

11th Annual Deutsche Bank Aircraft Finance & Leasing Conference



Gregory B. Willis
Executive Vice President &
Chief Financial Officer

September 14, 2021

Forward Looking Statements & Non-GAAP Measures

Statements in this presentation that are not historical facts are hereby identified as “forward-looking statements,” including any statements about our expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance. These statements are often, but not always, made through the use of words or phrases such as “anticipate,” “believes,” “can,” “could,” “may,” “predicts,” “potential,” “should,” “will,” “estimate,” “plans,” “projects,” “continuing,” “ongoing,” “expects,” “intends” and similar words or phrases. Accordingly, these statements are only predictions and involve estimates, known and unknown risks, assumptions and uncertainties that could cause actual results to differ materially from those expressed in them. We wish to caution you that our actual results could differ materially from those anticipated in such forward-looking statements as a result of several factors, including, but not limited to, the following:

- the extent to which the COVID-19 pandemic and measures taken to contain its spread ultimately impact our business, results of operation and financial condition;
- our inability to obtain additional capital on favorable terms, or at all, to acquire aircraft, service our debt obligations and refinance maturing debt obligations;
- increases in our cost of borrowing or changes in interest rates;
- our inability to generate sufficient returns on our aircraft investments through strategic acquisition and profitable leasing;
- the failure of an aircraft or engine manufacturers to meet its delivery obligations to us, including or as a result of technical or other difficulties with aircraft before or after delivery;
- obsolescence of, or changes in overall demand for, our aircraft;
- changes in the value of, and lease rates for, our aircraft, including as a result of aircraft oversupply, manufacturer production levels, our lessees' failure to maintain our aircraft, and other factors outside of our control;
- impaired financial condition and liquidity of our lessees, including due to lessee defaults and reorganizations, bankruptcies or similar proceedings;
- increased competition from other aircraft lessors;
- the failure by our lessees to adequately insure our aircraft or fulfill their contractual indemnity obligations to us;
- increased tariffs and other restrictions on trade;
- changes in the regulatory environment, including changes in tax laws and environmental regulations;
- other events affecting our business or the business of our lessees and aircraft manufacturers or their suppliers that are beyond our or their control, such as the threat or realization of epidemic diseases in addition to COVID-19, natural disasters, terrorist attacks, war or armed hostilities between countries or non-state actors; and
- the factors discussed under “Part I—Item 1A. Risk Factors,” in our Annual Report on Form 10-K for the year ended December 31, 2020, and other SEC filings, including future SEC filings.

We also refer you to the documents the Company files from time to time with the Securities and Exchange Commission (“SEC”), specifically the Company’s Annual Report on Form 10-K for the year ended December 31, 2020 and Quarterly Reports on Form 10-Q for the quarters ended March 31, 2021 and June 30, 2021 which contain and identify important factors that could cause the actual results for the Company on a consolidated basis to differ materially from expectations and any subsequent documents the Company files with the SEC. The factors noted above and the risks included in our other SEC filings may be increased or intensified as a result of the COVID-19 pandemic, as a result of ongoing resurgences of the COVID-19 virus and its variants. The extent to which the COVID-19 pandemic ultimately impacts our business, results of operations and financial condition will depend on future developments, which are highly uncertain and cannot be predicted. All forward-looking statements are necessarily only estimates of future results, and there can be no assurance that actual results will not differ materially from expectations, and, therefore, you are cautioned not to place undue reliance on such statements. Further, any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events. If any such risks or uncertainties develop, our business, results of operation and financial condition could be adversely affected.

