand Narrowbody Aircraft



Total Aircraft Assets  
**\$10.6B**

Narrowbody by Count  
**97%**

Fleet Age<sup>1</sup>  
**5.9 Years**



ACG Aircraft Portfolio					
Aircraft Type	Owned Aircraft <sup>2</sup>	% NBV <sup>3</sup>	Managed Aircraft <sup>2</sup>	Committed Aircraft	Total Aircraft
A320neo Family	81	38%	4	66	151
Boeing 737 MAX	14	6%	-	35	49
A220	4	1%	-	20	24
Boeing 787	6	7%	2	-	8
A350	3	4%	-	-	3
Boeing 737NG	90	22%	23	-	113
A320ceo Family	80	22%	27	-	107
Boeing 757	11	-	-	-	11
A330	-	-	3	-	3
Boeing 777	-	-	1	-	1
<b>Total</b>	<b>289</b>	<b>100%</b>	<b>60</b>	<b>121</b>	<b>470</b>

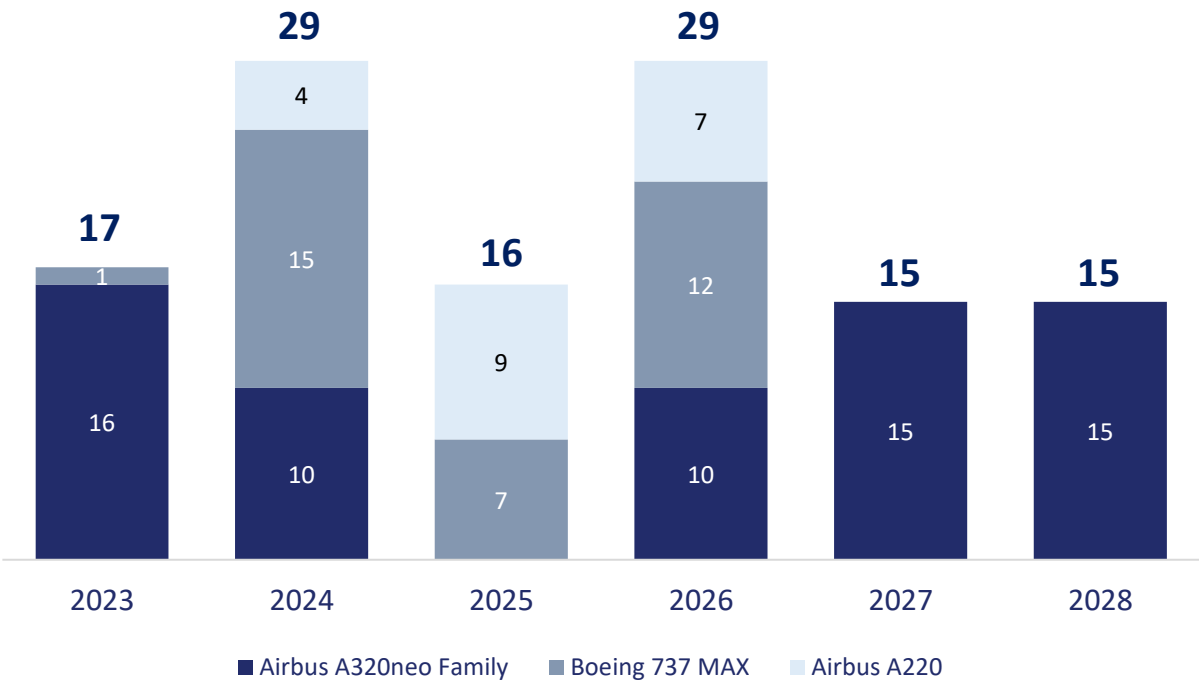


# Future Aircraft Commitments

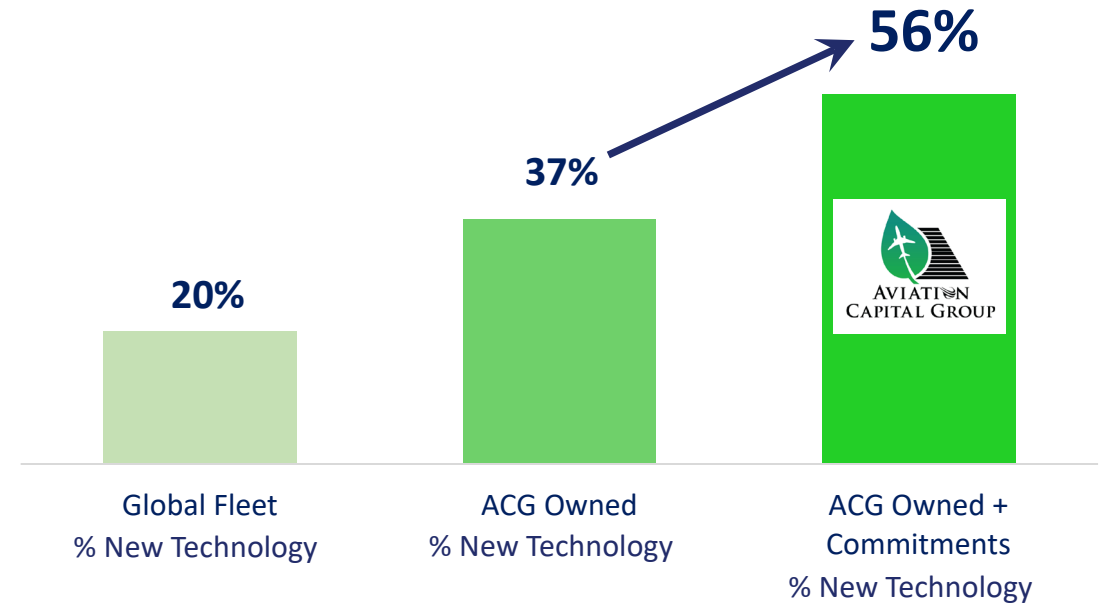


100% of ACG’s orderbook is fuel efficient, new technology aircraft

Future Aircraft Deliveries



ACG’s Fleet Transition to Next Generation Aircraft



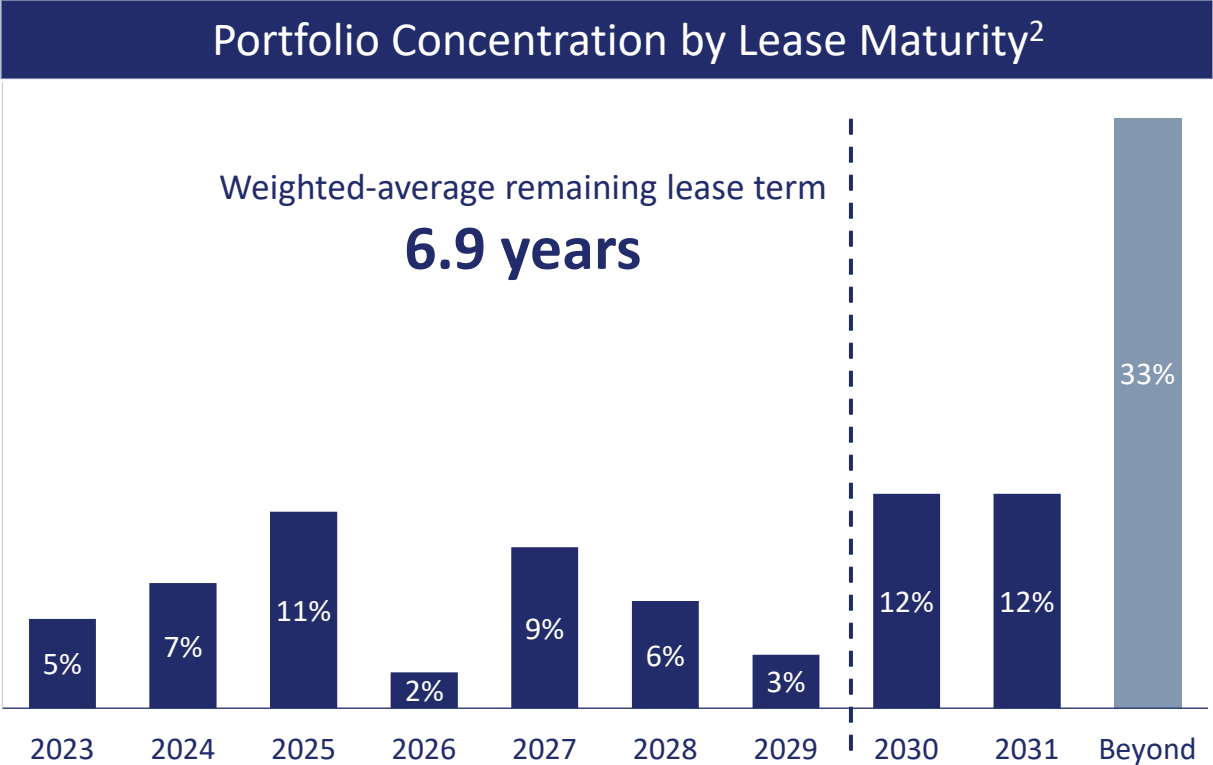


# Long-Term Contractual Cash Flows



Long-dated lease portfolio with over **\$6B** in committed lease rentals

Future lease rentals <sup>1</sup>	(\$ in Thousands)
Years Ended December 31:	
2023	\$976,406
2024	870,392
2025	753,780
2026	675,534
2027	619,471
Thereafter	2,213,531
<b>Total</b>	<b><u>\$6,109,114</u></b>



