



# Q2 2023 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, 2023, 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.

# ACG Highlights



Strong Investment Grade Ratings	Baa2 / BBB-	Moody's / S&P
Scale Player	484	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	58%	Owned aircraft + Commitments
Long-term Committed Cash Flows	6.9 years	Weighted-average remaining lease term <sup>2</sup>
Strong Diversification	90	Airline customers across 45 countries <sup>3</sup>
Conservative Leverage	2.5x	Net debt / equity <sup>4</sup>
Significant Unencumbered Assets	\$12.1 billion	Unencumbered assets <sup>5</sup>

# Key Market Highlights

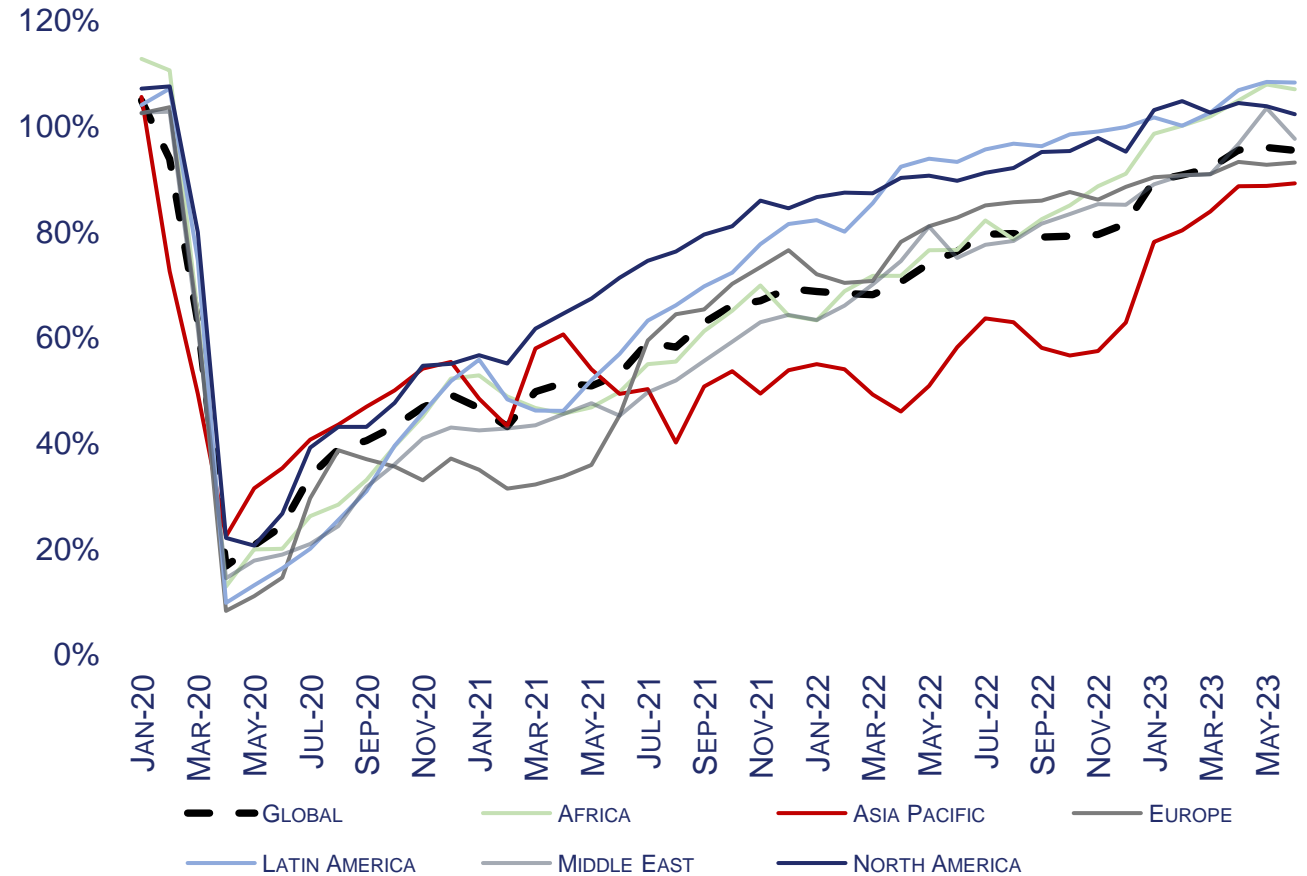


