

FOURTH QUARTER  
2023 FINANCIAL  
RESULTS

AERCAP HOLDINGS N.V.

# FORWARD LOOKING STATEMENTS AND NON-GAAP FINANCIAL INFORMATION

This presentation 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,” “will,” “aim,” “estimate,” “anticipate,” “believe,” “predict,” “potential” or “continue” or the negatives thereof or variations thereon or similar terminology. Any statements other than statements of historical fact included in this presentation 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 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, including but not limited to the availability of capital to us and to our customers and changes in interest rates; the ability of our lessees and potential lessees to make lease payments to us; our ability to successfully negotiate flight equipment (which includes aircraft, engines and helicopters) purchases, sales and leases, to collect outstanding amounts due and to repossess flight equipment under defaulted leases, and to control costs and expenses; changes in the overall demand for commercial aviation leasing and aviation asset management services; the continued impacts of the Ukraine Conflict, including the resulting sanctions by the United States, the European Union, the United Kingdom and other countries, on our business and results of operations, financial condition and cash flows; the effects of terrorist attacks on the aviation industry and on our operations; the economic condition of the global airline and cargo industry and economic and political conditions; the impact of current hostilities in the Middle East, or any escalation thereof, on the aviation industry or our business; development of increased government regulation, including travel restrictions, sanctions, regulation of trade and the imposition of import and export controls, tariffs and other trade barriers; a downgrade in any of our credit ratings; competitive pressures within the industry; regulatory changes affecting commercial flight equipment operators, flight equipment maintenance, engine standards, accounting standards and taxes; and disruptions and security breaches affecting our information systems or the information systems of our third-party providers.

As a result, we cannot assure you that the forward-looking statements included in this presentation will prove to be accurate or correct. These and other important factors and risks are discussed in AerCap’s annual report on Form 20-F and other filings with the United States Securities and Exchange Commission. In light of these risks, uncertainties and assumptions, the future performance or events described in the forward-looking statements in this presentation might not occur. Accordingly, you should not rely upon forward-looking statements as a prediction of actual results.

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 update any forward-looking statements, whether as a result of new information, future events or otherwise.

In addition to presenting financial results in conformity with U.S. generally accepted accounting principles (“GAAP”), this presentation includes certain non-GAAP financial measures. We believe these measures and metrics may further assist investors in their understanding of our performance. These measures and metrics should not be viewed in isolation and should only be used in conjunction with and as a supplement to our U.S. GAAP financial measures. Non-GAAP measures and metrics are not uniformly defined by all companies, including those in our industry, and so this additional information may not be comparable with similarly-titled measures and metrics and disclosures by other companies.

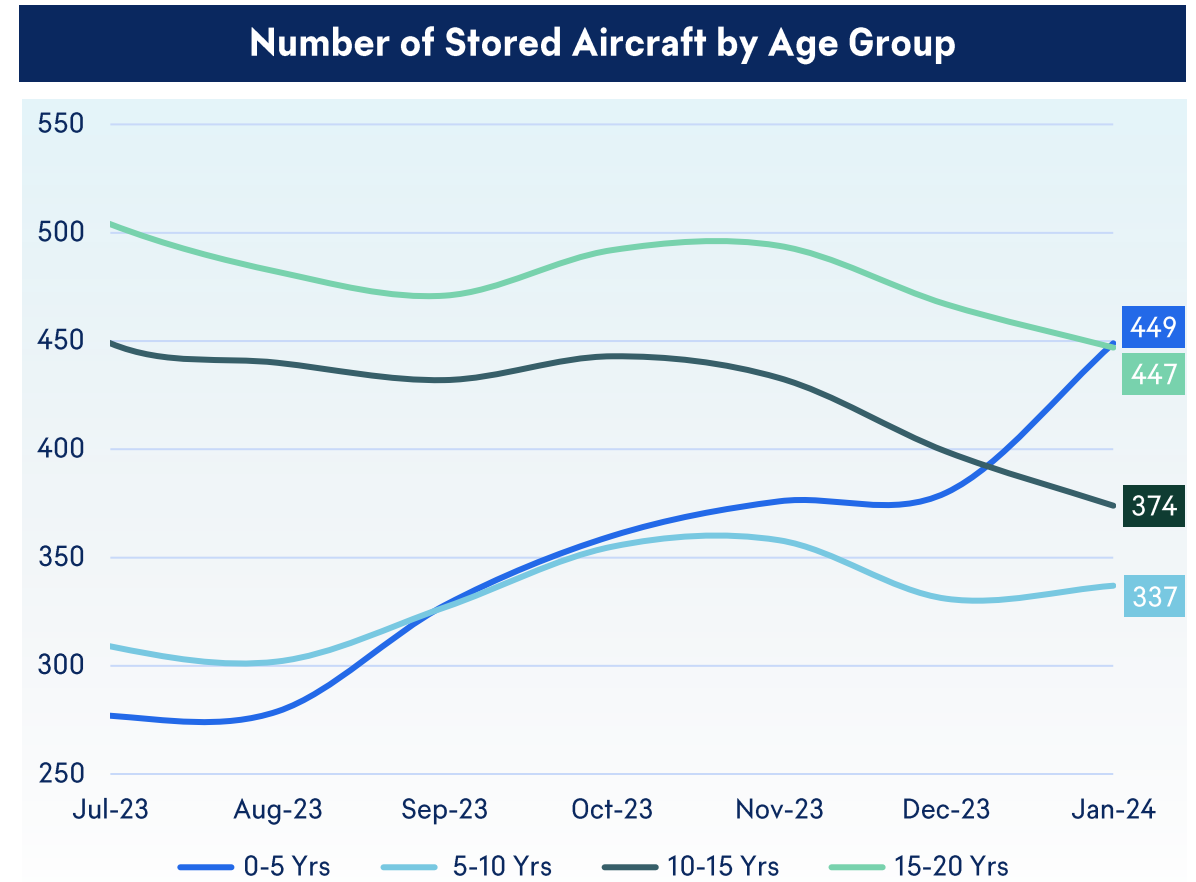
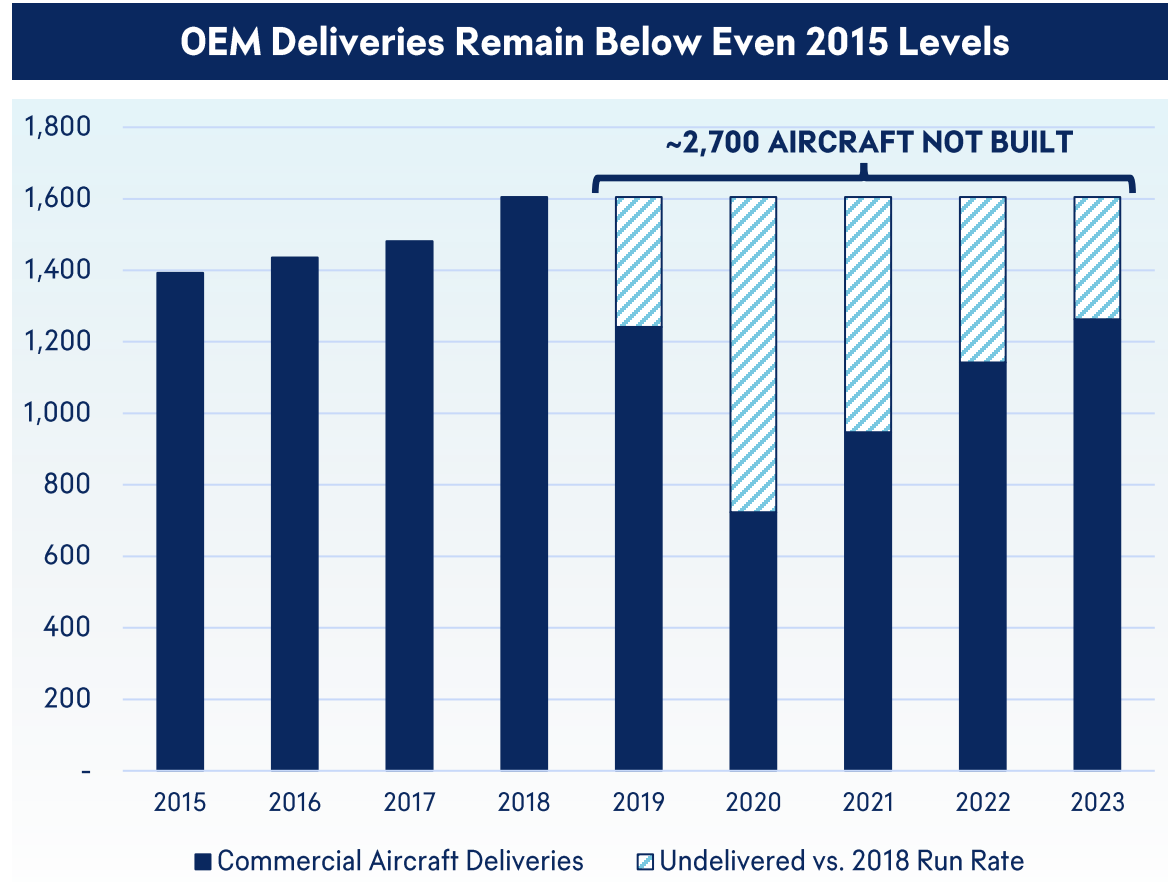
Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

