

# TAKE FLIGHT

September 29, 2017

Not to be copied, distributed, or reproduced without prior approval.

## GECAS – 50 years of industry leading aviation services

## The longest track record of providing aviation finance

### 2016

GE Capital Aviation Services (GECAS) ranked as World's Top Lessor by AirFinance Journal and Airline Economics

### 2015

Milestone Aviation Group acquired

### 2010

Investment of AviaSolutions

### 2006

The Memphis Group purchased

### 2002

GECAS begins freighter conversions

### 2000

PK AirFinance acquired to offer aircraft lending

### 1999

GECAS offers engine leasing

### 1996

GECAS owns world's largest leased fleet and places first speculative OEM order

#### 1994

GE's T&I's Aviation Group, Polaris Aircraft Leasing and GPA merge into GECAS

#### 1993

GE buys a stake in GPA

#### 1989

Chemical Bank portfolio purchase expands GECC global presence

#### 1986

GE Credit acquires Polaris Aircraft Leasing portfolio

#### 1983

GECC's first non-US Lease to Swiss Air

### 1981

GE's Transportation Finance co-invests with UK lenders on aircraft leases

#### 1967

GECC Leasing Corp signs first aviation lease with Allegheny Airlines

### 1967– GECC Leasing Corp. signs lease of 3x DC930



## 2017, GECAS announces order for 100x A320neo

GECAS



2

## **Global Reach**

GECAS has the most extensive local presence delivering financing, assets and expertise to more global customers than any other financier in the industry

• 575+ employees

- 26 offices throughout the world, 12 serving emerging markets
- 250+ clients in 75+ countries





## Industry Expertise

GECAS provides deep domain with an unparalleled breadth of products, services and solutions

- Operating Leases
- Purchase Leasebacks
- Senior Secured Loans

GECAS specializes in both large and complex transactions, such as fleet takeouts and forward-commits



# **Benefits of Aviation Financing**

Lease financing can cover 100% of asset value

## **Financial advantages**

Minimizes capital investments

Preserves cash

Improves liquidity management

 Matches cash inflows with predictable periodic cash outflows

## **Operational efficiencies**

Eliminates residual risk

• Mitigates risk of future value associated with ownership

**Provides fleet flexibility** 

• Optimizes fleet size and aircraft types to meet market demand



# **Our Fleet**

GECAS' industry-leading commercial fleet includes a wide range of aircraft types

- Narrowbody and Widebody Aircraft
- Regional Jets and Turboprops

- Cargo Aircraft
- Helicopters



# New Aircraft Program

- GECAS' customers benefit from our more than 20 years' expertise in placing speculative orders and the relationships we've formed with OEMs
- Our order book of more than 400 aircraft

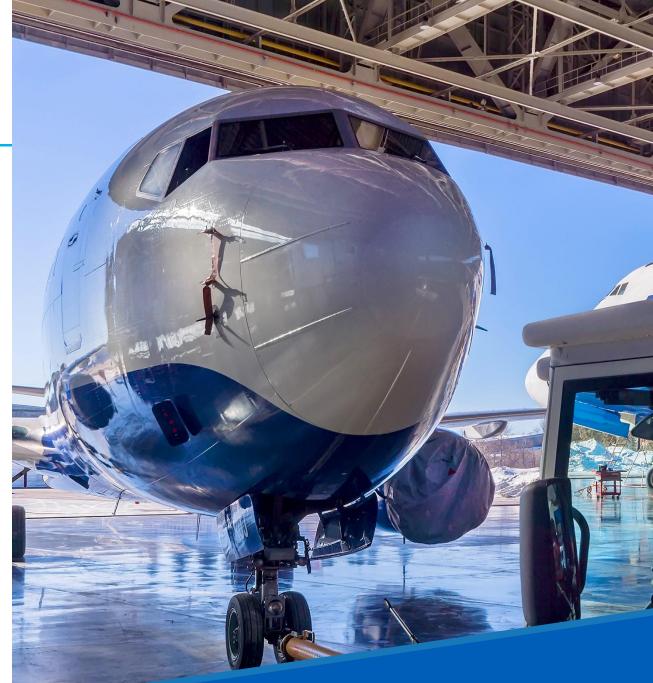
   including Airbus neo, Boeing MAX, 777s
   and 787 Dreamliner offers the latest
   innovations and technical advancements





# **Existing Fleet**

- Leased to customers in over 75 countries, GECAS' core portfolio includes over 800 narrowbody & widebody aircraft
- By taking advantage of GECAS' available fleet, airlines can easily expand capacity, introduce new routes and aircraft types
- Lease terms are custom-tailored to meet each operator's needs, from short- to 12year length and to aircraft configuration







