
COMMERCIAL



**PETER
ANDERSON**
CHIEF COMMERCIAL OFFICER

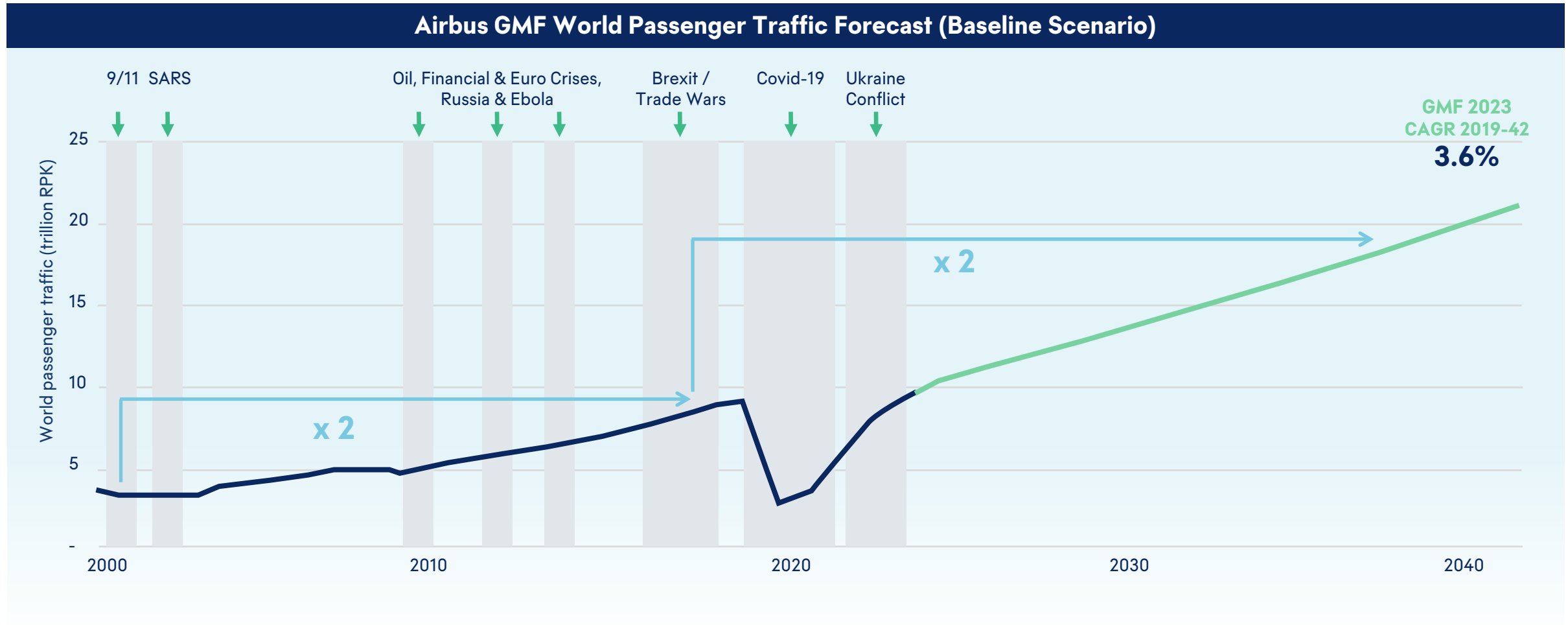


KEY MESSAGES



AVIATION IS A RESILIENT INDUSTRY

Global passenger traffic is expected to continue its strong growth trajectory despite recent events

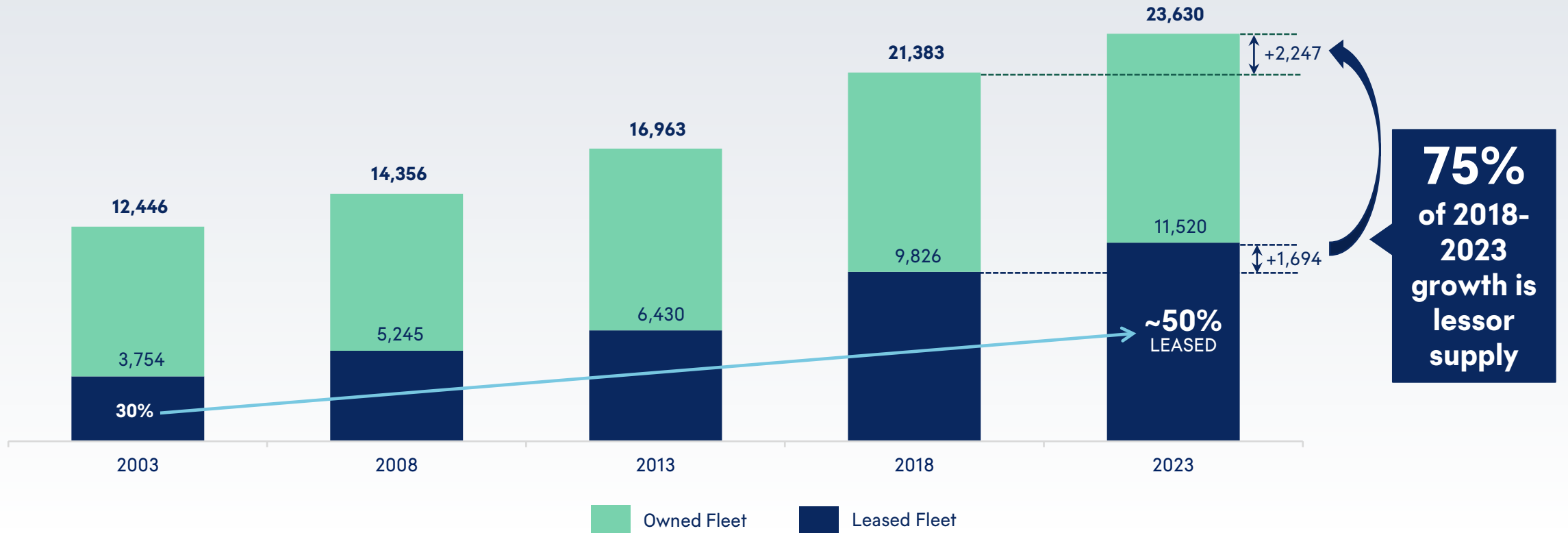


See Supplemental Information – Endnotes.

AIRCRAFT LEASING MARKET CONTINUES TO GROW

Over the past 5 years, lessors accounted for 75% of global fleet growth

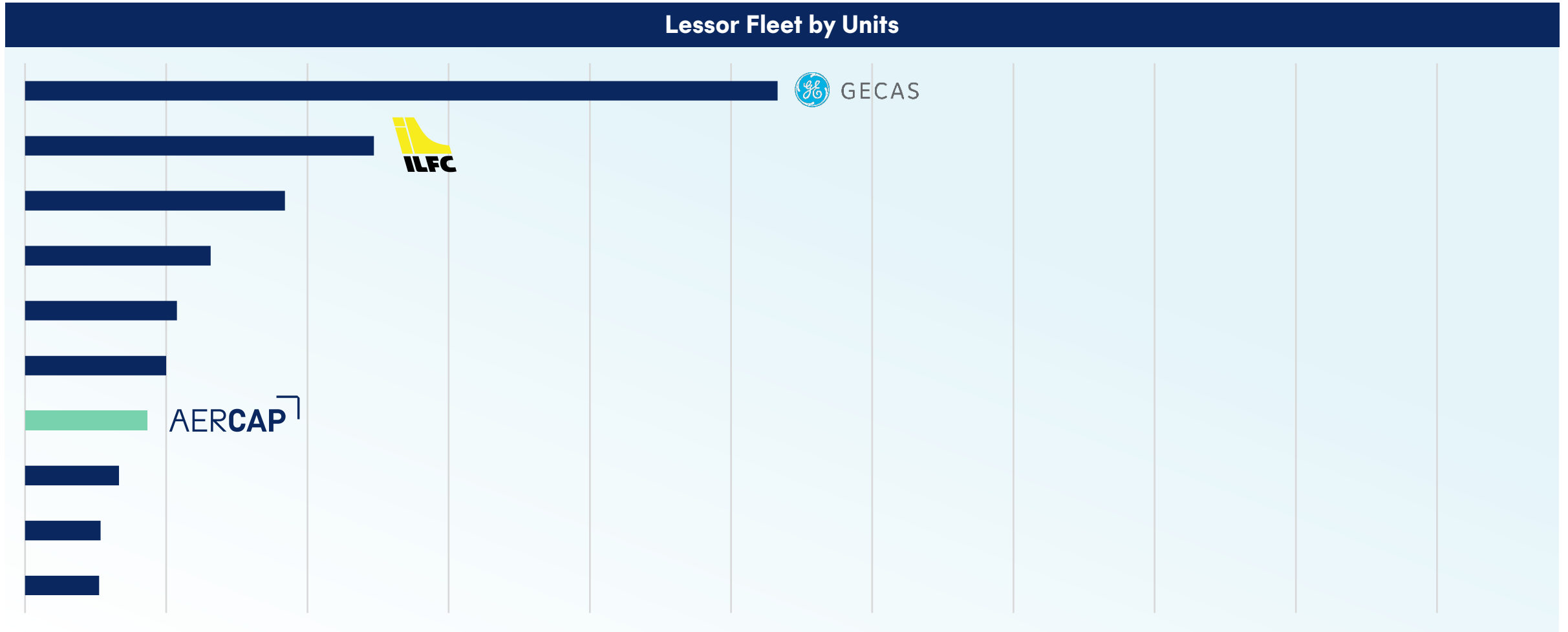
Proportion of Global Fleet on Operating Leases



See Supplemental Information – Endnotes.