# Proactive Capital Management

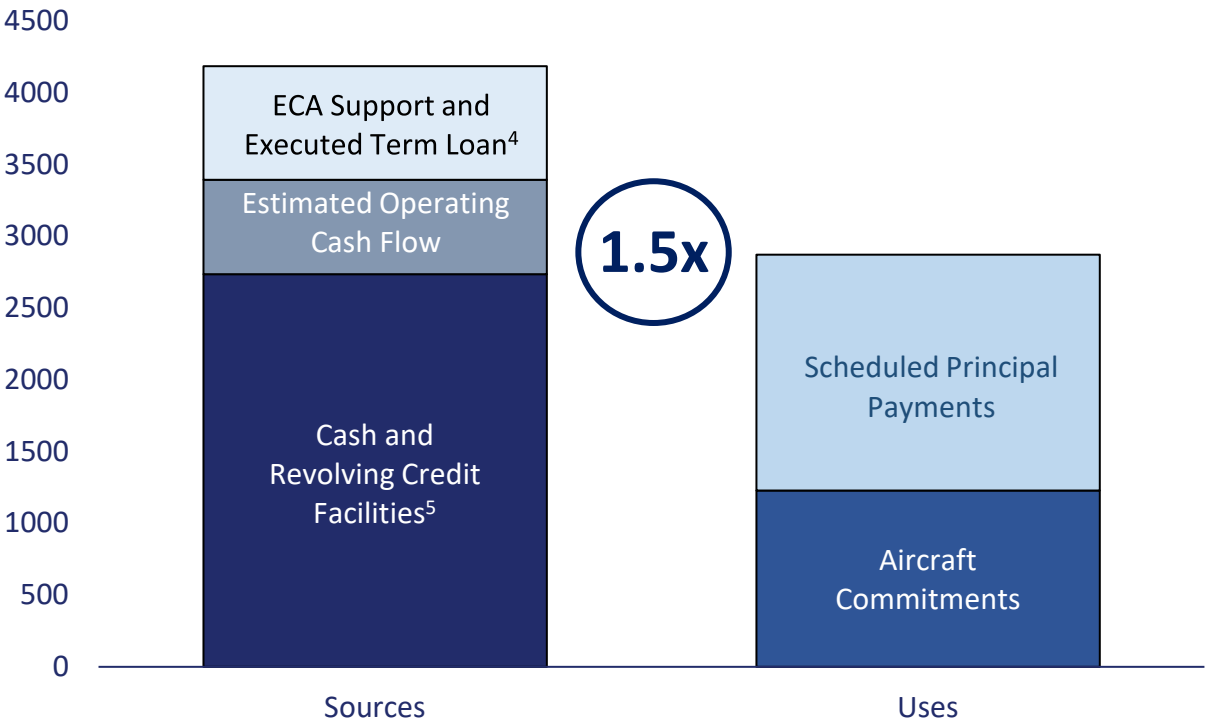


Industry-Leading  
Leverage  
**2.4x**

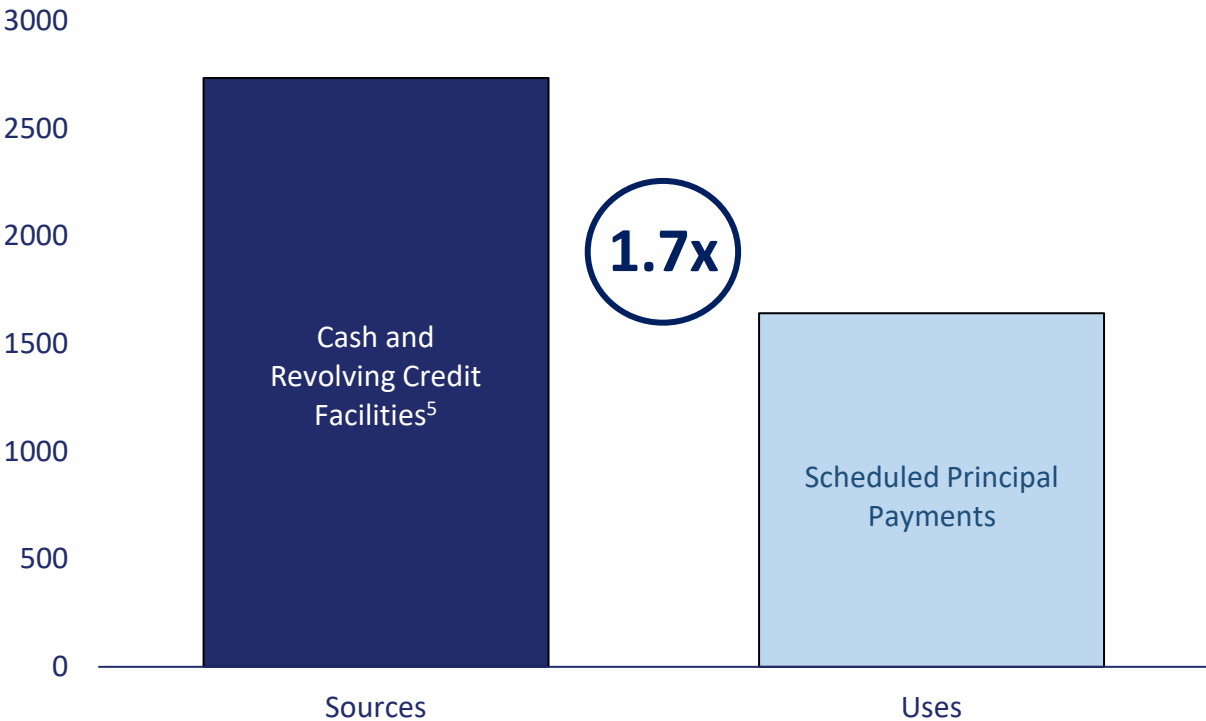
Unencumbered  
Assets<sup>1</sup>  
**\$11.2B**

Unencumbered  
Asset Coverage<sup>2</sup>  
**1.5x**

NTM Forward Liquidity Coverage<sup>3</sup>  
(\$M)



NTM Debt Maturities Coverage<sup>3</sup>  
(\$M)



