

---

# RISK



**ANTON  
JOINER**  
CHIEF RISK OFFICER



# KEY MESSAGES



**Rigorous Approach to Lease Protections at the Outset**

**Cash Focus During Downturns Helped Navigate Through Crises**

**Experience and Scale Means We Act First Providing Better Outcomes**

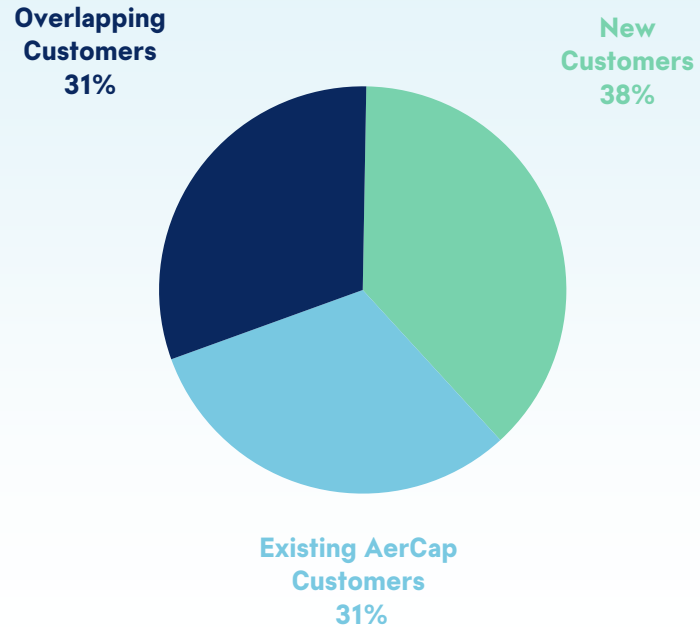
# WHAT RISK MANAGEMENT MEANS AT AERCAP



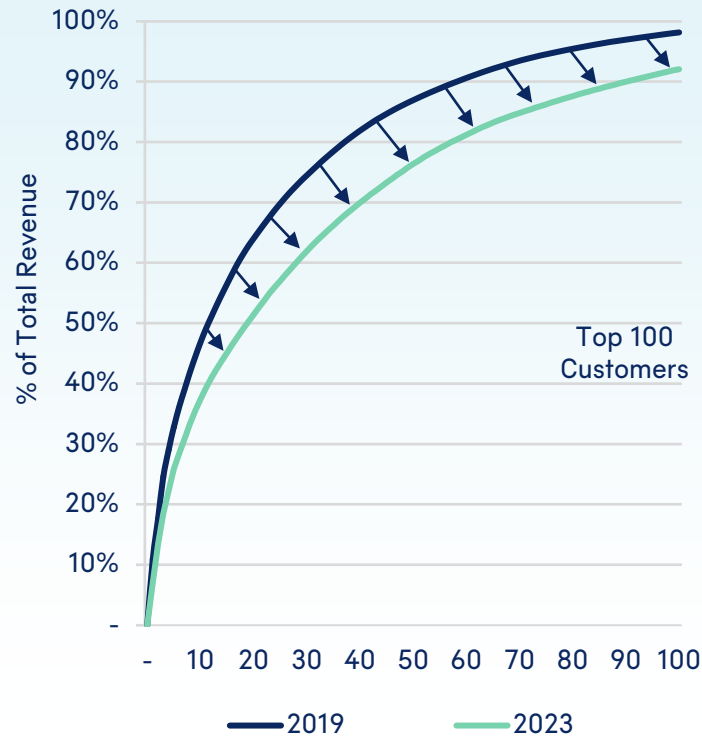