© AerCap

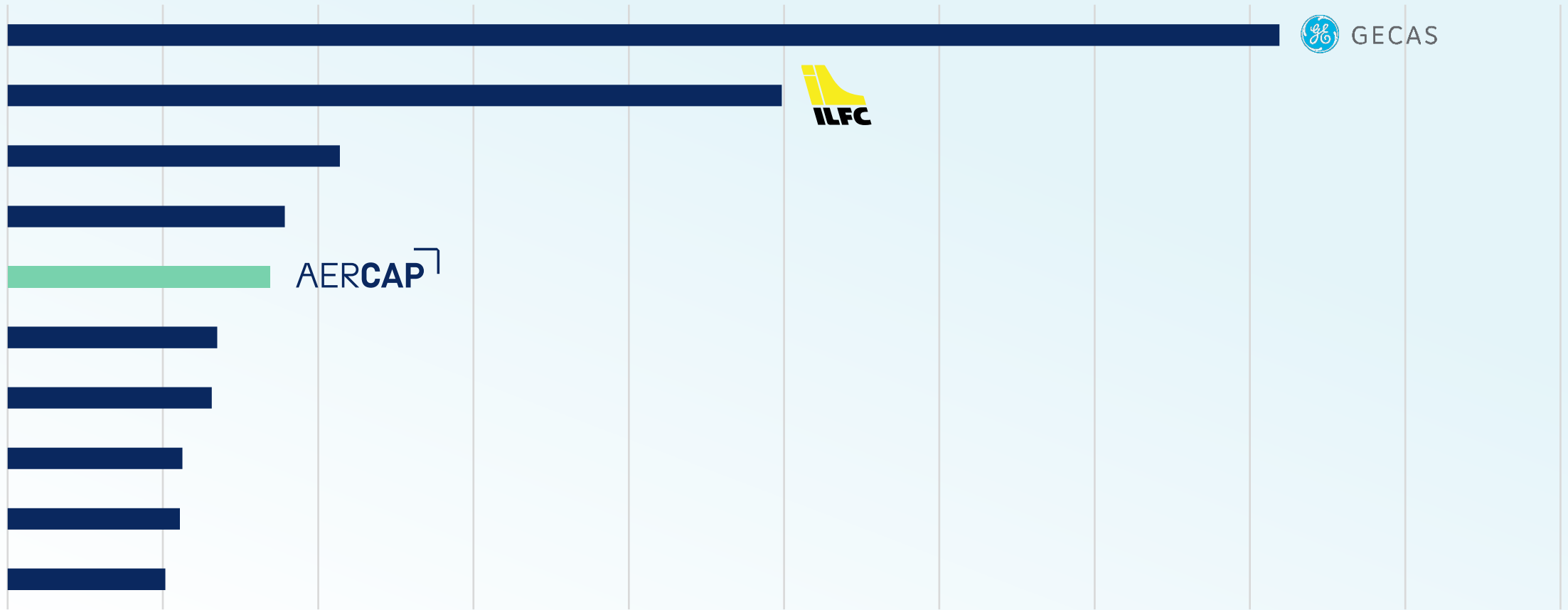
EVOLUTION OF AERCAP – 2000



See Supplemental Information – Endnotes.

EVOLUTION OF AERCAP – 2013

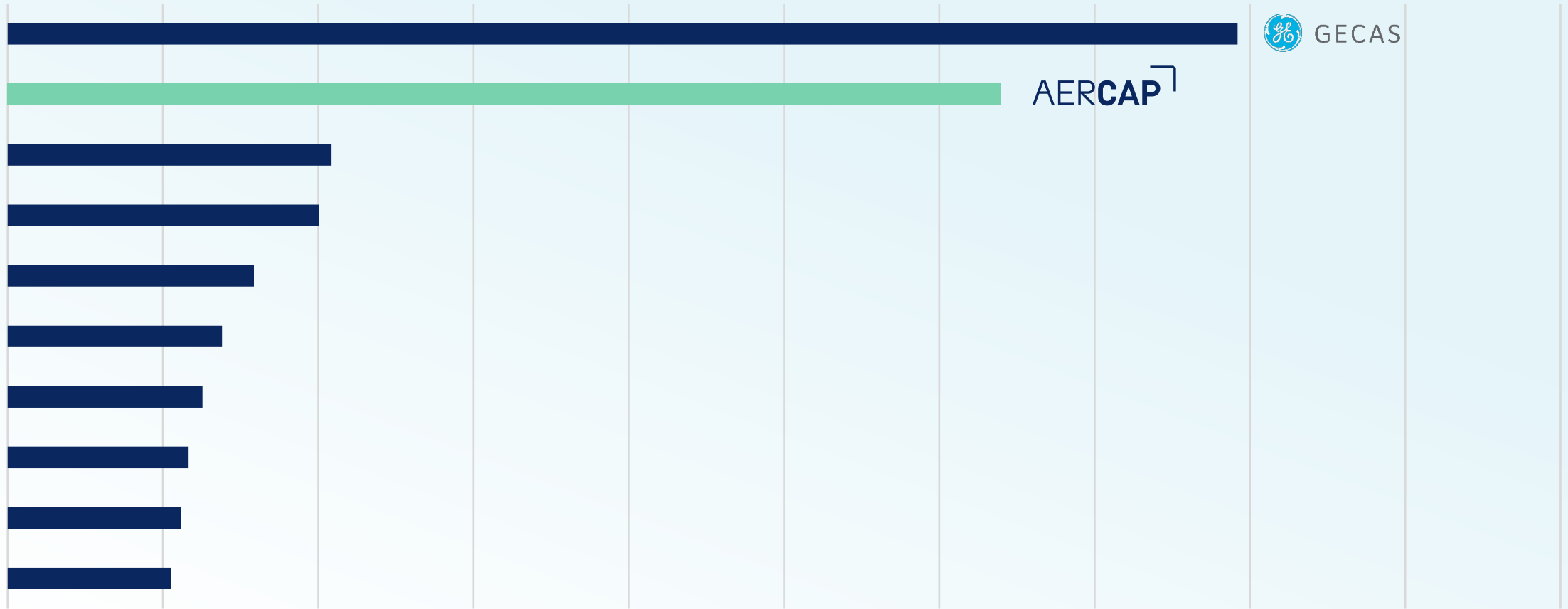
Lessor Fleet by Units



See Supplemental Information – Endnotes.

EVOLUTION OF AERCAP – 2014

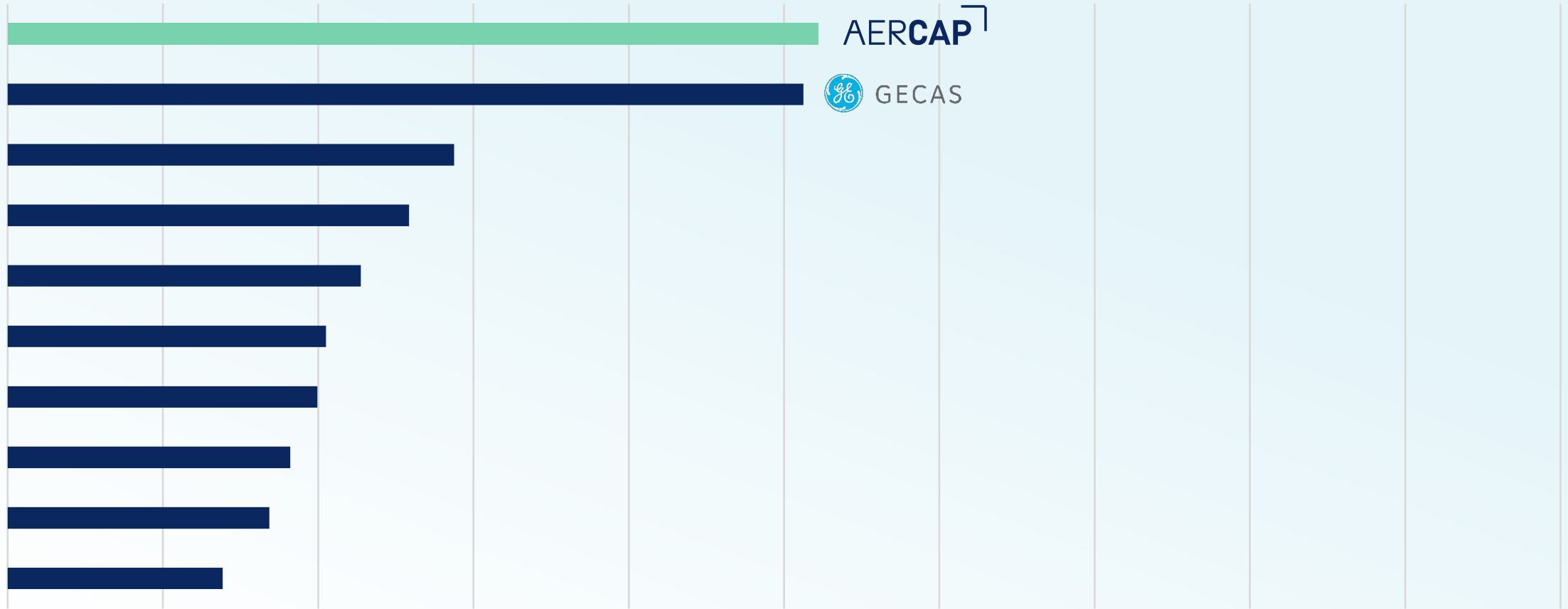
Lessor Fleet by Units



See Supplemental Information – Endnotes.