# KEY HIGHLIGHTS



# SUPPLY ISSUES INCREASE DEMAND FOR OLDER AIRCRAFT

2023 commercial aircraft deliveries remain behind even 2015 levels, while increasing engine reliability issues are reflected in increased storage rates for younger aircraft

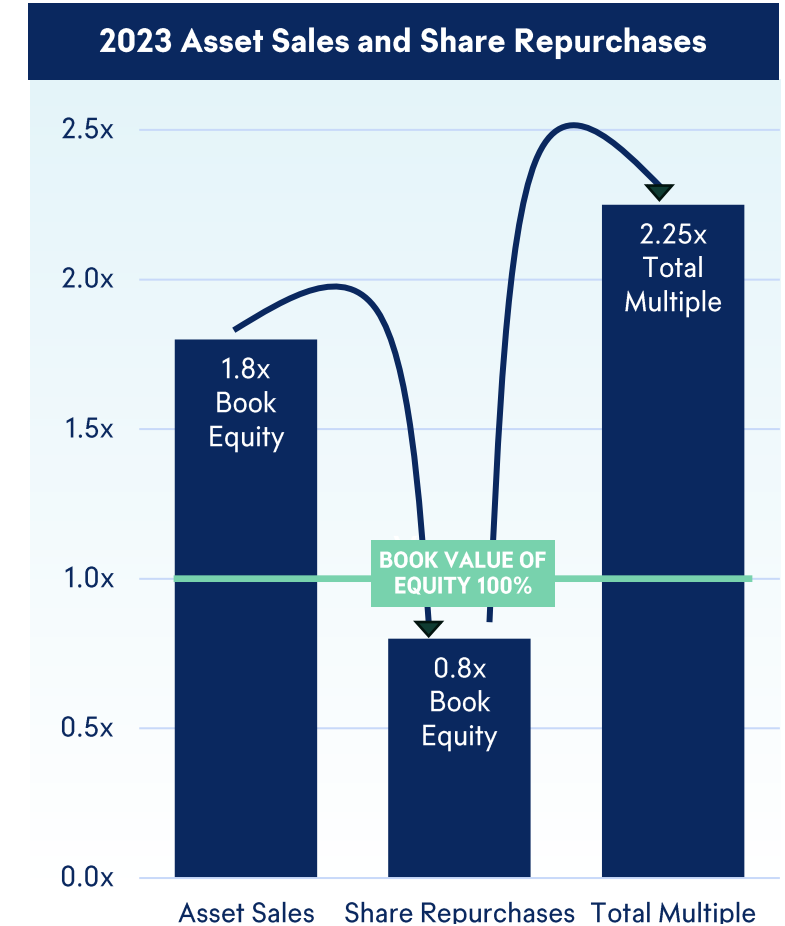
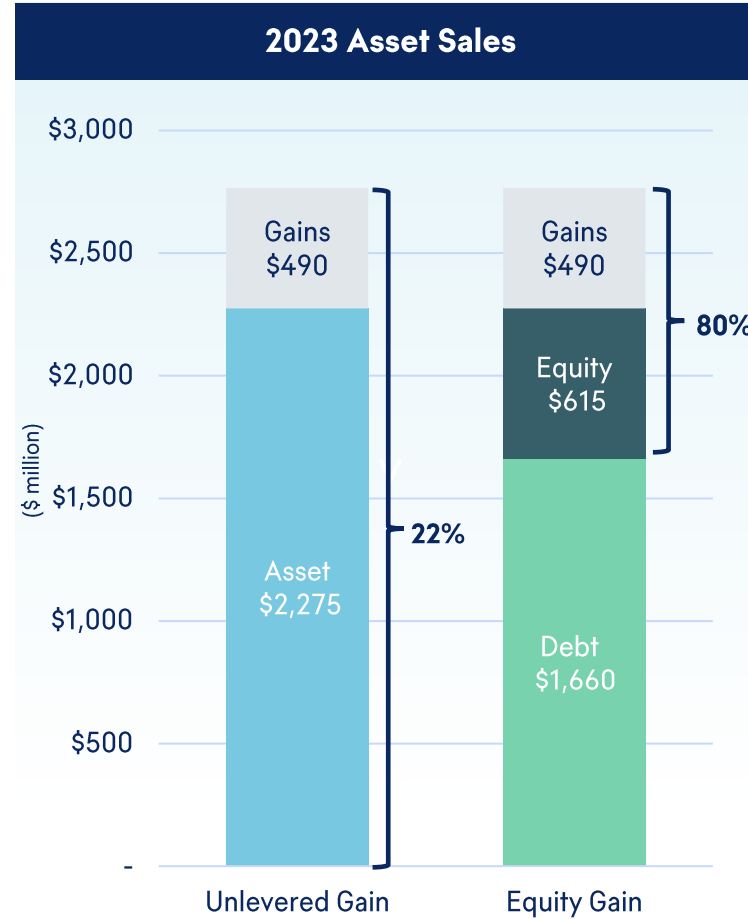
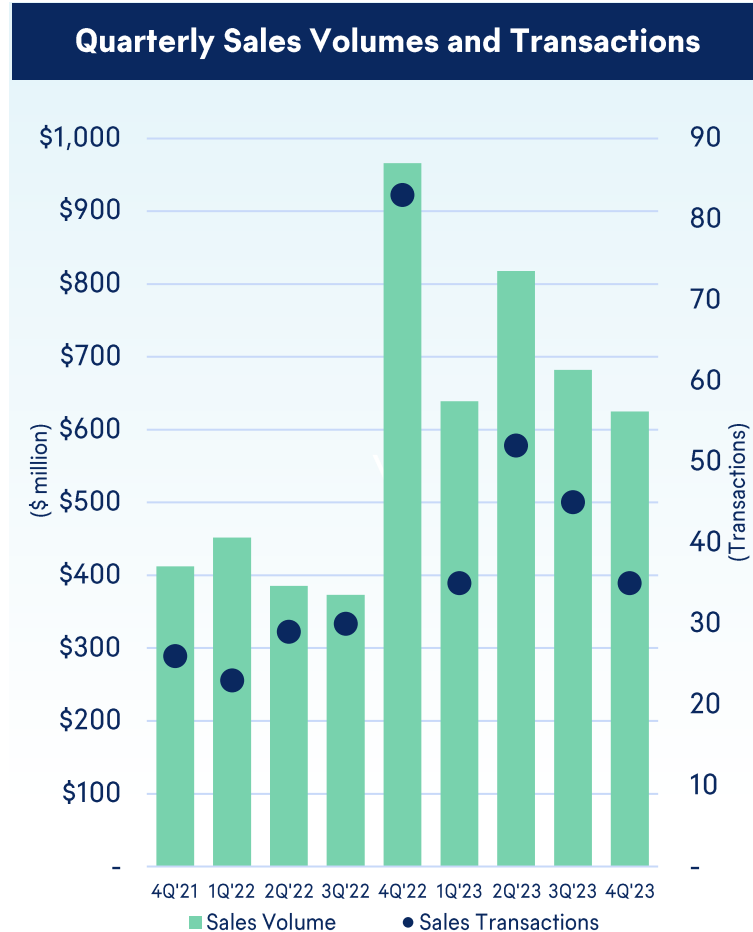