- Air travel growth remains strong
- Domestic travel above 2019 levels
- Rents and values increasing
- Aircraft supply constrained
- OEM delivery delays continue

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

ACG's Aircraft on  
Ground<sup>3</sup>  
**~2%**

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



# ACG's Worldwide Presence



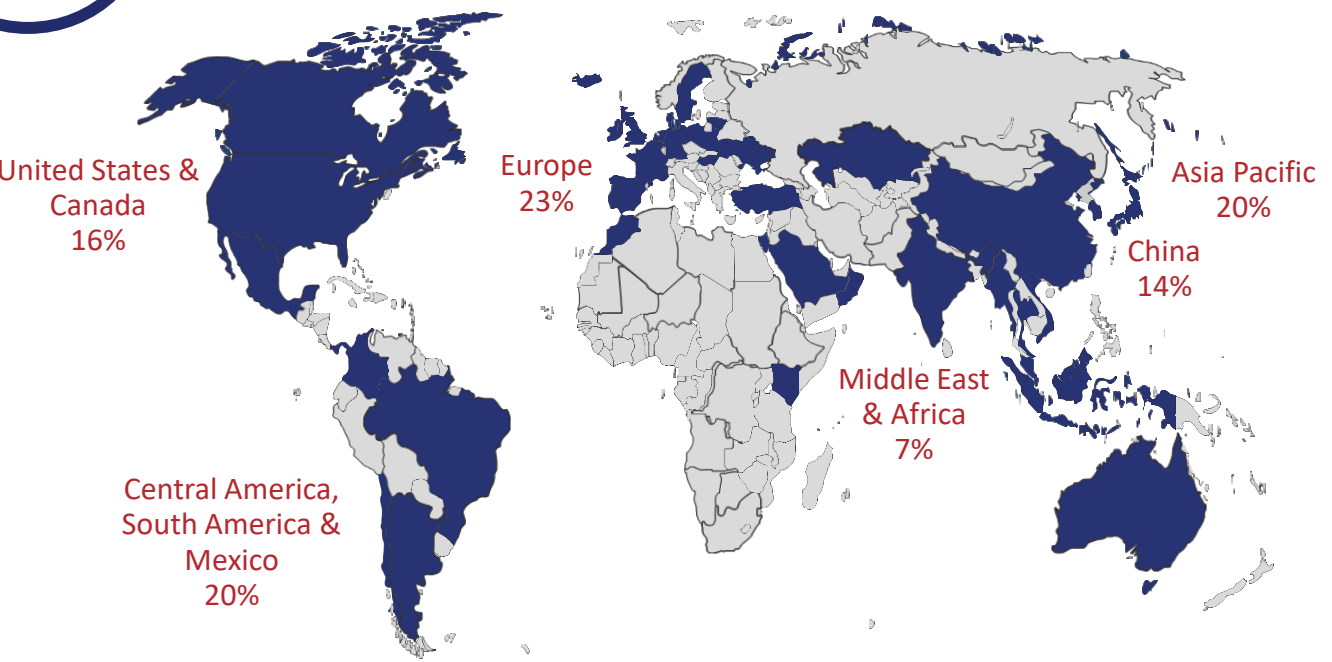
Global diversification by customer and geography<sup>1</sup>

~90 Lessees

~45 Countries

Top lessees

	Avianca	4%
	American Airlines	4%
	COPA Airlines	4%
	LOT Polish Airlines	3%
	Spirit Airlines	3%
	Sky Express	3%
	Asiana Airlines	3%
	Frontier Airlines	3%
	VivaAerobus	3%
	Vietnam Airlines	3%