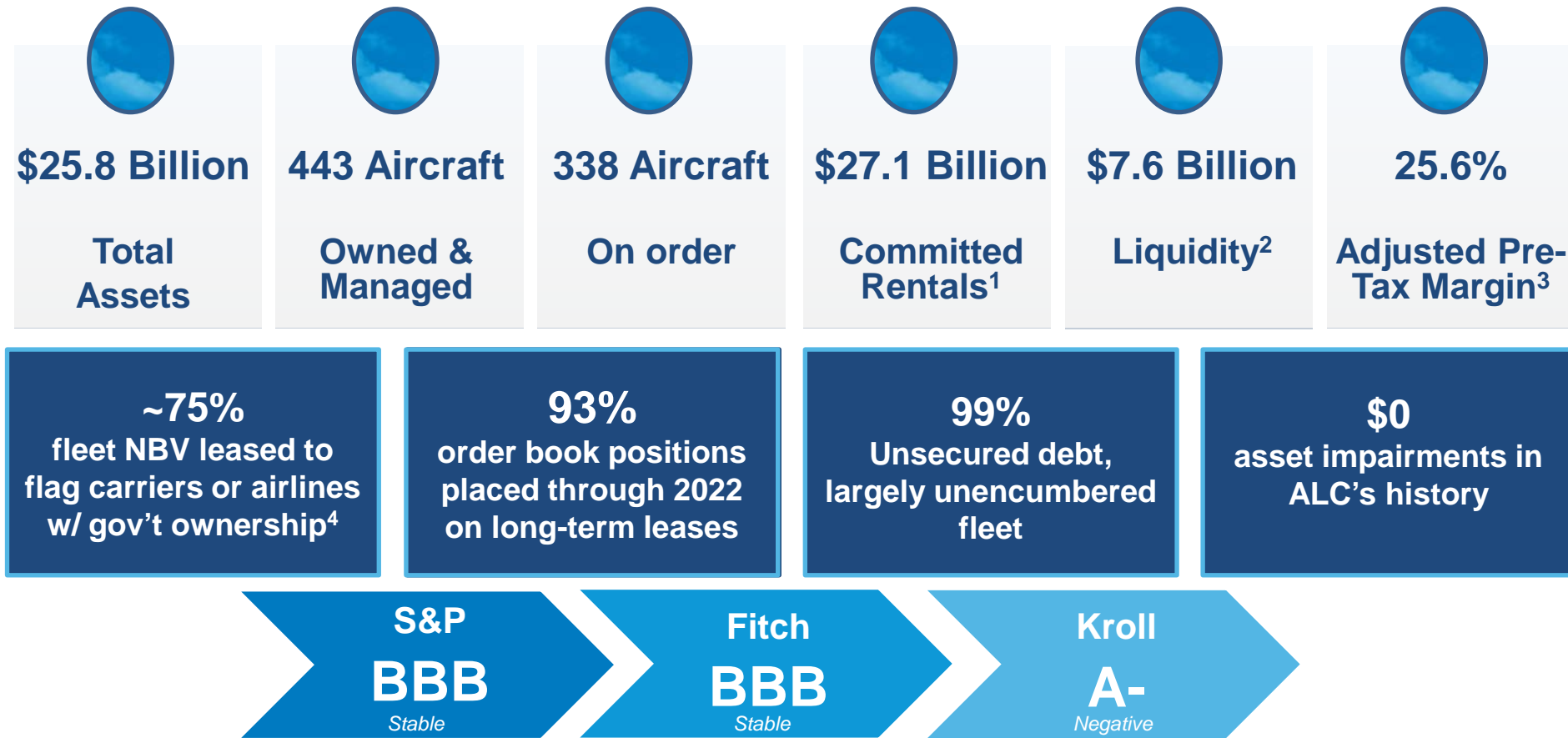
The Company has an effective registration statement (including a prospectus) with the SEC. Before you invest in any offering of the Company’s securities, you should read the prospectus in that registration statement and other documents the Company has filed with the SEC for more complete information about the Company and any such offering. You may obtain copies of the Company’s most recent Annual Report on Form 10-K and the other documents it files with the SEC for free by visiting EDGAR on the SEC website at www.sec.gov. Alternatively, the Company will arrange to send such information if you request it by contacting Air Lease Corporation, General Counsel and Secretary, 2000 Avenue of the Stars, Suite 1000N, Los Angeles, California 90067, (310) 553-0555.

The Company routinely posts information that may be important to investors in the “Investors” section of the Company’s website at www.airleasecorp.com. Investors and potential investors are encouraged to consult the Company’s website regularly for important information about the Company. The information contained on, or that may be accessed through, the Company’s website is not incorporated by reference into, and is not a part of, this presentation.

In addition to financial results prepared in accordance with U.S. generally accepted accounting principles, or GAAP, this presentation contains certain non-GAAP financial measures. Management believes that in addition to using GAAP results in evaluating our business, it can also be useful to measure results using certain non-GAAP financial measures. Investors and potential investors are encouraged to review the reconciliation of non-GAAP financial measures with their most direct comparable GAAP financial results set forth in the Appendix section.