# IMPROVING CREDIT QUALITY OF THE PORTFOLIO

GECAS transaction improved customer diversification and concentration

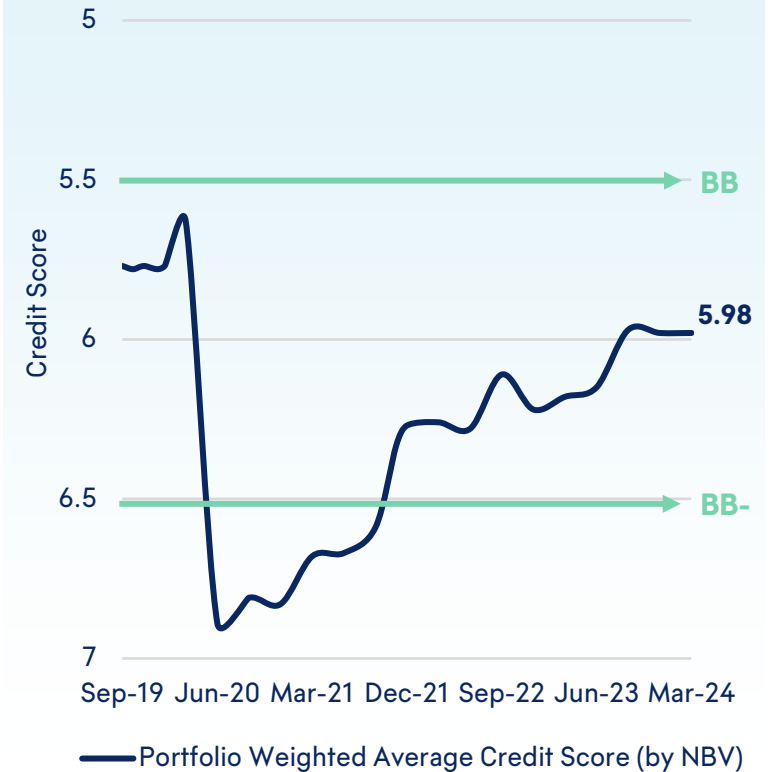
## GECAS Enhanced Customer Diversity



## GECAS Transaction Reduced Concentration



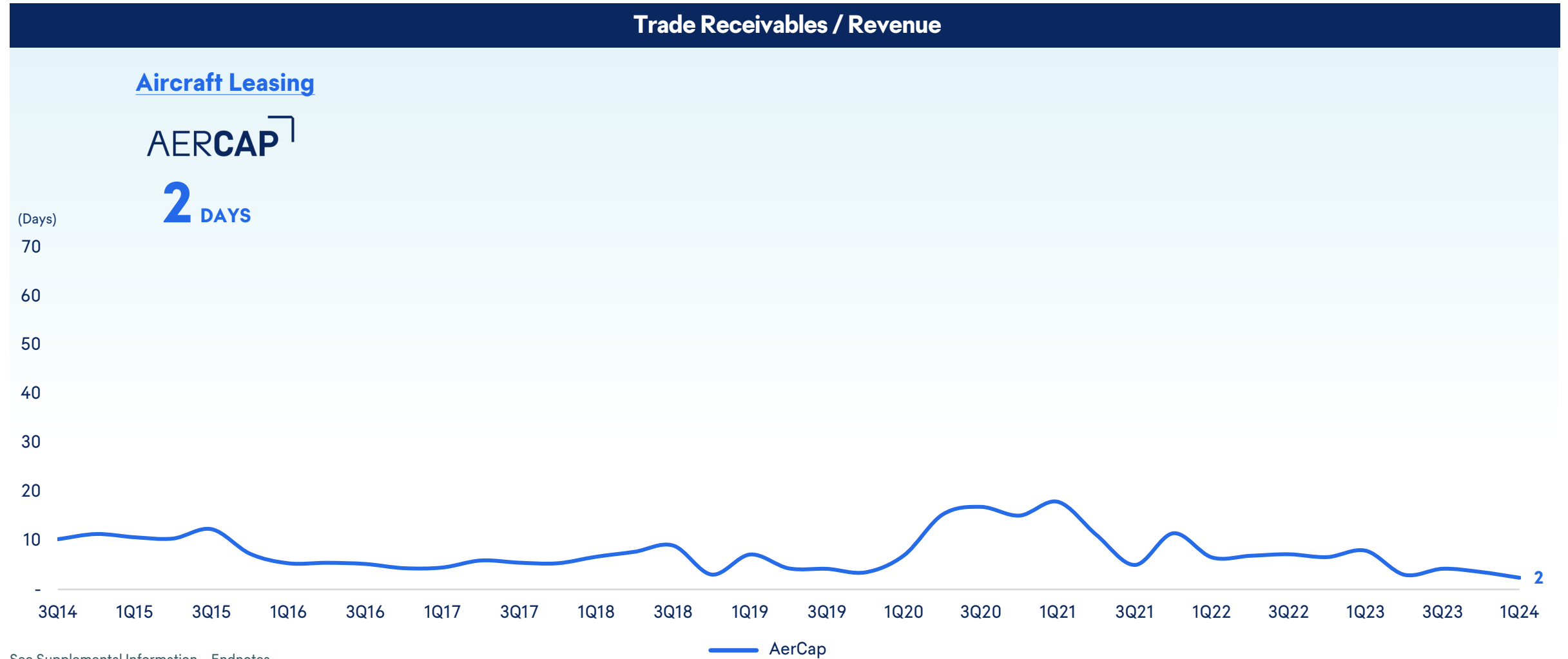
## Customer Credit Strength Normalizing



See Supplemental Information – Endnotes.