EVOLUTION OF AERCAP – 2020

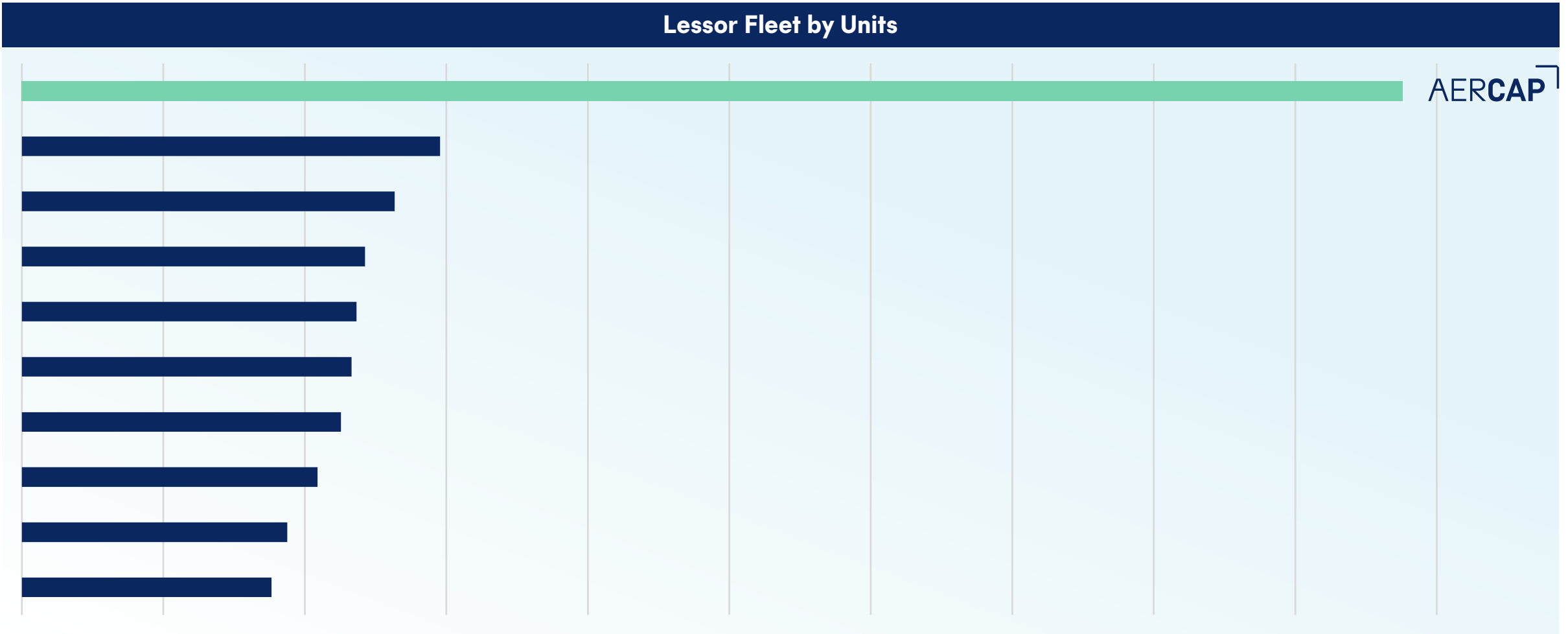
Lessor Fleet by Units



See Supplemental Information – Endnotes.

EVOLUTION OF AERCAP – 2021

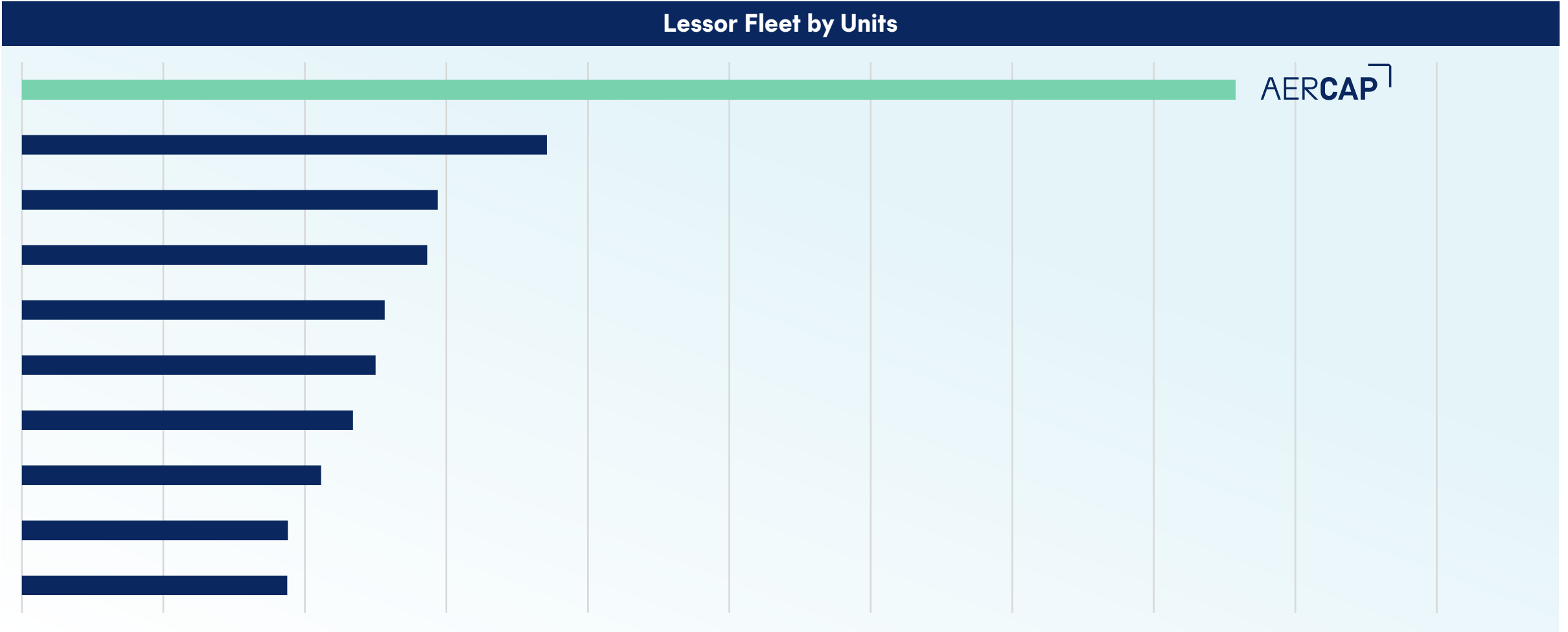
Lessor Fleet by Units



See Supplemental Information – Endnotes.

EVOLUTION OF AERCAP – 2024

Lessor Fleet by Units



See Supplemental Information – Endnotes.