See Supplemental Information – Endnotes.

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# CAPITAL RECYCLING TRADE – HIGHLY ACCRETIVE

Robust demand for mid-life and older aircraft continues to support secondary sales at attractive margins, freeing up capital to deploy into share repurchases at discounted prices



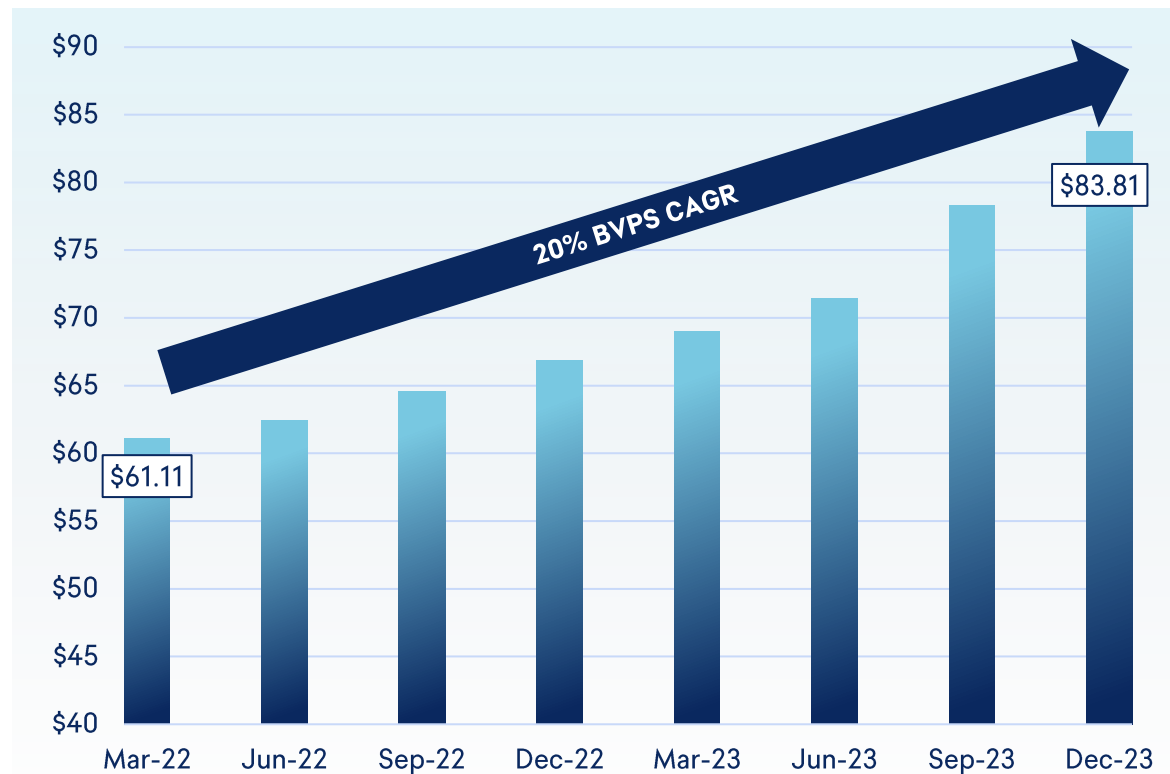
See Supplemental Information – Endnotes.