# Proven Access to Capital Across Markets



**Baa2**

Stable  
Moody's

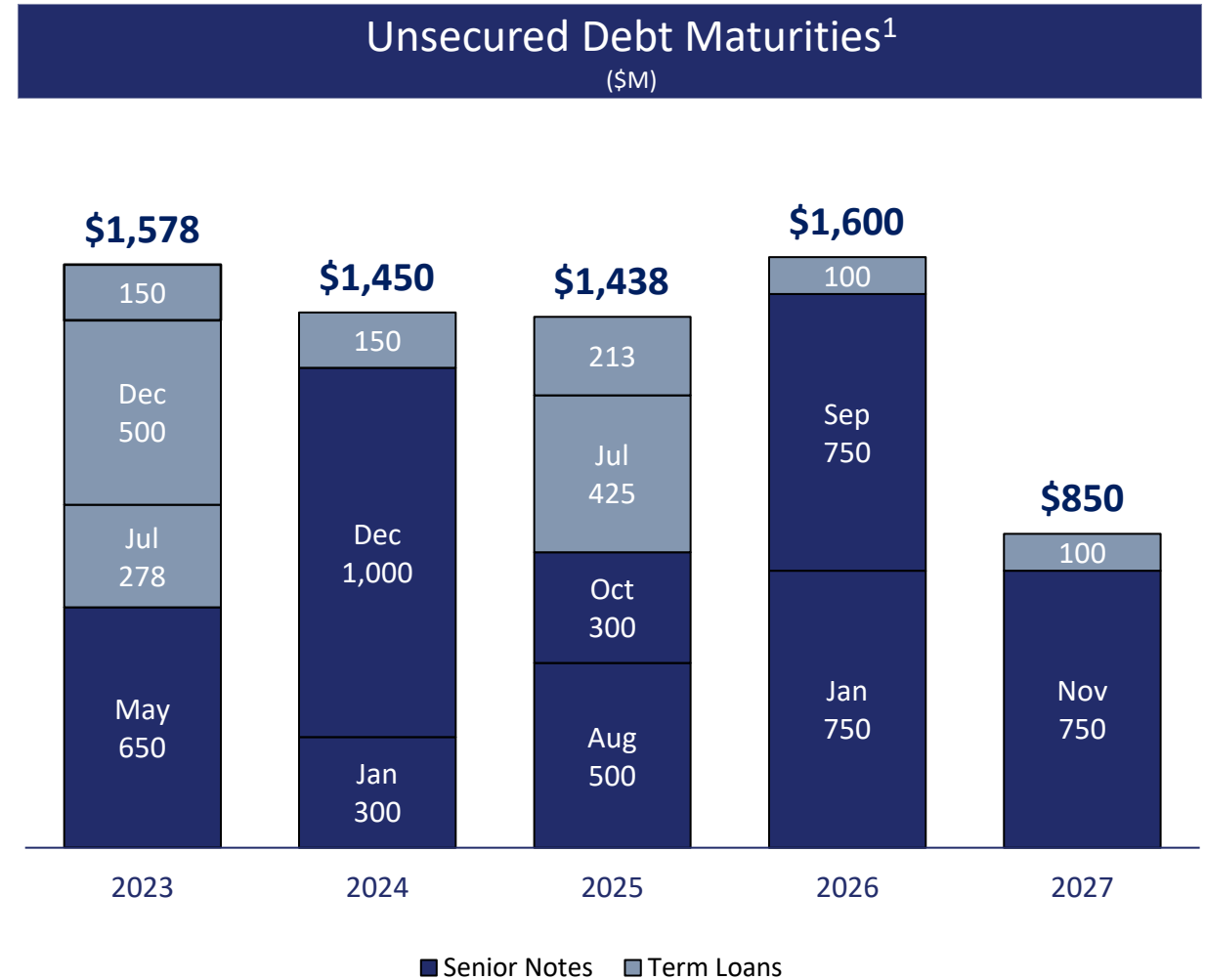
**BBB-**

Stable  
S&P

**A-**

Stable  
KBRA

- Coverage **50+** Financial Institutions
- **\$3.3B** Revolving Credit Facilities
- **\$5.0B** 144A Bonds outstanding
- **\$1.6B** liquidity raised in 2022