THE AERCAP ADVANTAGE

AerCap's platform is the competitive advantage to achieve superior returns throughout the life-cycle of assets



THE AERCAP ADVANTAGE

AerCap's platform is a key competitive advantage

AERCAP
PASSENGER AIRCRAFT



AERCAP
ENGINES



MILESTONE AVIATION
AN AERCAP COMPANY

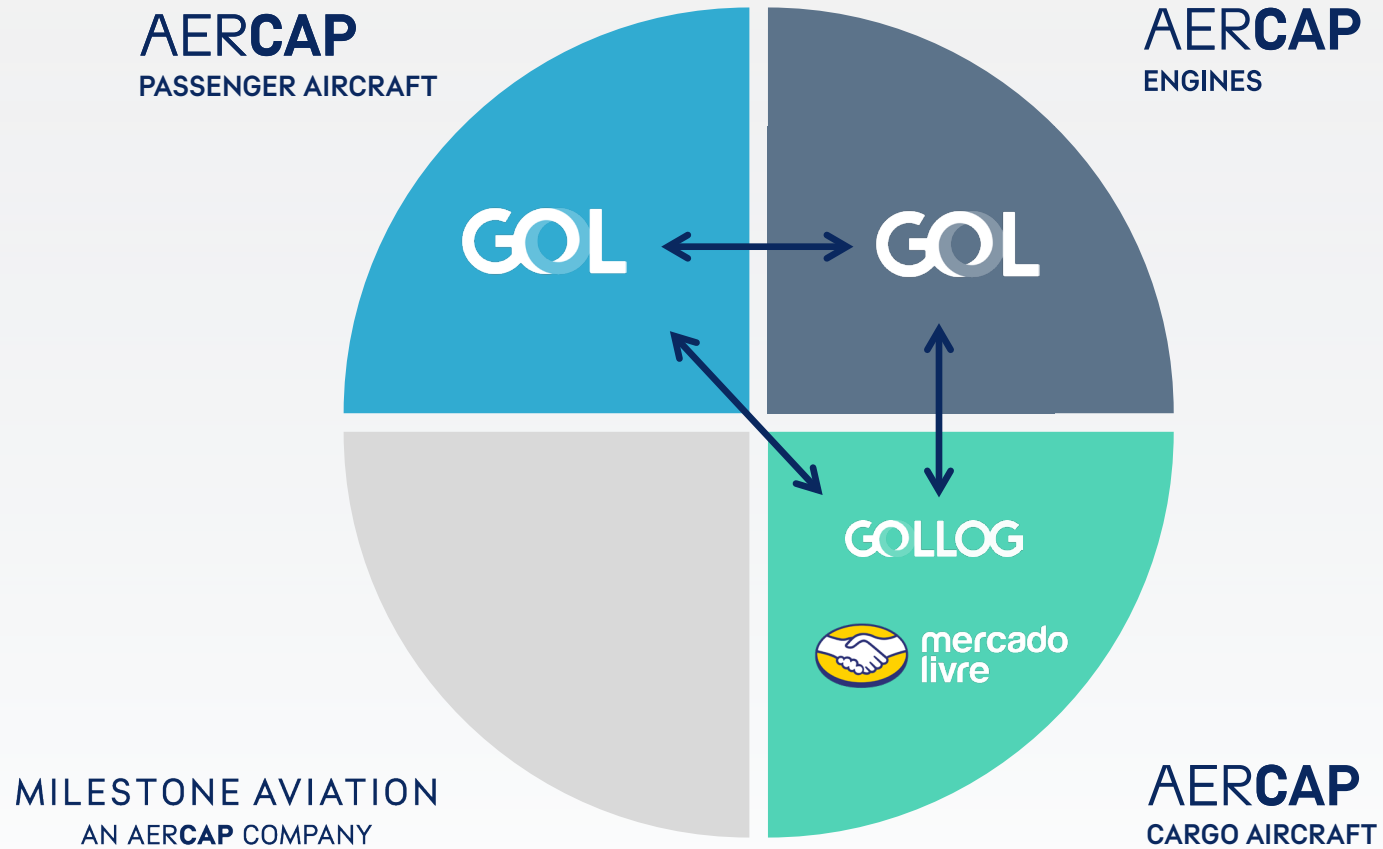


AERCAP
CARGO AIRCRAFT



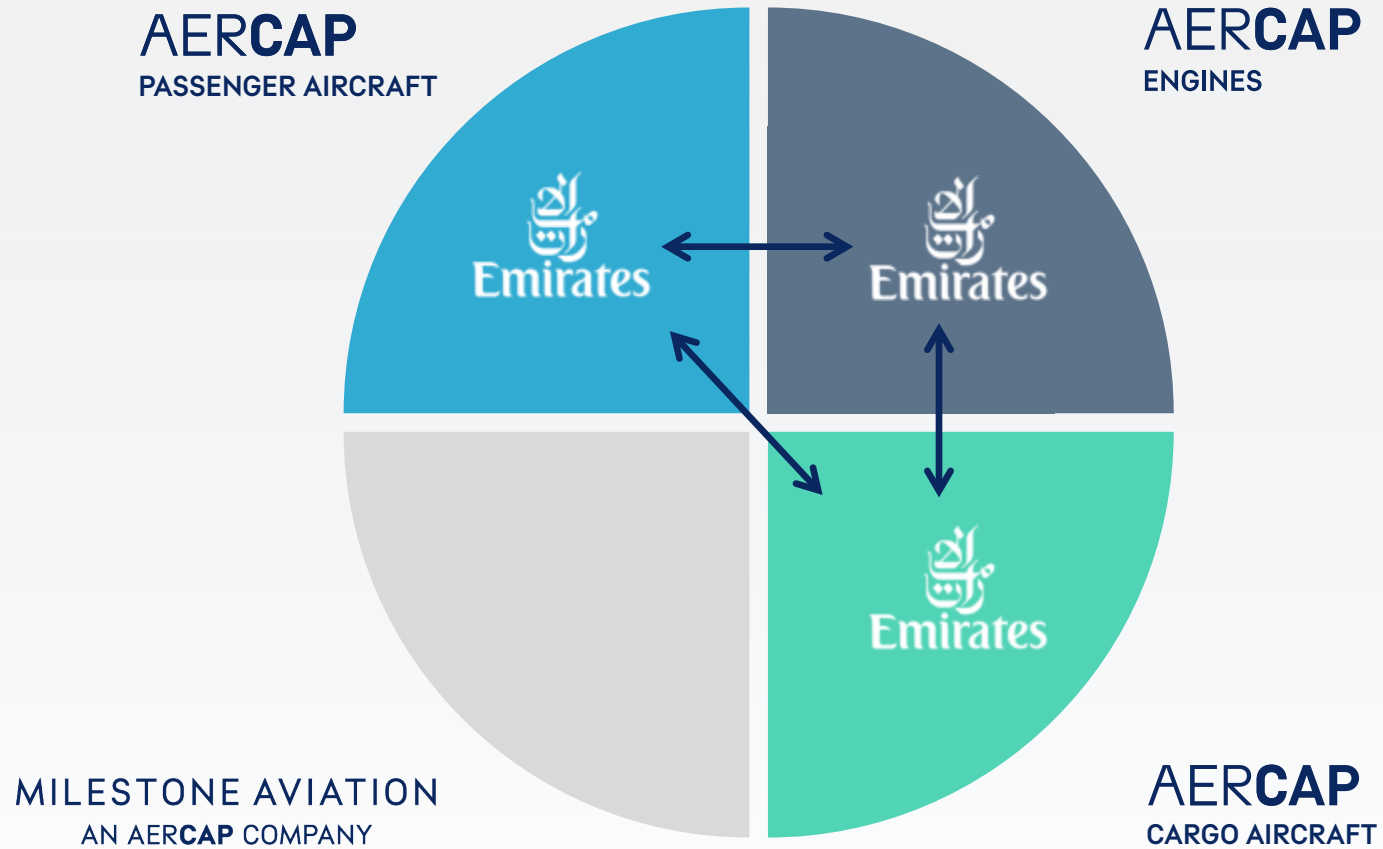
THE AERCAP ADVANTAGE