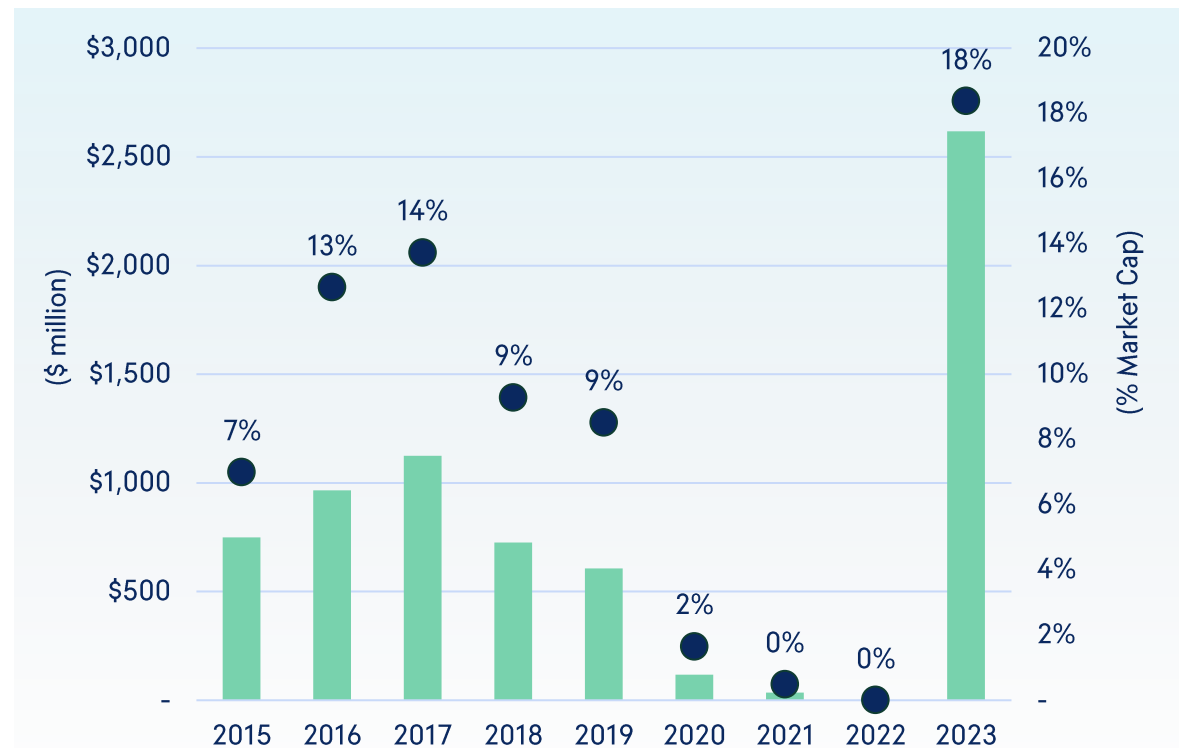
# STRONG BOOK VALUE PER SHARE GROWTH CONTINUES

As a result of the strong underlying performance of the business, insurance recoveries and discounted share repurchases, AerCap's book value per share has grown by a CAGR of 20% since March 2022