A leader in aircraft leasing

Air Lease is a \$50 billion aircraft leasing platform



All information per ALC public filings and for the six months/quarter-ended June 30, 2021. Note: \$50 billion leasing platform consists of \$25.8 billion in assets, \$22.2 billion in commitments to acquire aircraft and over \$2 billion in managed aircraft. ¹Includes \$14.3 billion in contracted minimum rental payments on the aircraft in our existing fleet and \$12.8 billion in minimum future rental payments related to aircraft which will be delivered during the remainder of 2021 through 2025. ²Available liquidity of \$7.6 billion is comprised of unrestricted cash of \$1.2 billion and an available borrowing capacity under our committed unsecured revolving credit facility of \$6.4 billion. ³Adjusted Pre-Tax Profit Margin is Adjusted Net Income Before Income Taxes divided by total revenues, excluding insurance recovery on settlement. Adjusted Pre-Tax Margin and Adjusted Net Income Before Income Taxes are non-GAAP financial measures. See appendix for a reconciliation to their most directly comparable GAAP measure. ⁴Approximate, and includes any form of government ownership; however, this does not guarantee our ability to collect contractual rent payments.

ALC 2Q21 performance

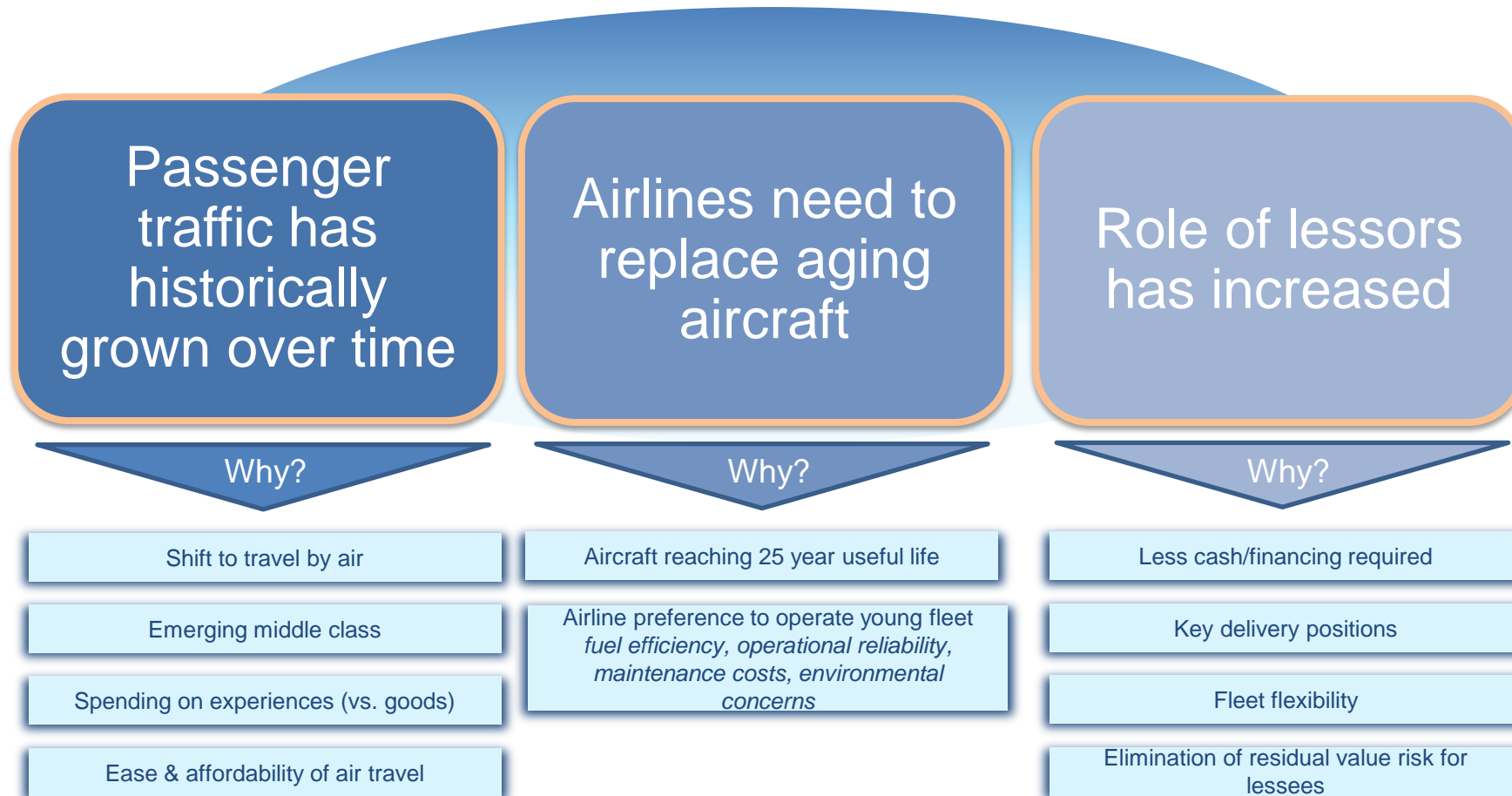
Revenues	\$491.9 million
Earnings	\$0.75 diluted EPS
Profitability¹	25.6% adjusted pre-tax profit margin
Operating Cash Flow	Up 29% yr/yr in 1H21
Collection Rate²	87% in 2Q
Lease Utilization Rate³	99.7% in 2Q