Top countries

	China	14%
	United States	13%
	Vietnam	7%
	Mexico	5%
	South Korea	5%
	Colombia	4%
	Greece	4%
	Panama	4%
	Canada	4%
	Israel	4%

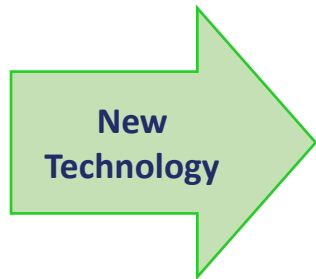
# Portfolio Focus – High in Demand Narrowbody Aircraft



Total Aircraft Assets  
**\$11.2B**

Narrowbody by Count  
**97%**

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



ACG Aircraft Portfolio					
Aircraft Family	Owned Aircraft	% NBV <sup>2</sup>	Managed Aircraft	Committed Aircraft	Total Aircraft
Airbus A320neo	96	42%	6	65	167
Boeing 737 MAX	16	7%	-	34	50
Airbus A220	4	1%	-	20	24
Boeing 787	6	6%	2	-	8
Airbus A350	3	4%	-	-	3
Boeing 737 NG	88	20%	22	-	110
Airbus A320ceo	80	20%	27	-	107
Boeing 757	11	-	-	-	11
Airbus A330	-	-	3	-	3
Boeing 777	-	-	1	-	1
<b>Total</b>	<b>304</b>	<b>100%</b>	<b>61</b>	<b>119</b>	<b>484</b>

