

Global fact sheet

GE Capital Aviation Services (GECAS) is a leading global player in commercial aircraft leasing and financing, with over 1,800 owned and managed aircraft, 23 offices, and approximately 245 customers in over 75 countries. GECAS' long-term commitment to the aviation industry extends to the development of aviation infrastructure to foster and ensure continued growth and extends further to jet engine financing and aircraft parts solutions. Led by President & CEO, Norm Liu and headquartered in Stamford, CT, GECAS has \$48B+ in assets and earned over \$1B in net income in 2009.

What we do

GECAS offers an expansive portfolio of solutions to companies across the spectrum of the aviation industry. Product offerings include leases and secured loans on commercial passenger aircraft, freighters and regional jets; engine leasing and financing services; aircraft parts solutions; and airport equity and debt financing.

Ninety percent of GECAS' narrow body fleet consists of Airbus A320 and Boeing 737 "next generation" aircraft, while the majority of the GECAS wide body fleet are broadly used 777s, 767s, and A330s.

GECAS' engine leasing team has over 400 owned and managed aircraft engines, and sells and finances a wide range of aircraft parts of dismantled aircraft from tip to tail. The airports infrastructure team has made a number of investments in airports and air cargo facilities around the world.



Customer focus

GECAS does well in a variety of arenas from large complex structured finance deals to one aircraft operating lease transactions to loans on assets that are well collateralized with an adequate risk/return balance. Transactions are typically \$25mm+ volume in size.

Customer needs include financing flexibility, access to liquidity, certainty of execution, establish/ improvement of reputation, education and communication, and risk avoidance.

GECAS customers include:

- Global commercial airlines (Flag carriers, network carriers, low-cost carriers, regional operators, start-ups, cargo airlines, and charter companies)
- Aircraft investors and traders
- Financial institutions
- Aircraft, engines, and parts manufacturers

Offerings

Aircraft Operating Leases

GECAS maintains one of the largest portfolios of new and used aircraft in the world including Airbus, Boeing, Bombardier, and Embraer. While each transaction has individually tailored lease terms, operating leases can typically range between 3 and 12 years.

Secured Loans

These include senior and junior loans secured by new and used aircraft.

Freighters

GECAS provides a variety of innovative solutions to help air cargo operators modernize and expand their fleets. Includes a range of financing and leasing options including purchase-leaseback transactions.

Regional Aircraft

GECAS provides flexible solutions for the leasing and financing of regional jets and turboprops from OEMs Bombardier, Embraer and COMAC..



imagination at work

Government/VIP Aircraft

GECAS has a dedicated team that markets exclusively to governmental and military agencies to provide lower cost aircraft platforms for specialty aviation solutions such as VIP, troop transport, special mission/ISR and intermediaries providing contracted services to the military.

Parts Solutions

GECAS has parts inventory available for sale including avionics, landing gear, air cycle machines, engine starters, flight controls, etc. GECAS offers a comprehensive Aircraft Component Management service to airlines, which includes inventory optimization, and parts management. We also purchase and sell repairable aircraft parts and buy older aircraft for either immediate teardown or following a lease back period.

Engine Leasing/Financing

GECAS buys, leases and finances all engine types (GE, CFM, Rolls-Royce, Pratt & Whitney, IAE) on terms tailored to the customer's needs on 1-day to 20-year leases. We provide the largest and most diverse pool of spare engines for short-term leases (1 day+). We provide pooling and guaranteed support products for AOG support worldwide. We also offer a variety of finance transactions (loans and sale/leasebacks).

Airport Funding Group

GECAS co-sponsors with Credit Suisse an infrastructure private equity fund, **Global Infrastructure Partners**, which invests in large infrastructure projects including gateway airports. In addition, GECAS subsidiary **AviaSolutions** provides consultancy services including transaction advisory (acquisitions/divestitures), traffic forecasting, route development, airport master-planning and policy & regulation to a range of clients comprising airports, airlines, governments, financial institutions and investors.

GE (NYSE: GE)

- > Backed by industry strong AA+ and Aa2 ratings by S&P and Moody's, respectively
- > In 2009, GE ranked among the top 10 in Fortune magazine's listing of the 50 Most Admired Companies in the World, ranking number nine overall and number one in the electronics industry.
- > In 2008, GE ranked #4 in Business Week's "World's Most Innovative Companies" list for the second year in a row.
- > Recognized as a "sustainability leader" by Dow Jones, GE is included in the 2008 and 2007 Dow Jones Sustainability Index.
- > In 2008, the U.S. Environmental Protection Agency and Department of Energy name GE as Energy Star Partner of the Year for the fifth year in a row.
- > In 2007, GE ranked among the top five in Barron's annual survey of the world's most respected companies for the third year in a row.> GE volunteers gave more than one million hours of community service in 2007
- > Invests \$1 billion annually in employee training and development

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GECAS at a glance

40+ years of experience
480+ employees worldwide
Global distribution with 23 offices serving approximately 245 customers in over 75 countries
\$48B+ in assets (2009)
Over 1,825 owned and managed aircraft, plus major order book
Broad product/service offering
Substantial technical/hardware/fleet rollover expertise
Structured finance/capital markets/restructuring capabilities
Airport funding unit started in 2006