AerCap's platform is a key competitive advantage



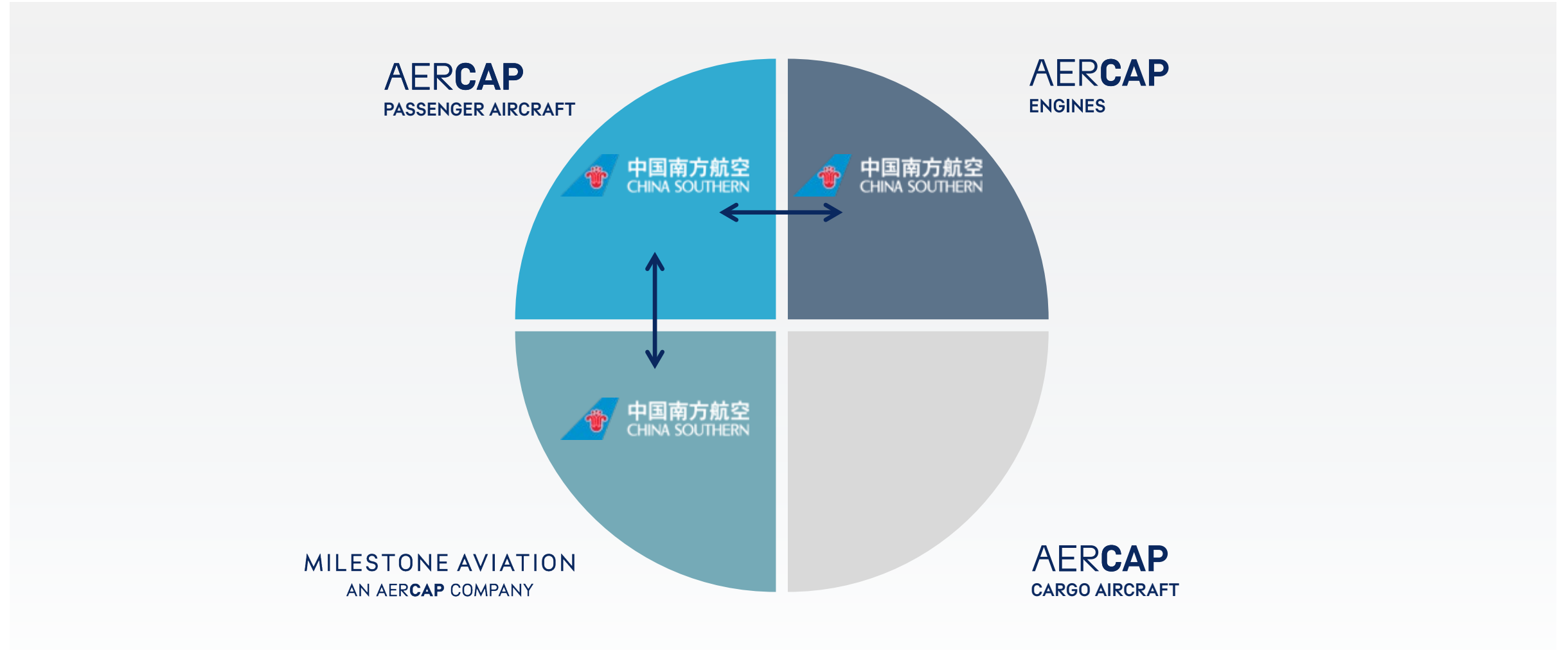
THE AERCAP ADVANTAGE

AerCap's platform is a key competitive advantage



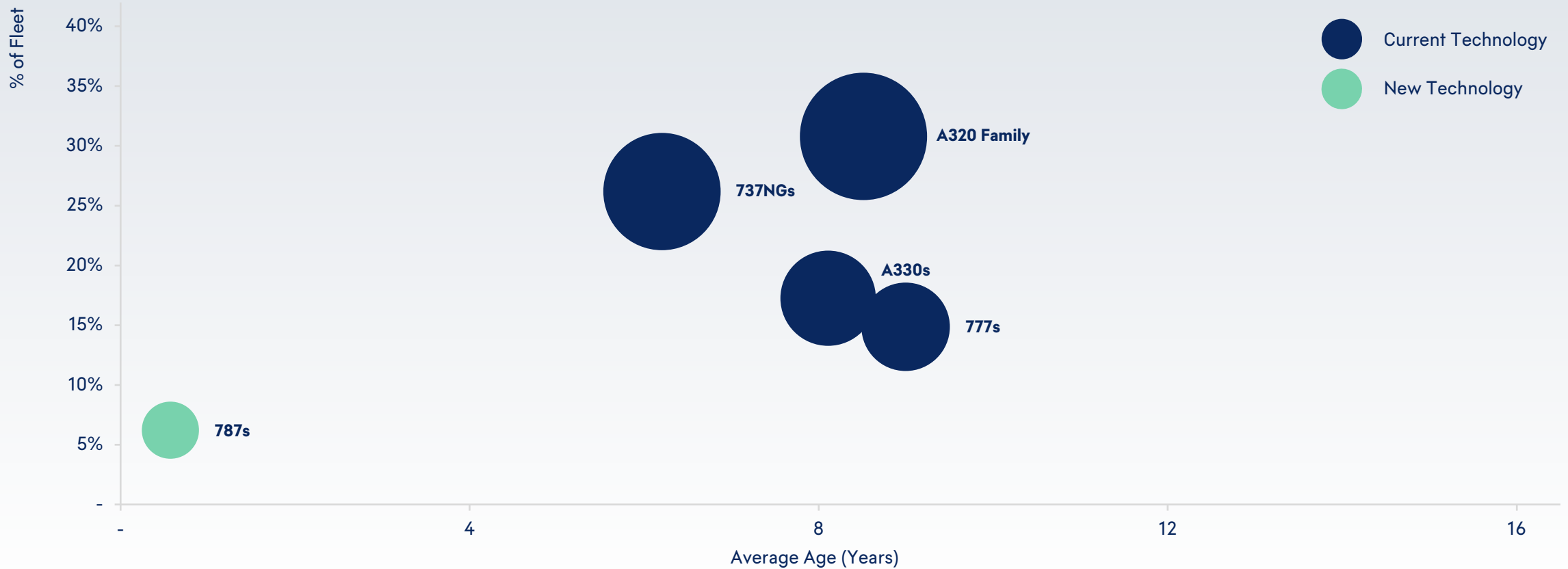
THE AERCAP ADVANTAGE

AerCap's platform is a key competitive advantage



AERCAP PORTFOLIO TRANSFORMATION – 2014

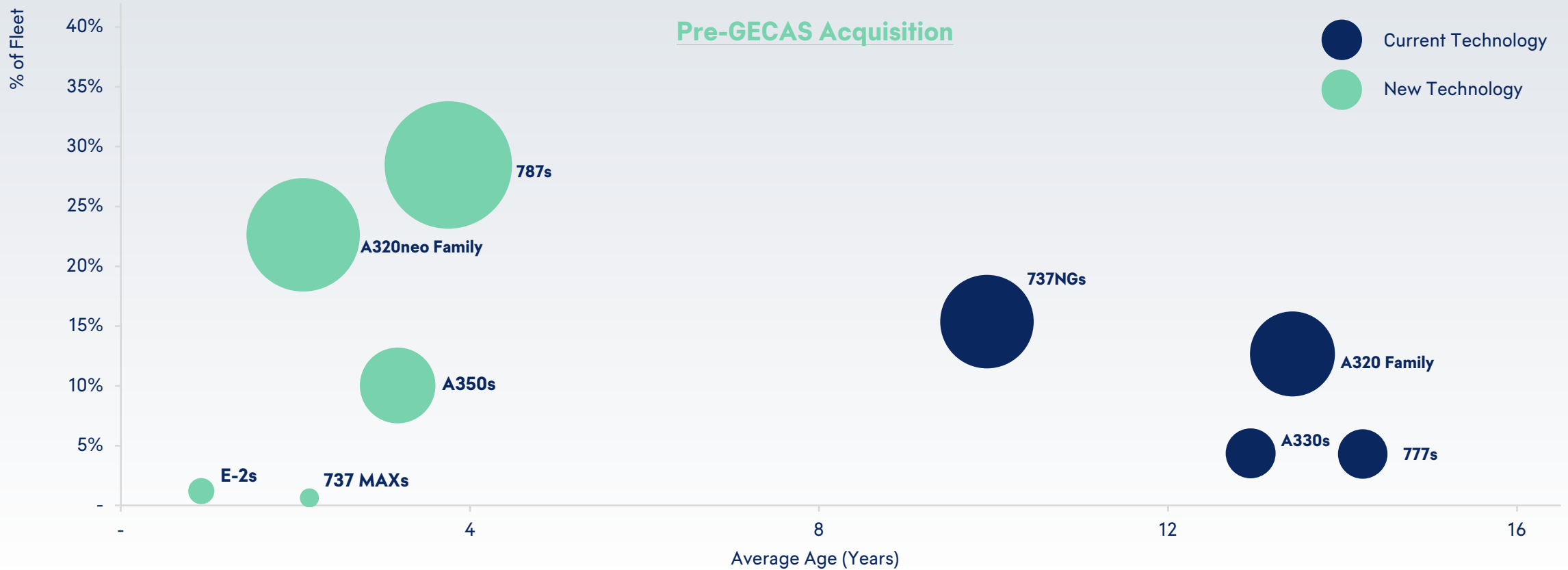
AerCap's Transition to New Technology



See Supplemental Information – Endnotes.