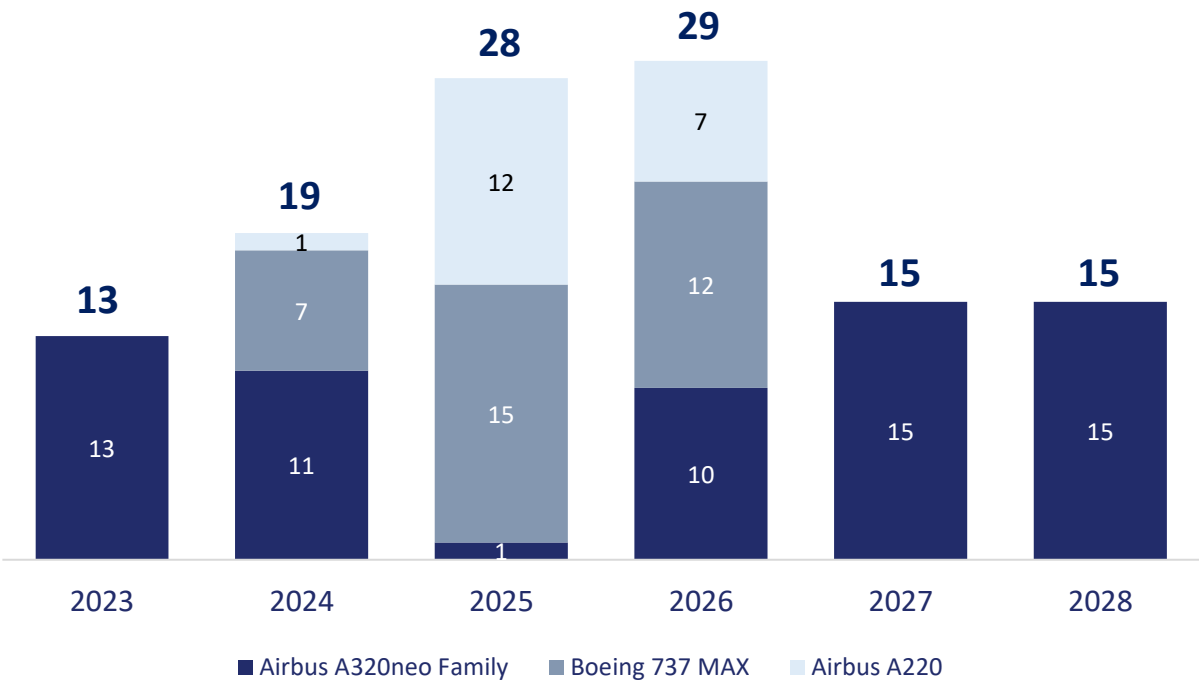


# Future Aircraft Commitments

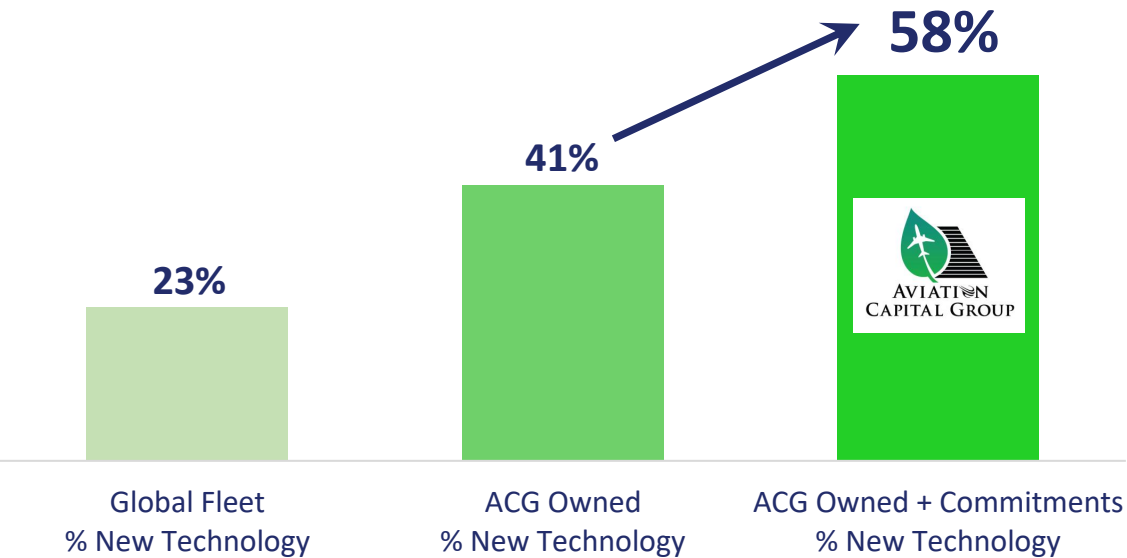


100% of ACG’s orderbook is fuel efficient, new technology aircraft

Future Aircraft Deliveries



ACG’s Fleet Transition to Next Generation Aircraft<sup>1</sup>



# 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	\$510,316
2024	951,176
2025	825,013
2026	739,950
2027	679,690
Thereafter	2,621,055
<b>Total</b>	<b><u>\$6,327,200</u></b>