## Purchase Leasebacks

- Financing aircraft orders or monetizing owned assets via PLBs maintains timelines designated by an airline while eliminating risks of ownership
- GECAS can commit to a long-term financing solution months or years prior to delivery and can include PDPs

g

# Senior Secured Loans

GECAS' PK AirFinance expertly arranges customized debt financing

## **Direct Airlines Loans**

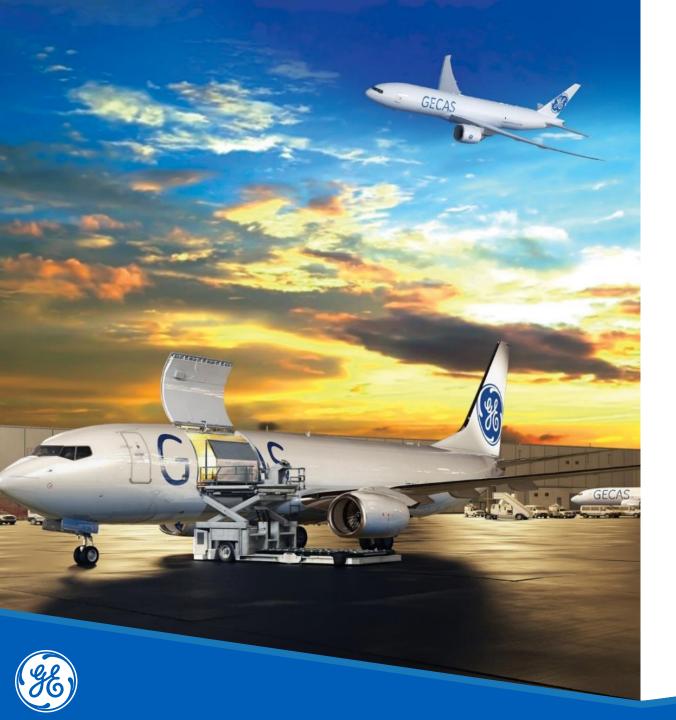
- Debt structures with either full payout repayment or balloons
- Fixed or floating rates
- Strong syndication capabilities

## **Operating Lease Financing**

- Highly structured loans tailored to accommodate underlying leases
- Solid technical capabilities
- Ability to finance large, diverse portfolios







# Cargo Aircraft

- Over 90 freighters to customers worldwide – more than any other lessor
- Boeing 737, 767, 747 and 777 freighters
- Now converting 737-800NG passenger jets to freighters (deliveries starting in 2018)

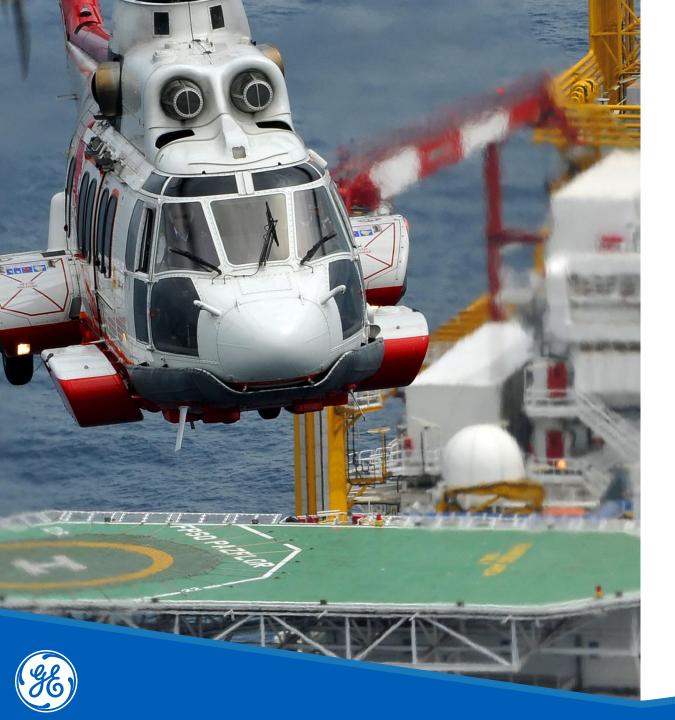
## Regional Jets & Turboprops

- A leader for leasing and financing of regional jets and turboprop aircraft
- GECAS' fleet of more than 360 ATR, Embraer and Bombardier airplanes serve 37 operators across 24 countries









## Helicopters

**AIRBUS** HELICOPTERS

- GECAS' Milestone Aviation Group offers leases and debt financing on commercial helicopters
- Medium- and heavy-duty models
- Serving operators in 25 countries across the globe with the industry's largest rotor-wing fleet



# **Engine Leasing**

# A world-leading engine lessor with 600 owned and serviced engines

### **Short-Term Engine Leases**

• Can be available in 24-48 hours with terms lasting from days to several months

## Purchase Leasebacks & Operating Leases

 Providing capital and operational flexibility on terms of a year or more

### **Engine Exchange**

• Trade your unserviceable engine for an operational and ready-to-install one

### **Secured Loans**

• Available to airlines and MROs







# **Productivity Solutions**

## Asset and Inventory Management

## **Spares distribution**

 Highest quality & competitive pricing of recertified rotables, and repairables

### **Repairs Management**

• Ensured turn times, quality spares, and cost management

### **AOG Management**

• 24/7 support for AOG Support

### **Consignment & Fleet** Transition Management

 Inventory management & liquidation

### Supply Chain Management

 Guaranteed pricing, availability, purchasing and provisioning programs

### Acquisition Management

- Exchange your unserviceable engine for a serviceable one
- Receive fair market value towards purchase decreasing cash outlay

# Take Flight

GECAS' global footprint currently serves more than 250 customers with an unparalleled breadth of products, services and solutions, as well as the industry's most experienced team

- Technical
- Finance
- Legal

GECAS

- Risk
- Capital Markets
- Sales and Marketing

imagination at wor