AERCAP PORTFOLIO TRANSFORMATION – 2020

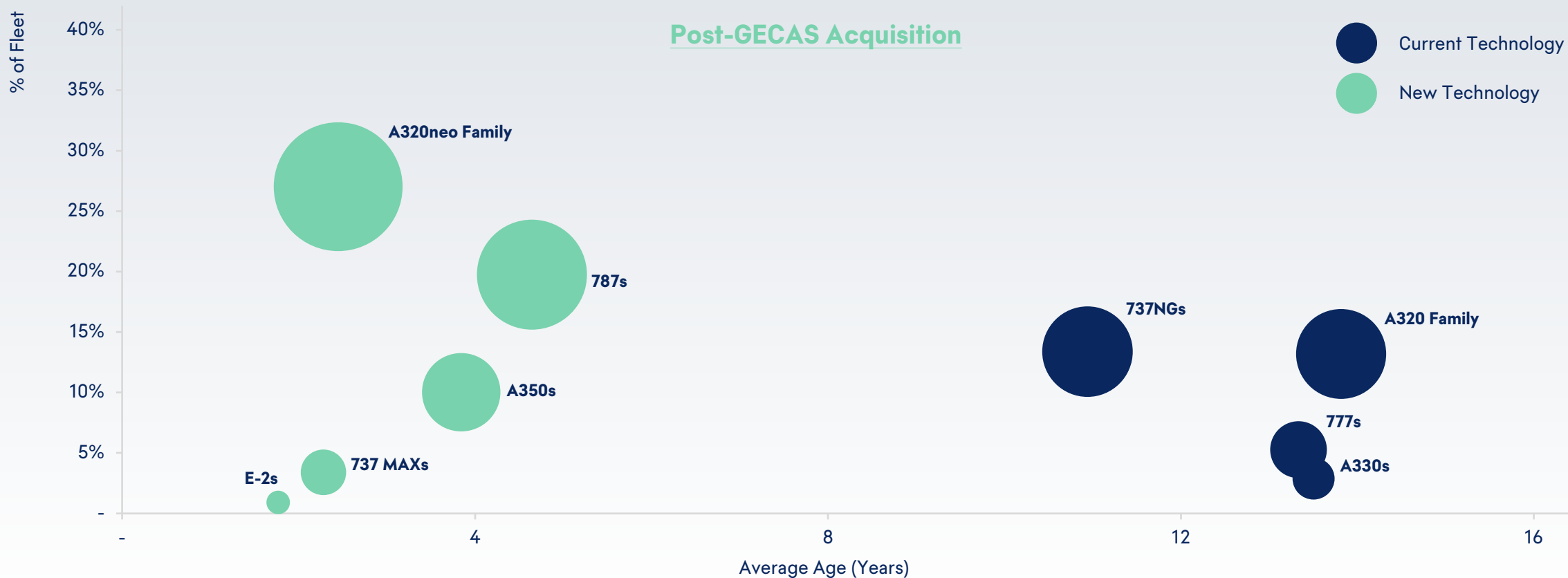
AerCap's Transition to New Technology



See Supplemental Information – Endnotes.

AERCAP PORTFOLIO TRANSFORMATION – 2021

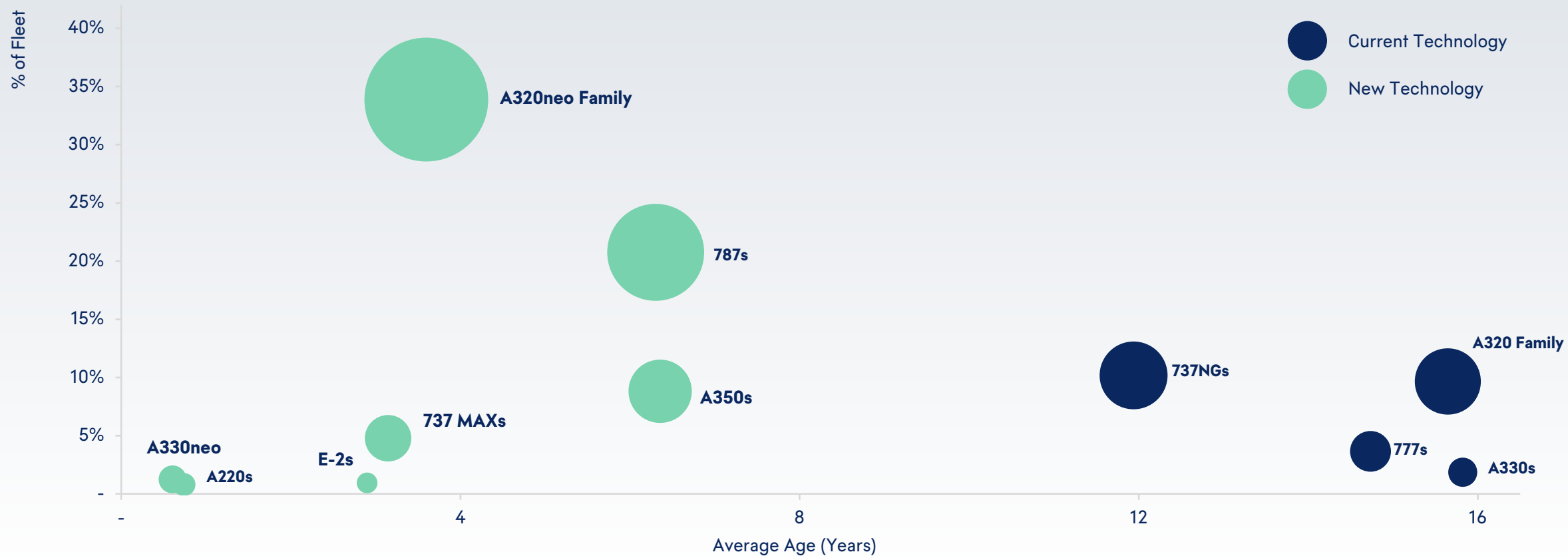
AerCap's Transition to New Technology



See Supplemental Information – Endnotes.

AERCAP PORTFOLIO TRANSFORMATION – 2024

AerCap's Transition to New Technology

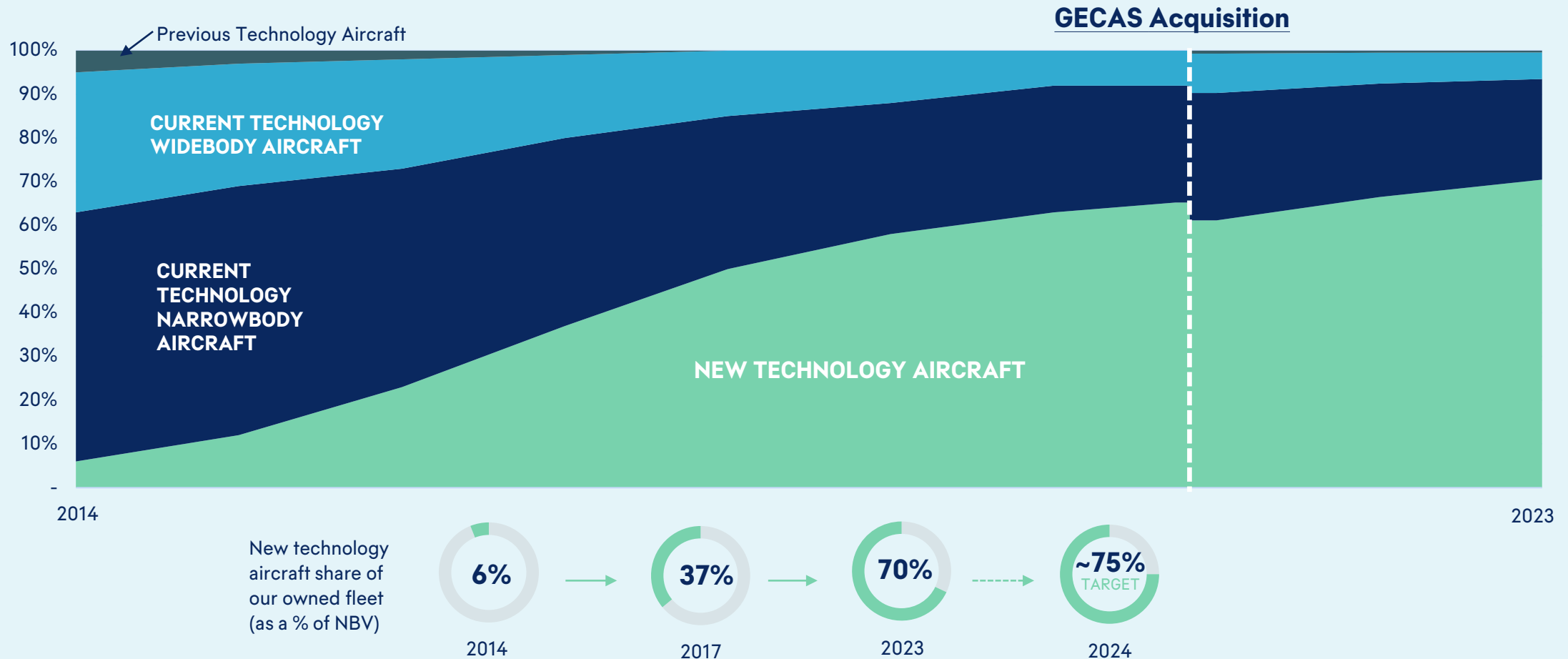


See Supplemental Information – Endnotes.

