

# Global fact sheet

GE Capital Aviation Services (GECAS) is a leading global player in commercial aircraft leasing and financing, with over 1,630 owned and serviced aircraft, and over 230 customers. 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. GECAS had over \$49B in assets and earned over \$1.2B in net income in 2012. Co-headquartered in Shannon, Ireland and Stamford, CT, USA, GECAS has offices in 24 global locations.

## What we do

GECAS offers an expansive portfolio of solutions to companies across the spectrum of the aviation industry. 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.

At the core of the GECAS aircraft portfolio are Airbus and Boeing narrowbody and widebody passenger aircraft, including the Airbus A320, Boeing 737, Airbus A330 and Boeing 777. Our substantial order book includes the Airbus ceo, Airbus neo, Boeing Next Generation and MAX narrowbodies, and the 777 and 787 Dreamliner.

GECAS' engine leasing team has over 400 owned and serviced 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.



imagination at work

With a fleet of over 90 freighters, GECAS specializes in the following types of cargo aircraft: 737Fs, 767Fs, MD11Fs, 777Fs and 747-400Fs. 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.

#### 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 and Airline Advisory

Our consultancy division, **aviasolutions**, provides specialized advisory services

to a wide range of airports, airlines, governments, and financial investors. It is the "advisor of choice" in the field of airport acquisitions and transactions. In addition it provides services in airport route development, airline strategy, and network planning, as well as having one of the world's leading air transport forecasting teams.

## GECAS at a glance

40+ years of experience  
490+ employees worldwide  
Global distribution with 24 offices serving over 230 customers in over 75 countries  
\$49B+ in assets (2012)  
Over 1,630 owned and serviced aircraft, plus major order book  
Broad product/service offering  
Substantial technical/hardware/fleet rollover expertise  
Structured finance/capital markets/restructuring capabilities

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