# Proactive Capital Management

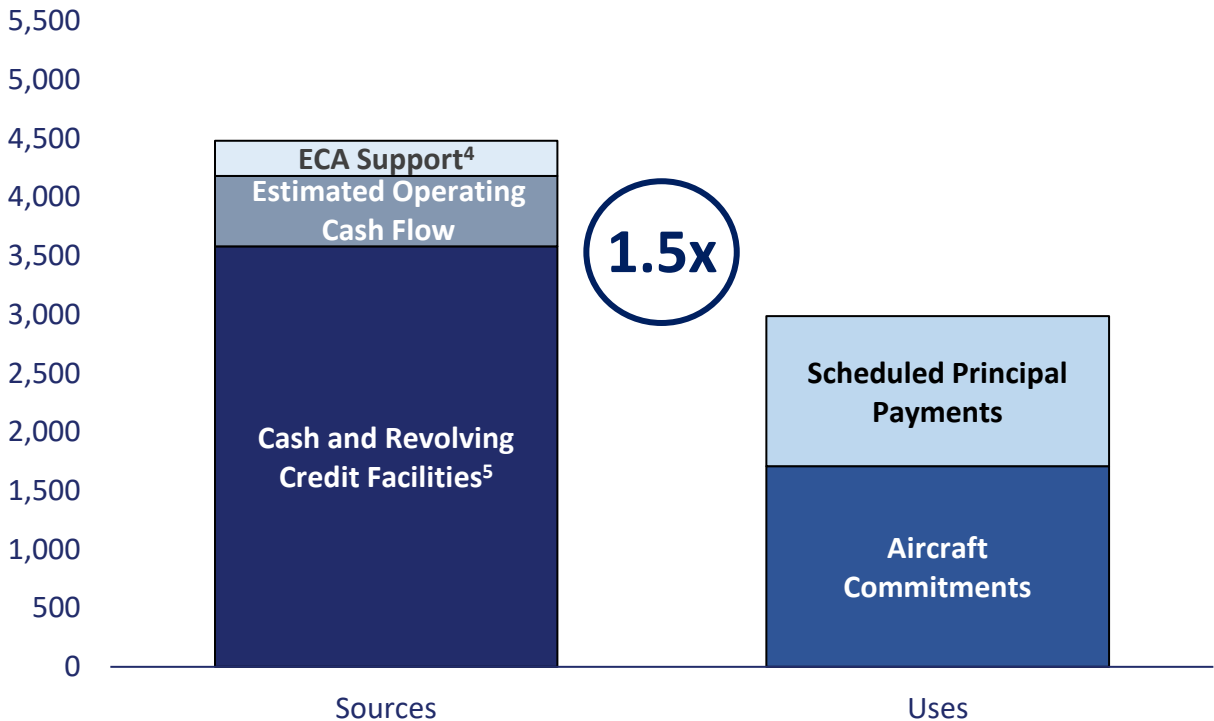


Industry-Leading  
Leverage  
**2.5x**

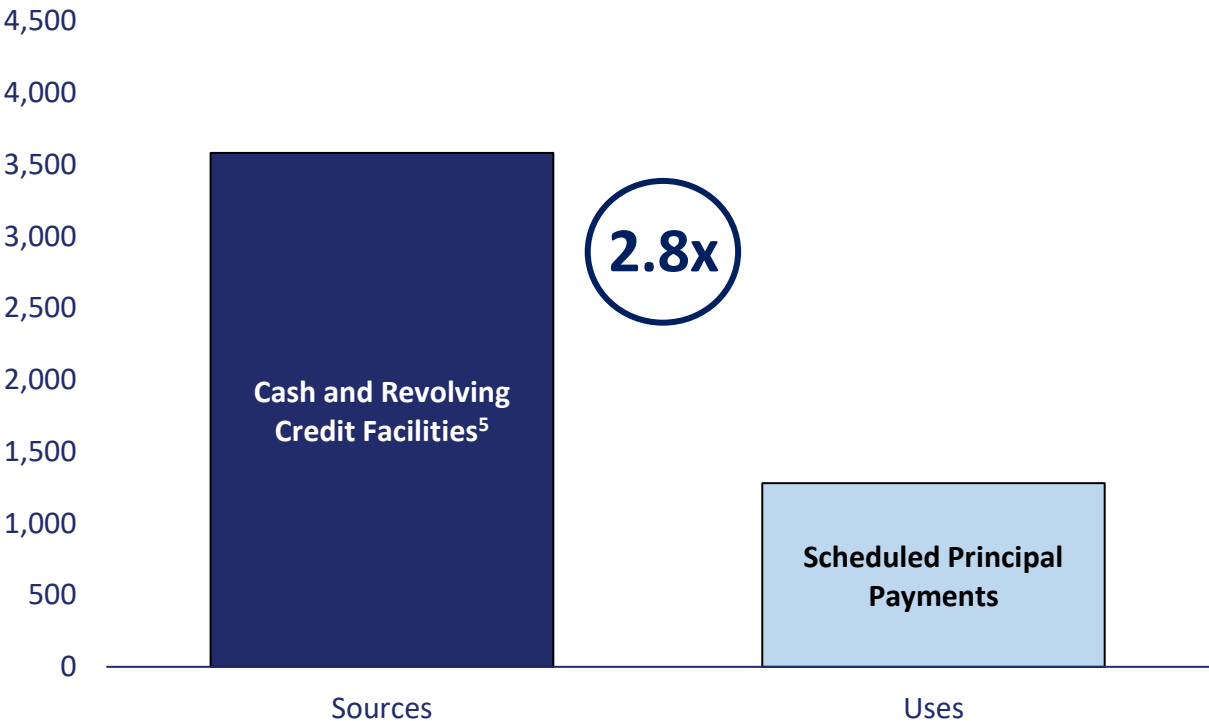
Unencumbered  
Assets<sup>1</sup>  
**\$12.1B**