FLEET TRANSFORMATION

We expect that new technology aircraft will comprise ~75% of our fleet by the end of 2024

Continued Fleet Transition into New Technology Aircraft

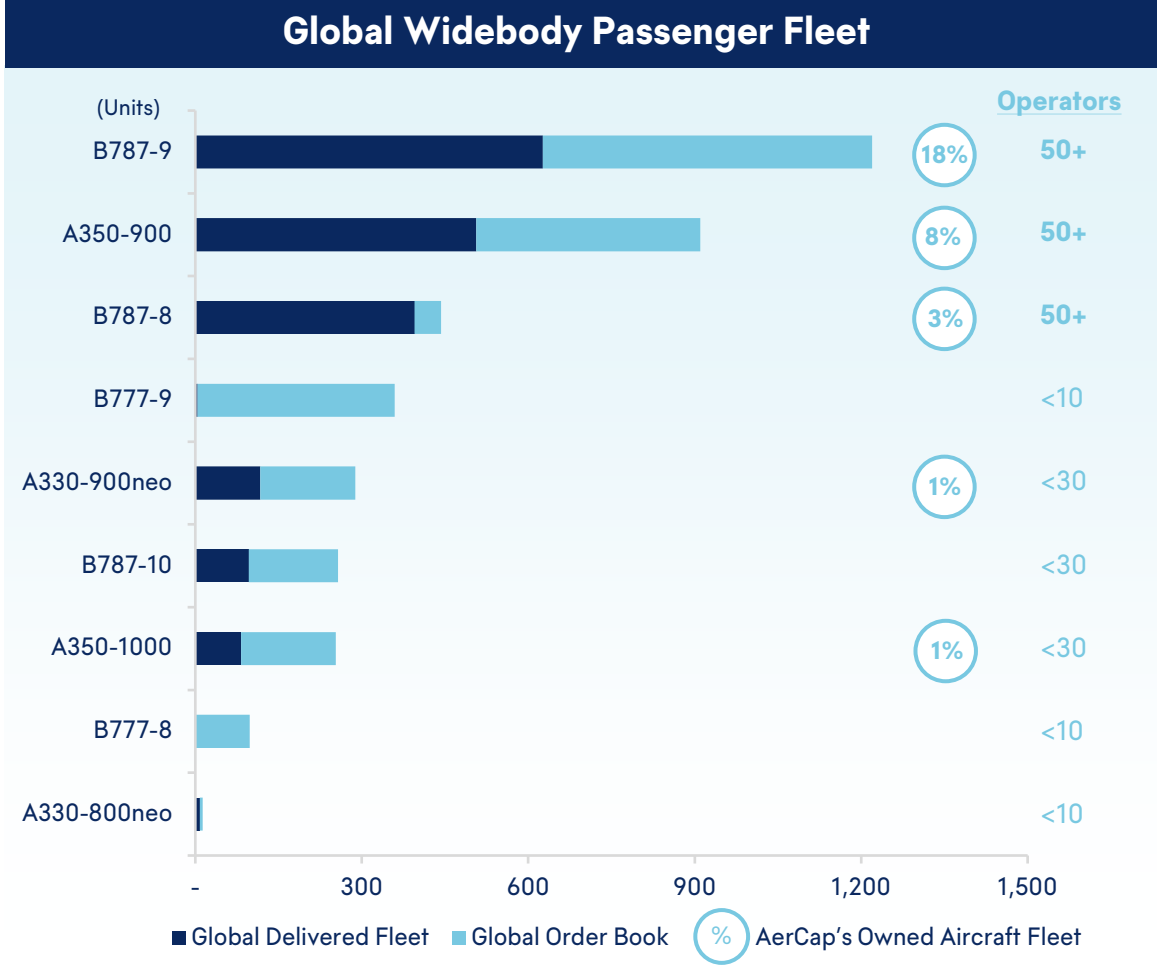
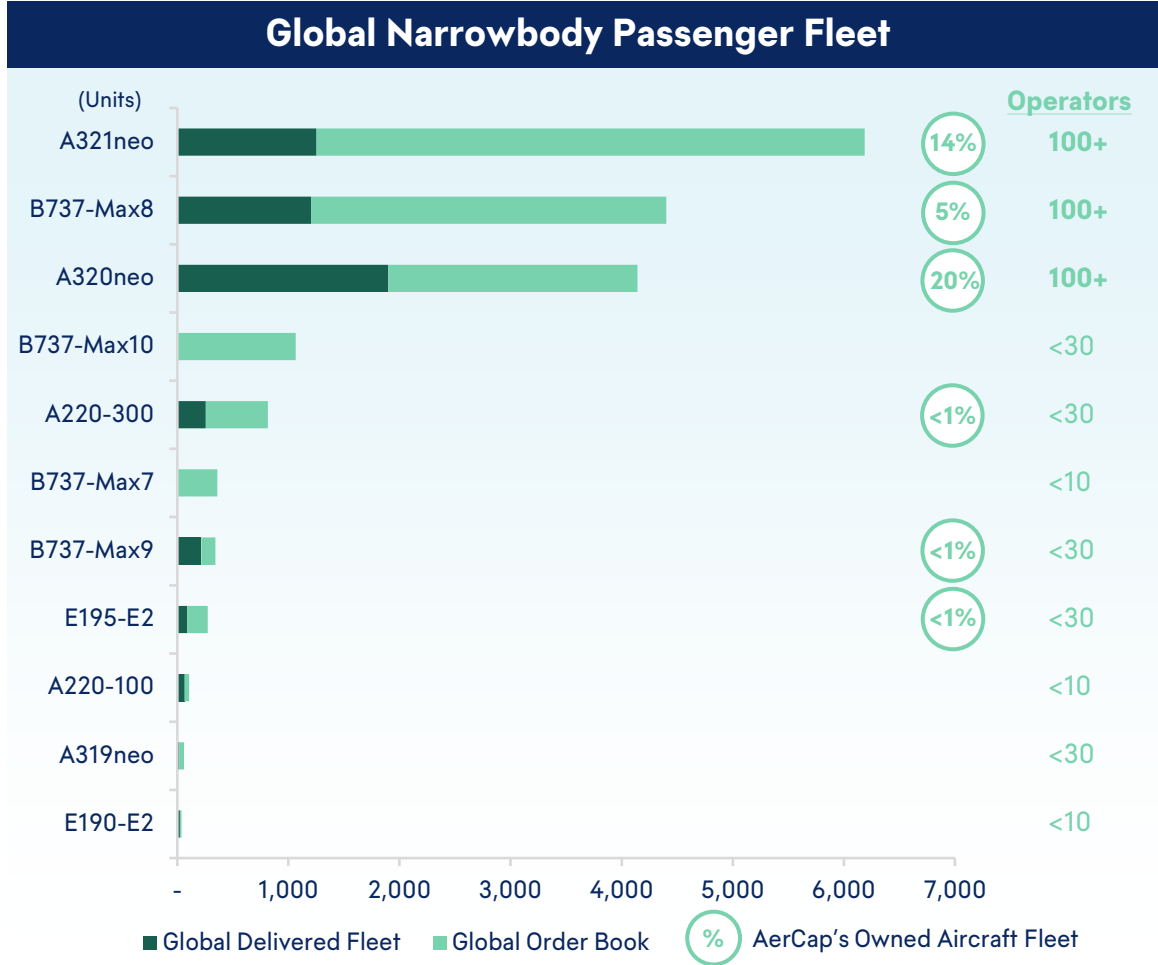


See Supplemental Information – Endnotes.

© AerCap

INVESTMENT IN LIQUID NEW TECHNOLOGY ASSETS

AerCap's order book comprises the most in-demand asset types



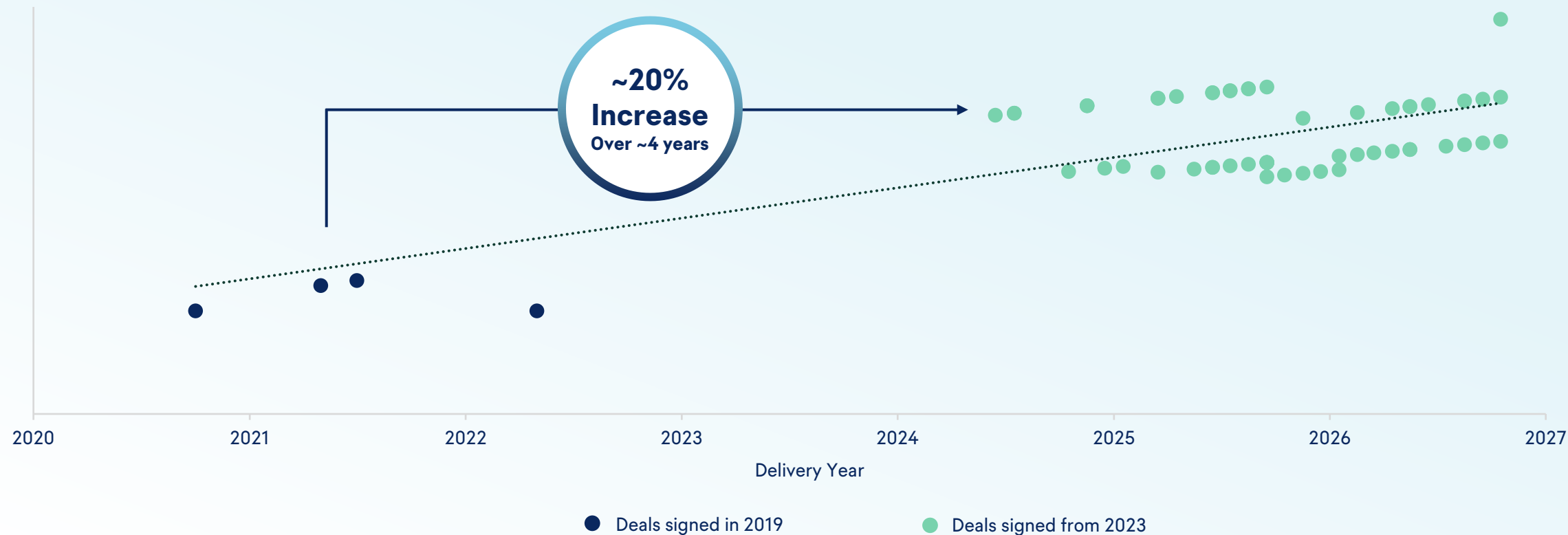
See Supplemental Information – Endnotes.