## AerCap Book Value Per Share Growth



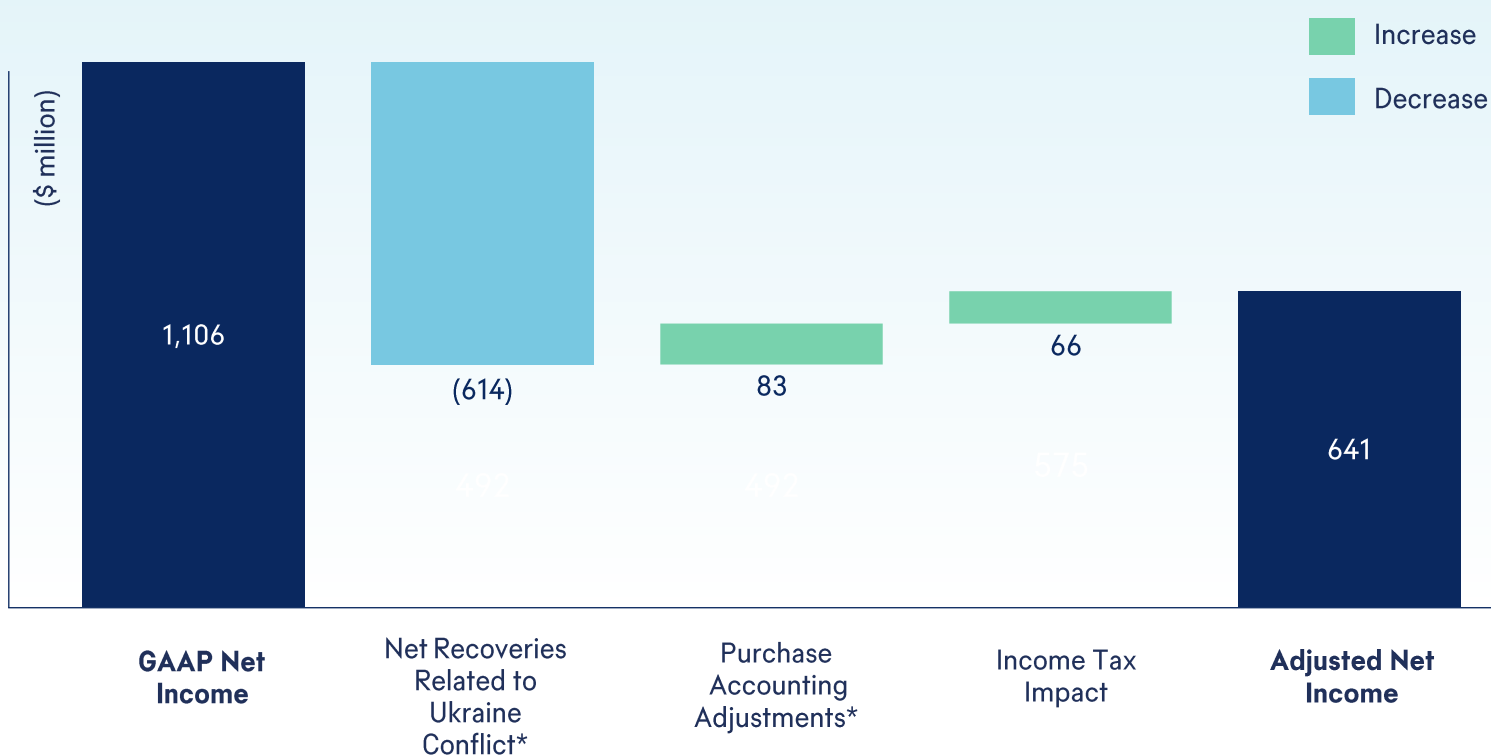
## \$7 Billion of Capital Returned to Shareholders since 2015



CAGR = compound annual growth rate.  
See Supplemental Information – Book Value per Share and Endnotes.

# 4Q 2023 NET INCOME WALK

## 4Q 2023 Adjusted Net Income



EPS	\$5.37	(\$2.98)	\$0.40	\$0.32	\$3.11
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- > Net income of \$1.1 billion, or \$5.37 per share
- > Adjusted net income of \$641 million, or \$3.11 per share
- > Purchase accounting adjustments include:
  - > \$40 million related to lease premium amortization affecting basic lease rents
  - > \$25 million related to maintenance revenues
  - > \$18 million of maintenance rights amortization affecting leasing expenses

\*These items are presented pre-tax.  
See Supplemental Information – Adjusted Net Income and EPS Reconciliation and Endnotes.

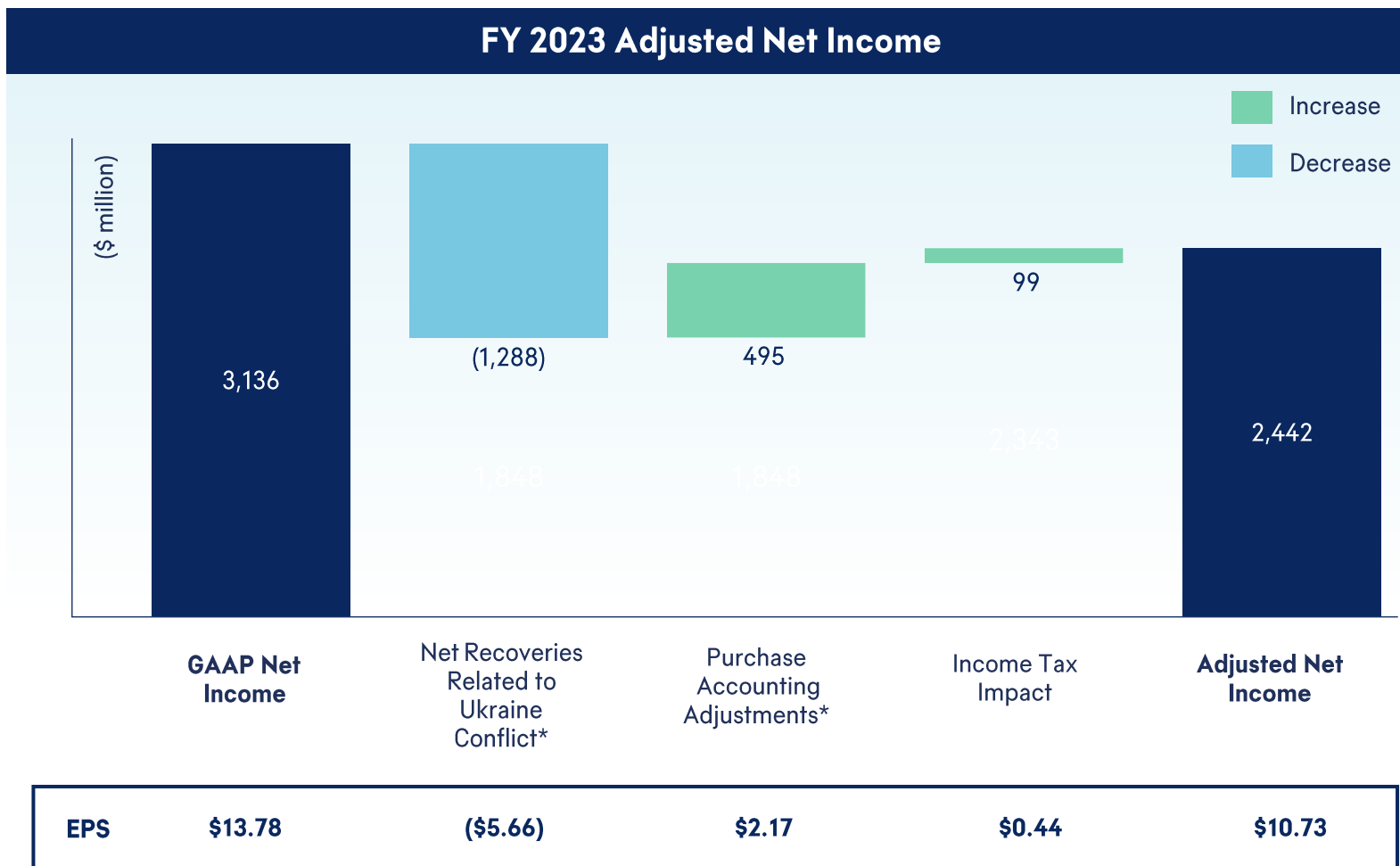
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# 4Q 2023 FINANCIAL DRIVERS