# Debt Financing Summary



(\$ in Thousands)	Carrying Amount	Maturity Date	Interest Rate	Type
<b>Unsecured debt obligations:</b>				
Senior Notes	\$5,000,000	May 2023 – Nov 2027	2.0% - 5.5%	Fixed
Term Loans (USD)	1,834,500	Jul 2023 – Dec 2027	4.7% - 6.1%	Floating
Commercial Paper	607,441	Jan 2023	5.0% - 5.4%	Fixed
Revolving Credit Facility	100,000	Jun 2026	5.7%	Floating
Term Loans (JPY)	81,387	Jul 2023	0.3%	Floating
<b>Secured debt obligations:</b>				
Secured loans	607,488	Nov 2023 – Feb 2034	1.5% - 5.9%	Fixed & Floating
Debt acquisition costs	(35,721)			
Original issuance discounts	(19,444)			
Debt financings, net	<b>\$8,175,651</b>			

# Appendix: Non-GAAP Reconciliation



## Reconciliation of net debt to debt financings, net

(In \$ millions, except multiples)

12/31/2022

Debt financings, net	\$8,176
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Less:

Cash and cash equivalents	184
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Restricted cash	17
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Net debt	\$7,975
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Equity	\$3,269
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<b>Net debt to equity</b>	<b>2.4x</b>
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# Appendix: Footnotes



## Slide 2

- 1 – Based on narrowbody by count, which is the percent of the number of owned aircraft that are narrowbody aircraft.
- 2 – Weighted average of owned aircraft based on net book value. Remaining lease term figure excludes aircraft off-lease and investments in finance leases.
- 3 – Owned and managed aircraft.
- 4 – 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.
- 5 – 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).

## Slide 3

- 1 – Source: Alton Aviation Consultancy; IATA.
- 2 – Cash collections calculated for the year ended December 31, 2022. Our cash collection rate is calculated as the sum of cash collected from lease rentals and maintenance reserves, including cash recovered from outstanding receivables from previous periods, as a percentage of the total lease and maintenance receivables due during the period and is calculated after giving effect to lease deferral arrangements made as of December 31, 2022.
- 3 – Aircraft on ground without a sales or lease commitment as of December 31, 2022.

## Slide 4

- 1 – Source: Alton Aviation Consultancy; IATA.

## Slide 5

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

## Slide 6

- 1 – Weighted average age of owned aircraft based on net book value.
- 2 – Excludes 7 owned aircraft and 1 managed aircraft that remained in Russia as of December 31, 2022, and have been written-off.
- 3 – Excludes investments in finance leases.

## Slide 8

- 1 – Future minimum lease rentals (inclusive of executed deferral and restructuring agreements) we are due under operating leases as of December 31, 2022.
- 2 – Weighted average remaining lease term figure excludes aircraft off-lease and investments in finance leases.

## Slide 9

- 1 – 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).
- 2 – Debt covenant to maintain 1.25x unencumbered assets to unsecured debt.
- 3 – Sources and Uses are for the next twelve months as of December 31, 2022. Outstanding commercial paper as of December 31, 2022 is subtracted from the amount of undrawn revolving credit available to us, and therefore is not included in the “Uses” column.
- 4 – 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 December 31, 2022. Includes \$300 million undrawn commitment from Japan Bank for International Cooperation as of December 31, 2022.
- 5 – As of December 31, 2022. Comprised of \$1.95 billion undrawn commitments out of \$2.66 billion total commitments under our syndicated revolving credit facility, \$600 million intercompany line of credit with Tokyo Century, and \$184 million in unrestricted cash.

## Slide 10

- 1 – Excludes revolving lines of credit and commercial paper, which had outstanding balances of \$100 million and \$607 million, respectively, as of December 31, 2022.