LEASE RATES AND DEMAND INCREASING

Driven by strong demand, forward order aircraft are being placed at higher rates

A321neo Placements 2019 & 2023

Lease Rent (\$)



See Supplemental Information – Endnotes.

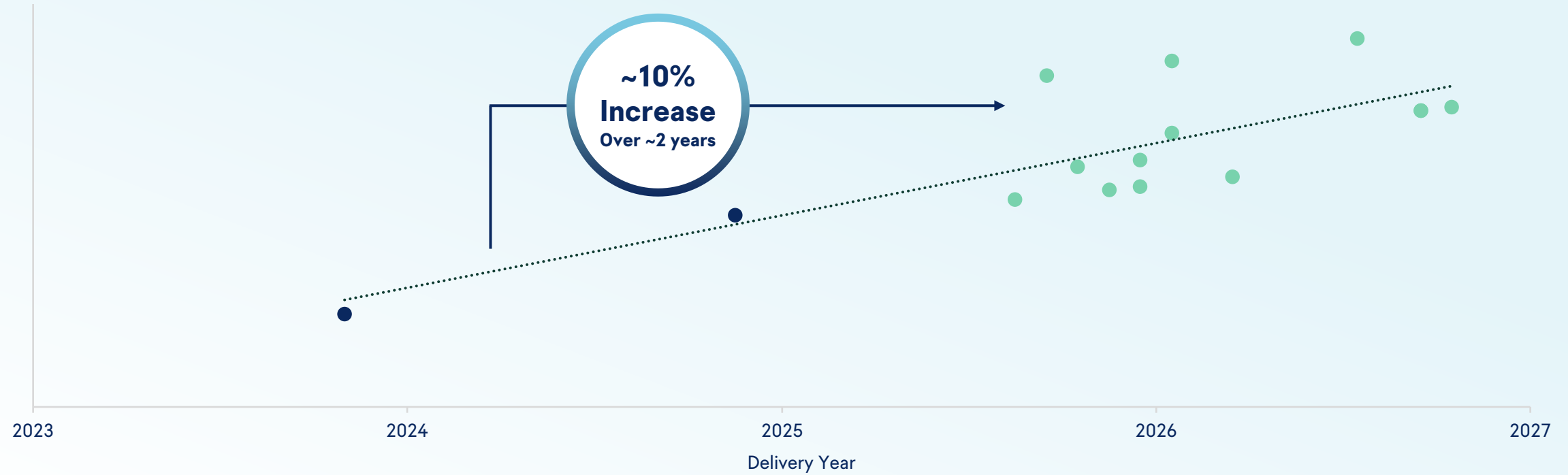
© AerCap

LEASE RATES AND DEMAND INCREASING

Driven by strong demand, forward order aircraft are being placed at higher rates

B787-9 Placements 2019 & 2023

Lease Rent (\$)



● Deals signed in 2019

● Deals signed from 2023

See Supplemental Information – Endnotes.

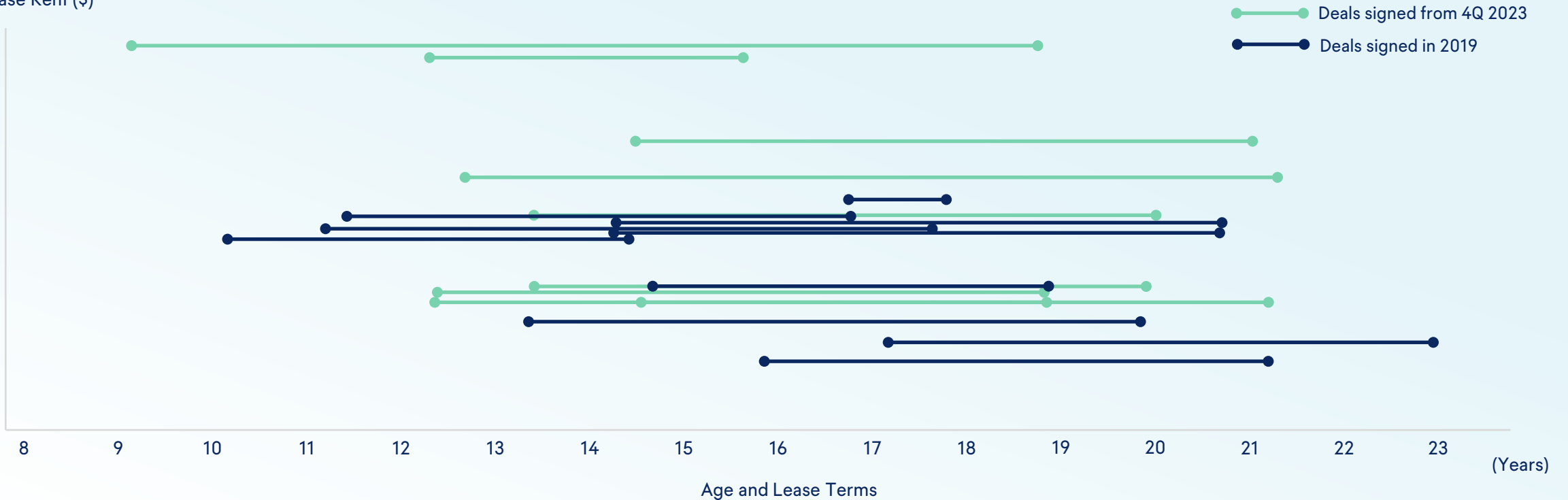
© AerCap

USED AIRCRAFT PLACED AT BETTER AND LONGER TERMS

Deals signed since 4Q 2023 were placed at an average term of seven years, versus five years in 2019

Lease Rent and Lease Terms on B737-800 Placements

Lease Rent (\$)

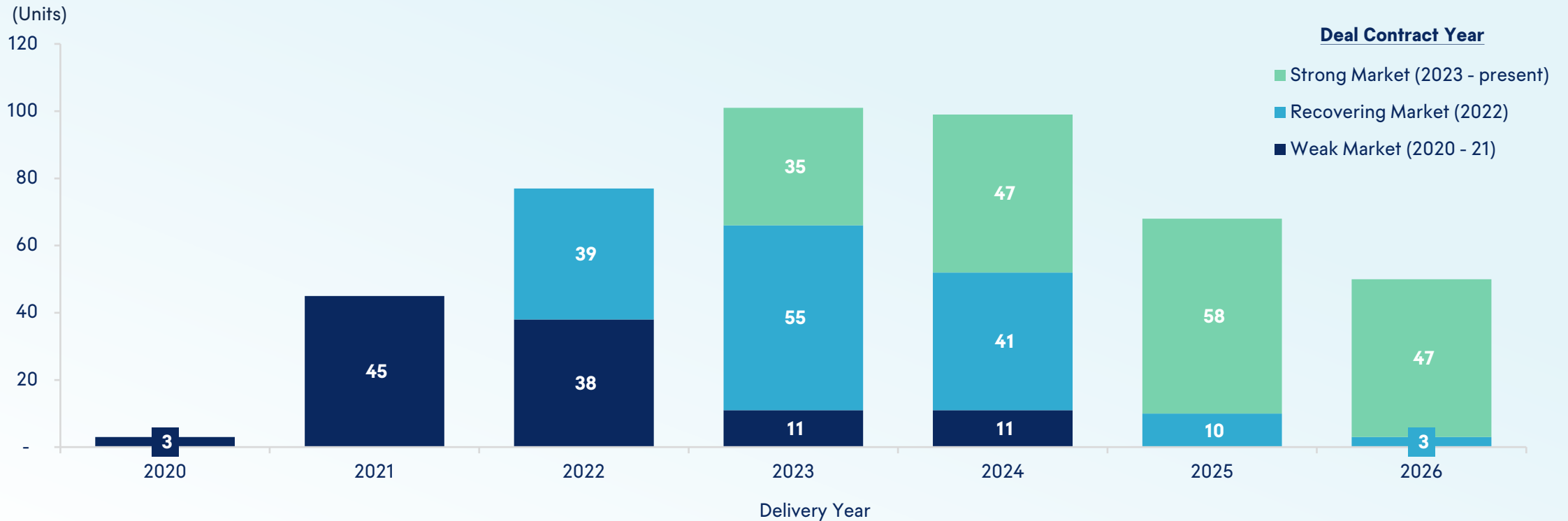


See Supplemental Information – Endnotes.

STRONG RENTAL RECOVERY UNDERWAY

Deals signed during stronger market conditions are yet to be fully reflected in results

Re-leases and New Aircraft Deliveries



See Supplemental Information – Endnotes.