- > **Basic lease rents** were \$1,576 million, and were negatively impacted by \$40 million of lease premium amortization
- > **Maintenance rents and other receipts** were \$142 million, and were negatively impacted by \$25 million of maintenance rights assets amortized to revenue
- > **Net gain on sale of assets** was \$94 million, representing an 18% unlevered gain-on-sale margin
- > **Net recoveries related to Ukraine Conflict** were \$614 million, primarily consisting of cash insurance settlements received
- > **Interest expense** was \$496 million, which included \$19 million related to non-cash mark-to-market losses on interest rate derivatives
- > **Leasing expenses** were \$135 million, including \$18 million of maintenance rights amortization expenses
- > **Income tax expense** was \$39 million, which represented an effective tax rate of 3.6% and included tax benefits of \$85 million



# FULL YEAR 2023 NET INCOME WALK



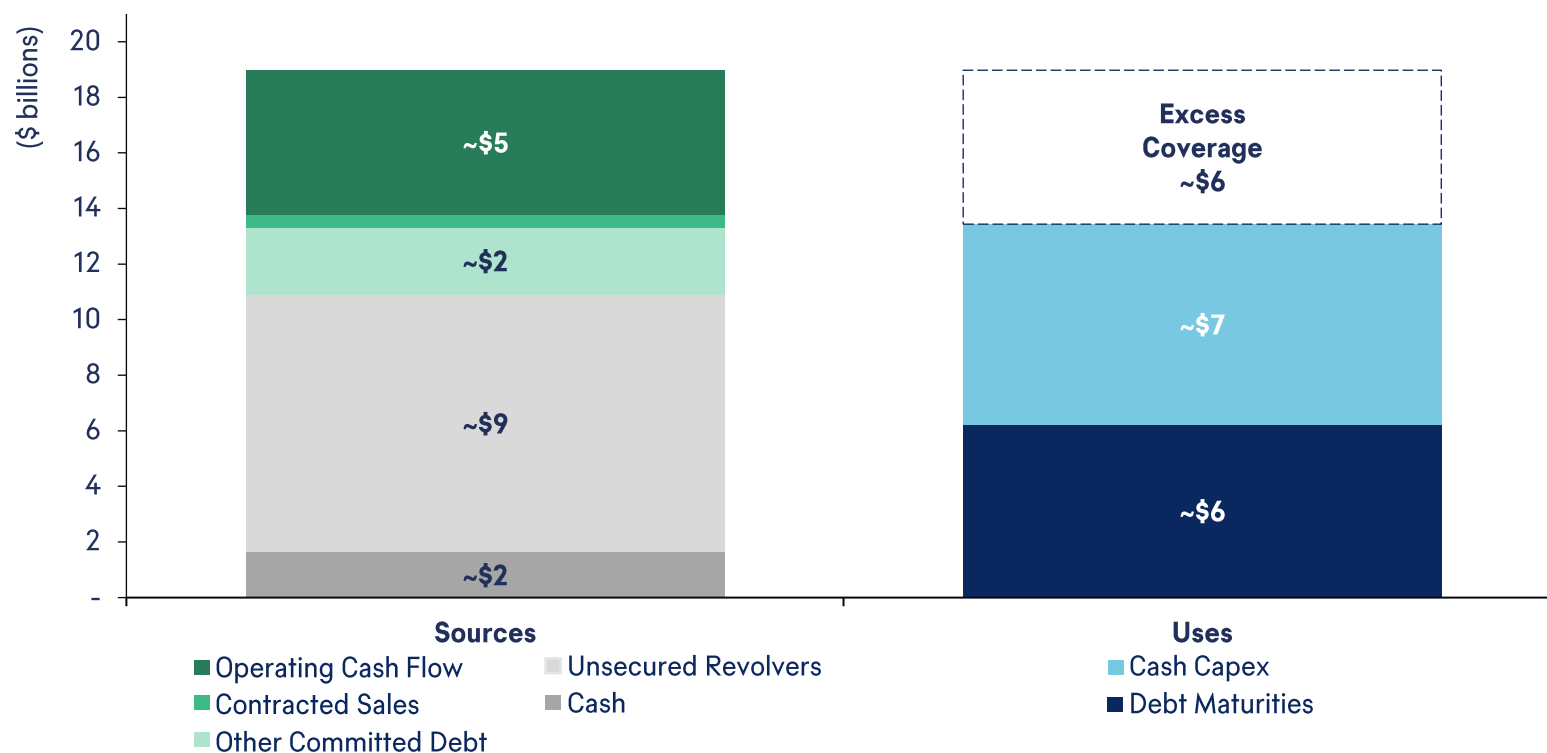
- > Net income of \$3.1 billion, or \$13.78 per share
- > Adjusted net income of \$2.4 billion, or \$10.73 per share
- > Purchase accounting adjustments include:
  - > \$166 million related to lease premium amortization affecting basic lease rents
  - > \$122 million related to maintenance revenues
  - > \$208 million of maintenance rights amortization affecting leasing expenses

\*These items are presented pre-tax.  
See Supplemental Information – Adjusted Net Income and EPS Reconciliation and Endnotes.

# STRONG LIQUIDITY POSITION

Next 12 months' sources-to-uses coverage of 1.4x, with ~\$19 billion sources of liquidity

## Sources vs. Uses (Next 12 Months) (as of December 31, 2023)



See Supplemental Information – Capital Structure and Endnotes.