# AIRCRAFT LEASING LEADS ON CASH COLLECTION

AerCap's days receivables is much lower than other leasing industry peers

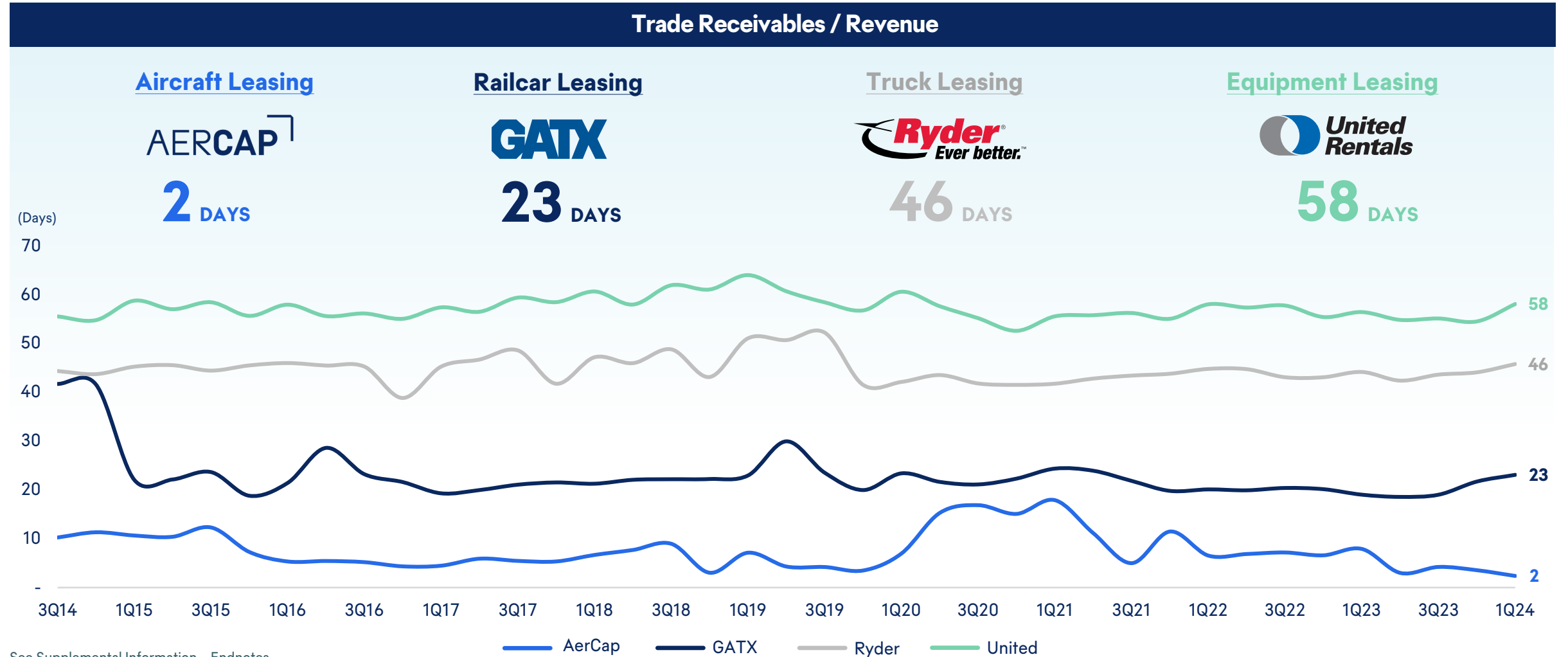


See Supplemental Information – Endnotes.

© AerCap

# AIRCRAFT LEASING LEADS ON CASH COLLECTION

AerCap's days receivables is much lower than other leasing industry peers



See Supplemental Information – Endnotes.

© AerCap

# RISK MANAGEMENT – DURING A GLOBAL PANDEMIC

Experience and decisive action mitigated the impact of the most extreme stress test the industry has ever faced



Methodical approach  
addressing individual  
needs



Focused on value  
preservation, cash  
collections and  
supporting viable  
businesses



Scale provides leverage  
in insolvencies and an  
ability to influence  