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

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



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



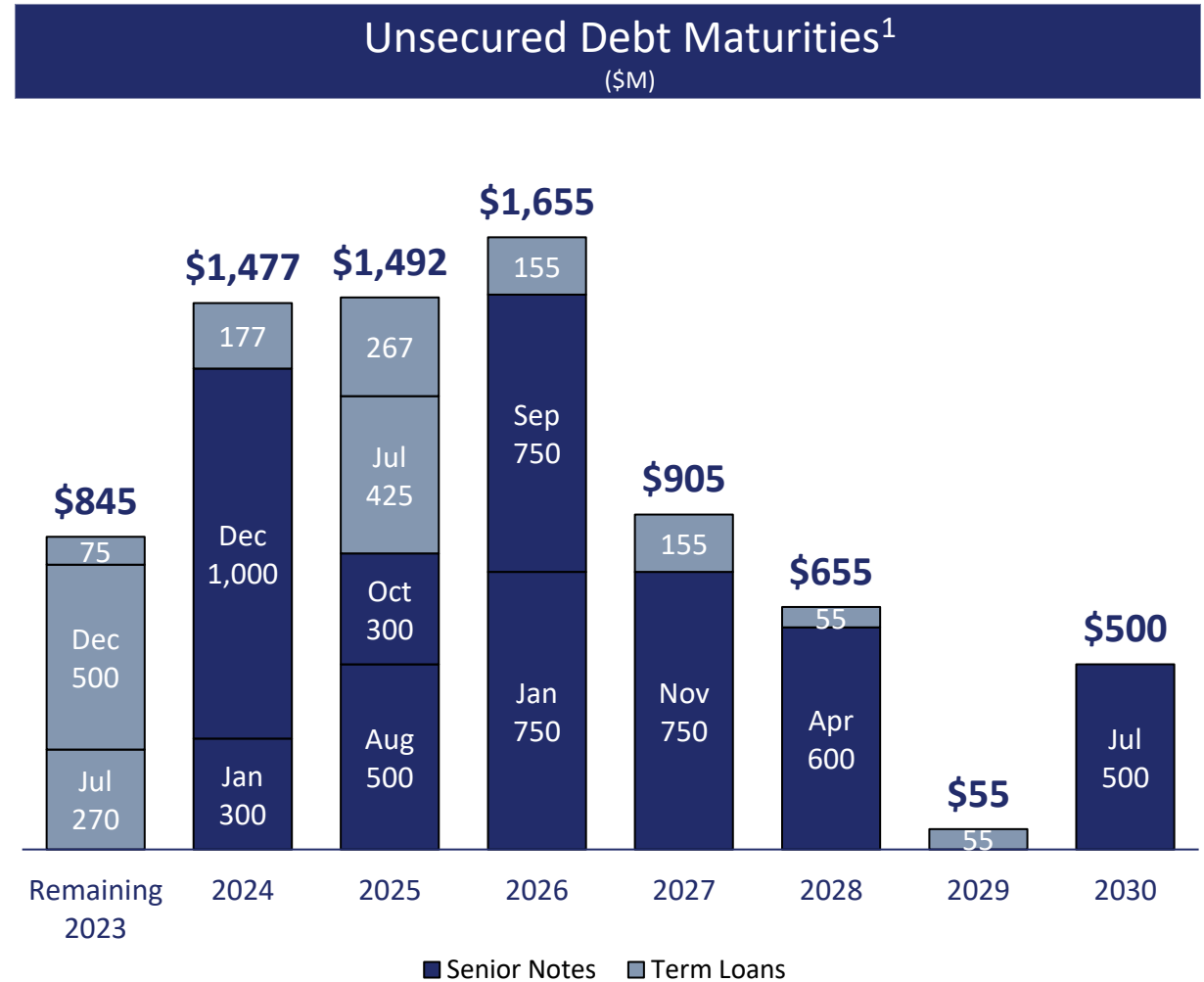
# Proven Access to Capital Across Markets