All information is for the three months ended 6/30/21, except operating cash flow which is for the 6 months ended 6/30/21

ALC is committed to managing customer and credit risk

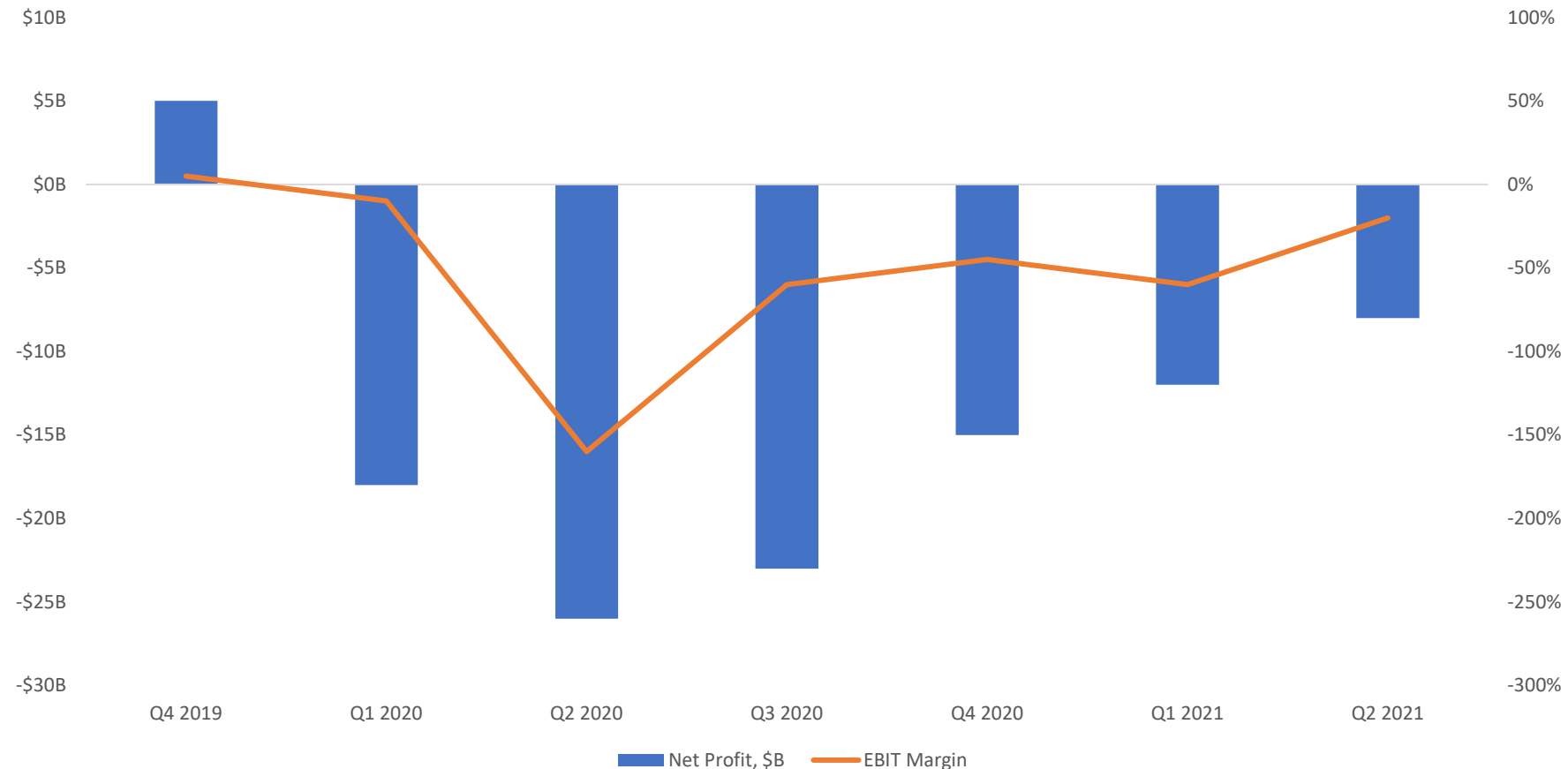
Customer risk management	
➤ Customer concentrations monitored closely	➡ Average customer represents ~1.1% of our fleet NBV
➤ Focus on systemically important airlines	➡ ~75% of NBV of fleet leased to flag carriers or airlines that have some form of government ownership
Credit loss risk management	
➤ Strong lease security packages	➡ ~\$1 billion of security deposits and maintenance reserves on balance sheet
➤ Customer accommodations selectively provided	➡ 52% (\$126.9M) of lease deferrals granted repaid as of August 2021
➤ Focused aircraft asset strategy, demonstrated track record of price discipline	➡ Strong profitability metrics with no asset impairments since inception