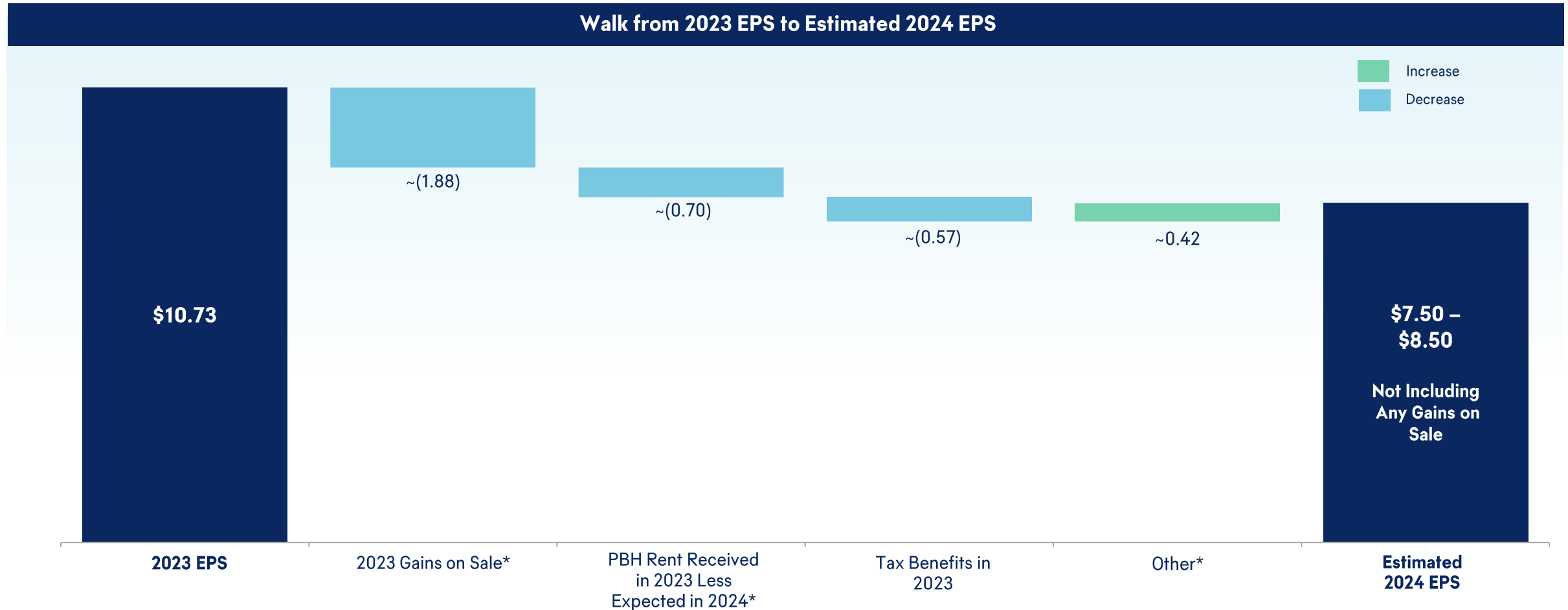
- > Leverage ratio of 2.47x
- > 4Q 2023 operating cash flow of \$1.4 billion, and a record \$5.3 billion for FY 2023
- > Secured debt-to-total-assets ratio of ~14%
- > Average cost of debt of 3.7% in 4Q 2023
- > ~10.3 million shares repurchased in 4Q 2023 at an average price of \$62.86, for total of ~\$649 million

The background features a dark blue gradient with several semi-transparent, light blue geometric shapes and silhouettes of airplane wings and tail sections. The text is centered and rendered in a clean, white, sans-serif font.

# AERCAP GUIDANCE 2024

# WALK FROM 2023 EPS TO ESTIMATED 2024 EPS

Estimated 2024 EPS of \$7.50 - \$8.50, not including any gains on sale



\*These items are presented after-tax.  
See Supplemental Information - Endnotes.

# 2024 PROJECTED INCOME STATEMENT

(\$ billion, except per share amounts)	Projected FY 2024
Lease Revenue	\$6.3
Maintenance Rents	0.7
Other Income	0.3
<b>Total Revenue</b>	<b>\$7.2</b>
Depreciation & Amortization	(2.7)
Interest Expense	(2.1)
Leasing Expenses, SG&A & Other Expenses	(1.2)
<b>Total Expenses</b>	<b>(\$6.0)</b>
<b>Pre-Tax Income</b>	<b>\$1.2</b>
Income Tax Expense	(0.2)
Income from Equity Method Investments	0.2
<b>GAAP Net Income</b>	<b>\$1.2</b>
Purchase Accounting Adjustments (After-Tax)	0.4
<b>Adjusted Net Income</b>	<b>\$1.6</b>
<b>Adjusted Earnings Per Share, Not Including Gains on Sale</b>	<b>\$7.50 - \$8.50</b>

- > We expect to generate adjusted EPS of \$7.50 - \$8.50, not including any gains on sale
- > Assumes cash capex of ~\$7.2 billion
- > Assumes sales of ~\$2.0 billion
- > Assumes effective tax rate of 16.5%



# Q&A

# SUPPLEMENTAL INFORMATION

# ADJUSTED NET INCOME AND EPS RECONCILIATION

(\$ million, except per share amounts)	4Q 2023		FY 2023	
	Net Income	Earnings Per Share (\$)	Net Income	Earnings Per Share (\$)
<b>Net Income / Earnings Per Share</b>	<b>1,106</b>	<b>5.37</b>	<b>3,136</b>	<b>13.78</b>
> Net Recoveries Related to Ukraine Conflict	(614)	(2.98)	(1,288)	(5.66)
> Amortization of Maintenance Rights and Lease Premium Assets Recognized under Purchase Accounting	83	0.40	495	2.17
> Income Tax Benefit	66	0.32	99	0.43
<b>Adjusted Net Income / Earnings Per Share</b>	<b>641</b>	<b>3.11</b>	<b>2,442</b>	<b>10.73</b>

See Supplemental Information – Endnotes.

# BOOK VALUE PER SHARE

Book value per share of \$83.81 as of December 31, 2023

<b>(millions, except per share data)</b>	<b>Dec. 31, 2023</b>
<b>Total Shareholders' Equity</b>	<b>\$16,589</b>
Ordinary Shares Outstanding	202.5
Unvested Restricted Stock	(4.6)
<b>Ordinary Shares Outstanding (excl. Unvested Restricted Stock)</b>	<b>197.9</b>
<b>Book Value Per Share</b>	<b>\$83.81</b>

See Supplemental Information – Endnotes.