**MOODY'S**  
**Baa2**  
Stable

**S&P Global**  
**BBB-**  
Stable

- **\$3.9B** Revolving Credit Facilities
- **\$5.5B** Unsecured Senior Notes outstanding
- **\$1.7B** liquidity raised in 2023



# Debt Financing Summary



(\$ in Thousands)	Carrying Amount	Maturity Date	Interest Rate	Type
<b>Unsecured debt obligations:</b>				
Senior Notes	\$5,450,000	Jan 2024 – Jul 2030	2.0% - 6.4%	Fixed
Term Loans (USD)	2,059,500	Jul 2023 – Dec 2029	5.8% - 7.2%	Floating <sup>1</sup>
Commercial Paper	689,000	Jul 2023	5.7% - 6.0%	Fixed
Term Loans (JPY)	74,488	Jul 2023	0.3%	Floating
<b>Secured debt obligations:</b>				
Secured loans	509,319	May 2024 – Feb 2034	1.5% - 6.7%	Fixed & Floating
<b>Debt acquisition costs</b>	(39,001)			
<b>Original issuance discounts</b>	(25,925)			
<b>Debt financings, net</b>	<b>\$8,717,381</b>			

# Appendix: Non-GAAP Reconciliation



## Reconciliation of net debt to debt financings, net

(\$ in millions, except multiples)

6/30/2023

Debt financings, net	\$8,717
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Less:

Cash and restricted cash	415
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Net debt	\$8,302
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Total Equity	\$3,309
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<b>Net debt to equity</b>	<b>2.5x</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 12 months ended June 30, 2023. 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 June 30, 2023.
- 3 – Aircraft on ground without a sales or lease commitment as of June 30, 2023.

## Slide 4

- 1 – Counts include 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.

## Slide 5

- 1 – Weighted average age of owned aircraft based on net book value.
- 2 – Excludes investments in finance leases.

## Slide 6

- 1 – Source for global fleet percent: Cirium. The global fleet includes commercial aircraft used for passenger service. ACG percentages based on new technology by count.

## Slide 7

- 1 – Future minimum lease rentals (inclusive of executed deferral and restructuring agreements) we are due under operating leases as of June 30, 2023.
- 2 – Weighted average remaining lease term figure excludes aircraft off-lease and investments in finance leases.

## Slide 8

- 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 June 30, 2023. Outstanding commercial paper as of June 30, 2023 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 June 30, 2023.
- 5 – Comprised of \$1.97 billion undrawn commitments out of \$2.66 billion total commitments under our syndicated revolving credit facility, \$1.2 billion intercompany line of credit with Tokyo Century, and \$410 million in unrestricted cash.

## Slide 9

- 1 – Excludes revolving lines of credit and commercial paper, which had outstanding balances of \$0 million and \$689 million, respectively, as of June 30, 2023.

## Slide 10

- 1 – We have entered into interest rate swaps that exchange a portion of this floating rate interest to fixed interest rates to manage exposure to changes in SOFR. The interest rate swaps have amortizing notional values and mature in December 2027. As of June 30, 2023, our interest rate swaps had a notional value of \$600 million.