As we look beyond COVID we continue to expect to benefit from these key tailwinds



Airlines have made substantial changes to their businesses to adapt to the current demand environment

Aging aircraft retirements, labor cuts, along with traffic improvement have benefitted airline financials

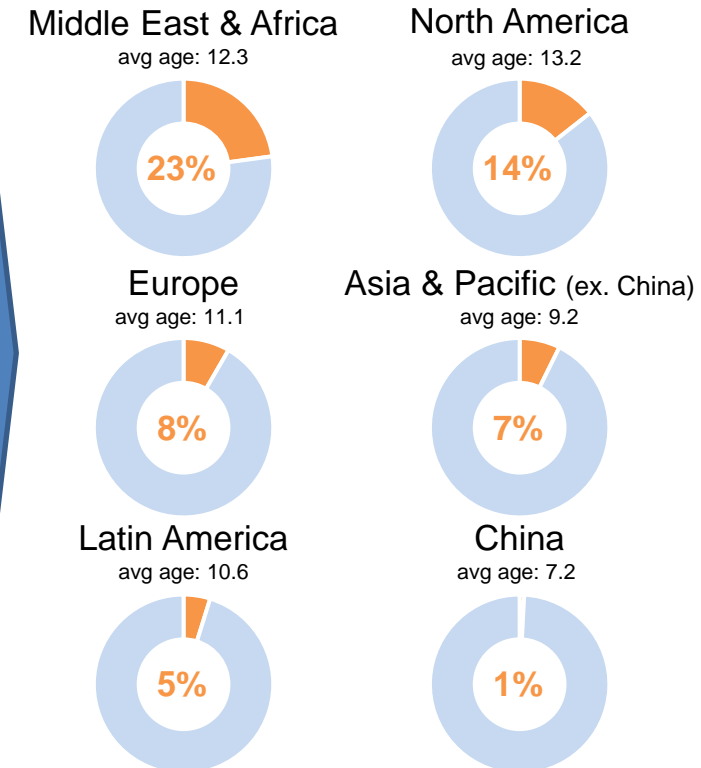


With over 1,500 retirements announced or planned following COVID, there has been a significant reduction in capacity

Aircraft over 20 years old eligible for retirement¹

Aircraft Type	Number of Aircraft ¹	Number of Seats ¹
B737 Family	1,049	140,810
A320 Family	748	117,372
B777 Family	235	72,261
B757 Family	218	37,634
A380	194	96,005
B767 Family	164	35,748
A330/A340 Family	116	30,771
B747 Family	82	22,466
B717 Family	81	9,836
A300/A310 Family	48	9,849
Totals	2,935	572,752
Global Fleet %	11.7%	12.9%