# CAPITAL STRUCTURE

Adjusted Debt/Equity Calculation (\$ million)	Dec. 31, 2023	Dec. 31, 2022
<b>Debt</b> (including fair value adjustments)	<b>46,484</b>	<b>46,533</b>
<b>Adjusted for:</b>		
> Unrestricted cash & cash equivalents	(1,627)	(1,597)
> 50% equity credit for long-term subordinated debt	(1,125)	(1,125)
<b>Adjusted Debt</b>	<b>43,732</b>	<b>43,811</b>
<b>Equity</b>	<b>16,589</b>	<b>16,195</b>
<b>Adjusted for:</b>		
> 50% equity credit for long-term subordinated debt	1,125	1,125
<b>Adjusted Equity</b>	<b>17,714</b>	<b>17,320</b>
<b>Adjusted Debt / Equity Ratio</b>	<b>2.47 to 1</b>	<b>2.53 to 1</b>



# HIGH-QUALITY & WELL-DIVERSIFIED PORTFOLIO

New technology aircraft comprise ~70% of aircraft fleet

AIRCRAFT TYPE	NUMBER OF ASSETS OWNED	% NET BOOK VALUE	NUMBER OF ASSETS MANAGED	NUMBER OF ASSETS ON ORDER	TOTAL ASSETS
Airbus A220 Family	9	1%	6	10	25
Airbus A320 Family	428	9%	63	-	491
Airbus A320neo Family	384	29%	23	148	555
Airbus A330 Family	48	2%	9	-	57
Airbus A330neo Family	4	1%	1	8	13
Airbus A350 Family	41	8%	6	-	47
Boeing 737 MAX	59	4%	8	120	187
Boeing 737NG	264	9%	59	-	323
Boeing 777 -200ER	4	-	-	-	4
Boeing 777 -300ER	45	3%	1	-	46
Boeing 787	106	18%	1	19	126
Embraer E190 / E195 / E2	66	1%	-	28	94
Other	29	-	-	5	34
<b>Total Passenger Aircraft</b>	<b>1,487</b>	<b>85%</b>	<b>177</b>	<b>338</b>	<b>2,002</b>
Airbus A321	1	-	-	-	1
Boeing 737	51	1%	7	-	58
Boeing 747 / 767 / 777	17	1%	-	-	17
<b>Total Freighter Aircraft</b>	<b>69</b>	<b>2%</b>	<b>7</b>	<b>-</b>	<b>76</b>
<b>Total Engines</b>	<b>439</b>	<b>7%</b>	<b>577</b>	<b>37</b>	<b>1,053</b>
<b>Total Helicopters</b>	<b>313</b>	<b>6%</b>	<b>-</b>	<b>8</b>	<b>321</b>
<b>Grand Total</b>	<b>2,308</b>	<b>100%</b>	<b>761</b>	<b>383</b>	<b>3,452</b>

Number of managed engines includes SES owned and managed engines as of December 31, 2023.

# FORWARD ORDERS AND PURCHASE/LEASEBACKS

AIRCRAFT TYPE	2024	2025	2026	2027	2028	THEREAFTER	TOTAL
Airbus A220 Family	10	-	-	-	-	-	10
Airbus A320neo Family	43	45	33	22	5	-	148
Airbus A330neo Family	8	-	-	-	-	-	8
Boeing 737 MAX	17	32	38	33	-	-	120
Boeing 787	4	10	5	-	-	-	19
Embraer E190 / 195-E2	10	18	-	-	-	-	28
Other	-	-	-	-	-	5	5
<b>Total Passenger Aircraft</b>	<b>92</b>	<b>105</b>	<b>76</b>	<b>55</b>	<b>5</b>	<b>5</b>	<b>338</b>
<b>Total Engines</b>	<b>18</b>	<b>12</b>	<b>7</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>37</b>
<b>Total Helicopters</b>	<b>4</b>	<b>4</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8</b>
<b>Grand Total</b>	<b>114</b>	<b>121</b>	<b>83</b>	<b>55</b>	<b>5</b>	<b>5</b>	<b>383</b>

See Supplemental Information – Endnotes.

# ENDNOTES

## **SLIDE 4: Supply Issues Increase Demand for Older Aircraft**

OEM Deliveries: Airbus and Boeing Annual Commercial Aircraft Deliveries for 2015-2023.

Undelivered versus the total number of aircraft delivered by Airbus and Boeing in 2018.

Aircraft in Storage: Cirium, as of February 4, 2024, monthly aircraft in storage for Airbus, Boeing, Boeing (McDonnell-Douglas) passenger aircraft.

## **SLIDE 5: Capital Recycling Trade Working Well**

Owned asset sales only, across aircraft, engines and helicopters.

## **SLIDE 6: Strong Book Value per Share Growth Continues**

Book value per share is based on ordinary shares outstanding excluding unvested restricted stock.

Unvested restricted stock represents ordinary share units issued under our share incentive schemes that vest only upon the satisfaction of certain conditions.

Percentages refer to the total shares repurchased each year relative to the beginning of period ordinary shares outstanding (excluding unvested restricted stock).

## **SLIDE 7&9: 4Q 2023 & Full Year 2023 Net Income Walk**

Purchase accounting adjustments consist of the amortization of maintenance rights and lease premium assets recognized under purchase accounting.

## **SLIDE 10: Strong Liquidity Position**

Estimated Cash Capex includes expected cash payments for aircraft deliveries and pre-delivery payments during the next 12 months.

## **SLIDE 16: Adjusted Net Income and EPS Reconciliation**

Amortization of maintenance rights and lease premium assets recognized under purchase accounting includes \$40 million adjustment to basic lease rents, \$25 million adjustment to maintenance revenues and \$18 million adjustment to leasing expenses for 4Q 2023 and \$166 million adjustment to basic lease rents, \$122 million adjustment to maintenance revenues and \$208 million adjustment to leasing expenses for Full Year 2023.

## **SLIDE 17: Book Value Per Share**

Book value per share is based on ordinary shares outstanding excluding unvested restricted stock.

Unvested restricted stock represents ordinary share units issued under our share incentive schemes that vest only upon the satisfaction of certain conditions.

## **SLIDE 20: Forward Orders and Purchase/Leasebacks**

As of December 31, 2023. Excludes cargo aircraft.

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