outcomes



The non-adversarial  
approach leads to better  
outcomes for AerCap  
and our customers

**LIQUIDITY SUPPORT PROVIDED TO ~150 AIRLINES AND >1,000 AIRCRAFT**

# AGILITY IN ACTION

We have the experience to detect early warning signs and the platform to secure aircraft quickly

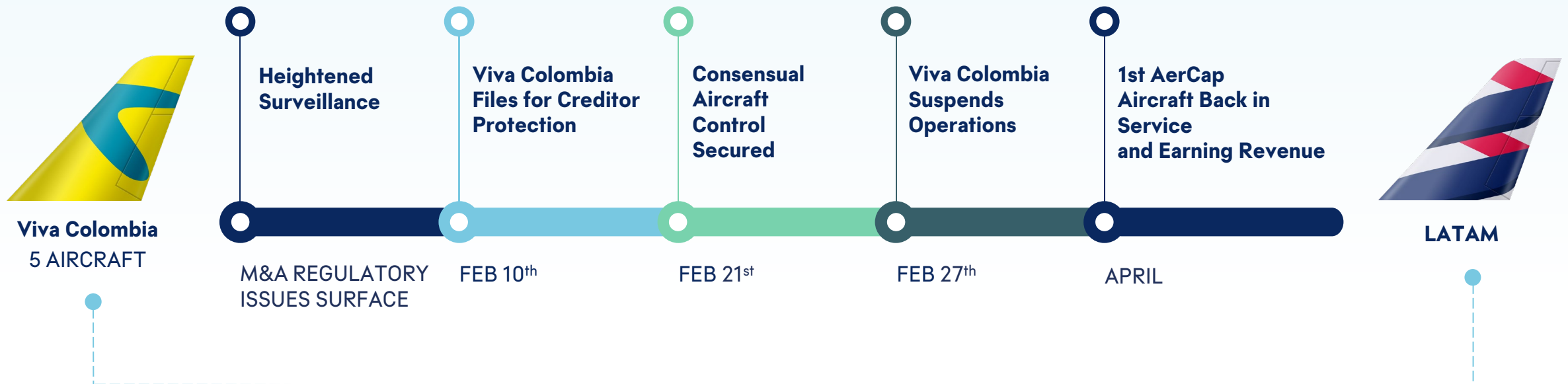


**>50 COMPETITOR AIRCRAFT STUCK IN INDIA TODAY – OVER 12 MONTHS SINCE BANKRUPTCY**



# AGILITY IN ACTION

We have the experience to detect early warning signs and the platform to release aircraft quickly



See Supplemental Information – Endnotes.

© AerCap

# REPOSSESSION MANAGEMENT

AerCap has successfully repossessed aircraft in many challenging jurisdictions around the world



AerCap has repossessed

>200

Aircraft

>65

Airlines