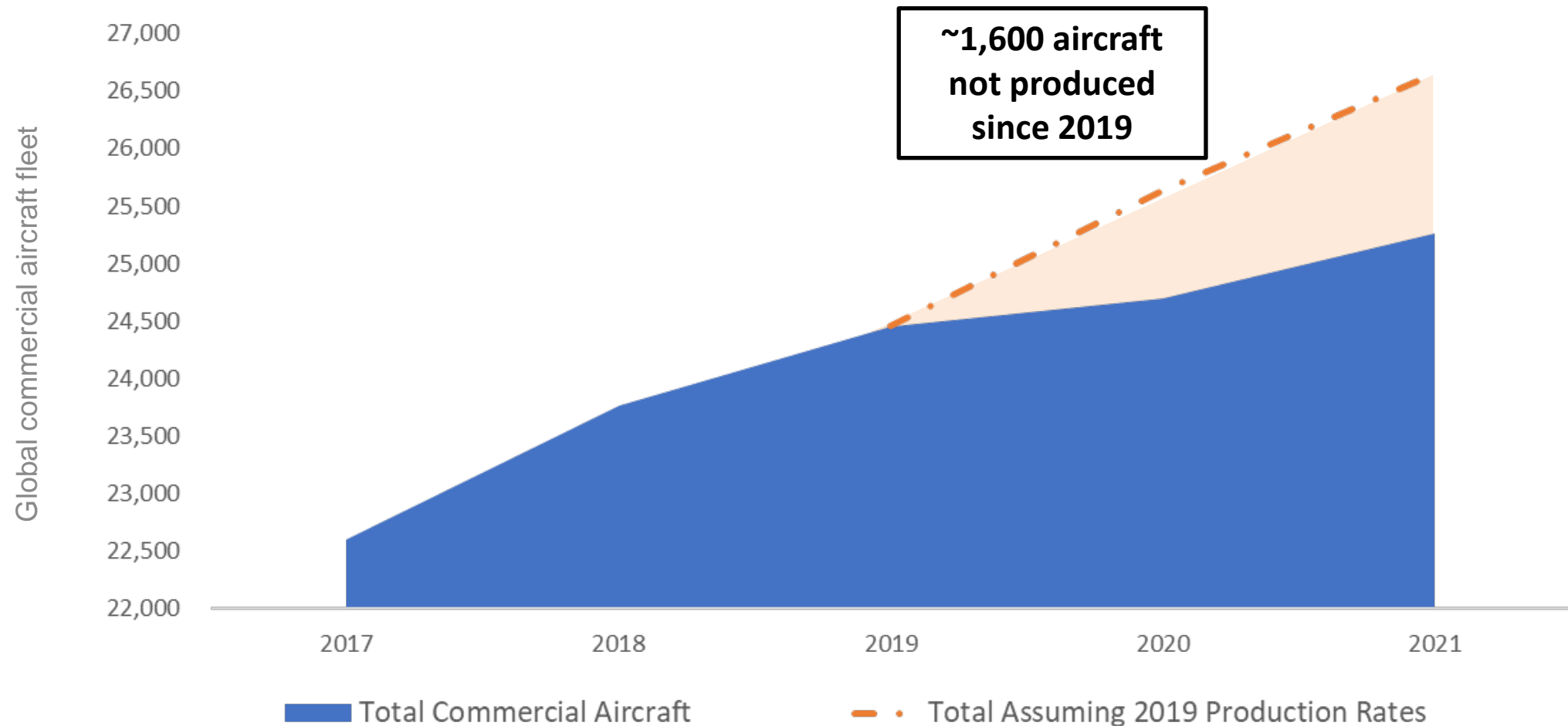
Regional Seat Capacity Removed¹



~2,900 aircraft were immediately eligible for retirement based on age, potentially taking significant capacity out of regions including North America, the Middle East/Africa & Europe

