

Global fact sheet

GE Capital Aviation Services (GECAS) is a leading global player in commercial aircraft leasing and financing, with approximately 1,740 owned and managed aircraft, 24 offices, and approximately 240 customers in 76 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 \$48.8B in assets and earned over \$1.2B in net income in 2011.

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.

Cargo Aircraft

GECAS offers a variety of innovative solutions to help air cargo operators modernize and expand their fleets. GECAS serves customers around the world with a range of financing and leasing options, from one aircraft to an entire fleet.

With a fleet of over 100 freighters, GECAS specializes in the following types of cargo aircraft: 737Fs, 767Fs, MD11Fs, 777Fs, 747-400Fs and 747



imagination at work

8Fs. These freighters are available from the GECAS lease portfolio. GECAS also is actively seeking purchase-leaseback transactions on newer narrow body and wide body freighter types.

Regional and Turboprop Aircraft

GECAS is a leader in providing flexible solutions for the leasing and financing of regional aircraft. GECAS currently has a fleet of more than 300 Bombardier and Embraer regional aircraft on lease to more than 30 customers around the globe. We also have outstanding firm orders and / or options with ATR, COMAC and Embraer.

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 Investing, Financing and Advisory

GECAS invests in airport infrastructure through sponsored funds including Global Infrastructure Partners (one of the leading and largest global infrastructure funds, which owns London City airport and London Gatwick airport in the UK) in addition to making direct equity and debt investments.

Our majority owned AviaSolutions consultancy unit provides specialist advisory services to a wide range of airport, airline, government, and financial investor clients on airport acquisitions/transactions, airport route development, retail planning, master planning and regulation.

GECAS at a glance

40+ years of experience
480+ employees worldwide
Global distribution with 24 offices serving approximately 240 customers in 76 countries
\$48.8B+ in assets (2011)
Approximately 1,740 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

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