In addition to retirements, production has been significantly cut back as well

Estimated ~1,600 aircraft not produced since mid 2019 given reduced OEM rates



Industry headwinds from COVID may present opportunities for ALC



**Gravitation
Towards
Leasing**

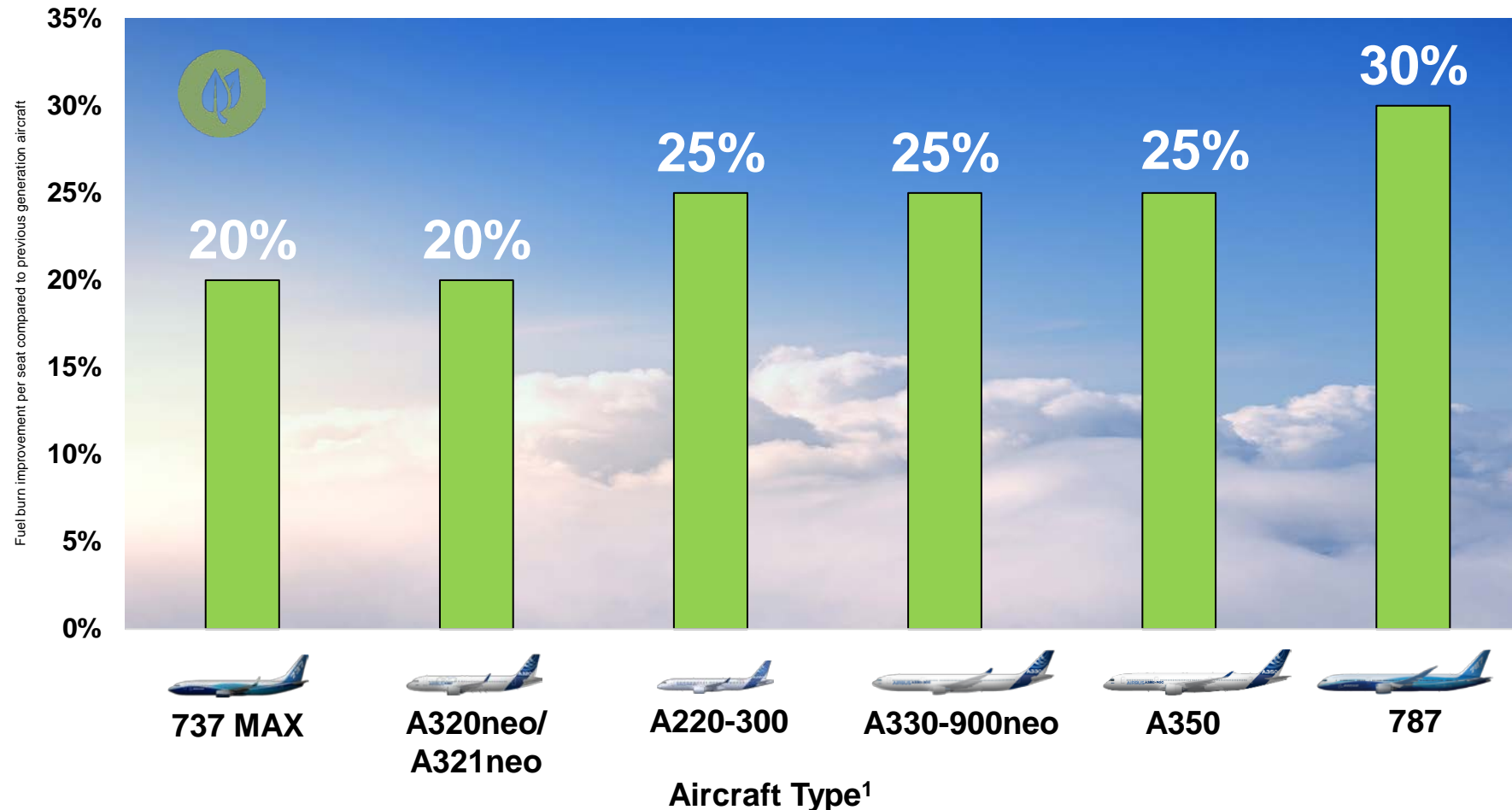
**Accelerating
Environmental
Initiatives**

Limited financing options for global airlines may result in a higher reliance on leasing product

Retirement of older, less fuel-efficient aircraft accelerates ESG trends; ALC's new generation orderbook to benefit

ALC's orderbook contains modern, environmentally friendly aircraft

Approximate improvement in fuel burn vs. previous generation aircraft



Our business is built to be resilient and succeed long-term

Scale	✓ \$50 billion+ leasing platform¹
Asset Strategy	✓ Strategy focuses on young, liquid aircraft types
Clean Capital Structure	✓ \$24.4 billion of unencumbered assets
Liquidity	✓ \$7.6 billion (cash & undrawn revolver)
Ratings	✓ Investment Grade (S&P: BBB / Fitch: BBB / Kroll: A-)
Diversification	✓ 115 Airlines / 59 Countries
Strong Customer Base	✓ ~75% of fleet NBV with airlines that are flag carriers or have some form of government support
Concentration limits	✓ Avg. customer concentration is ~1.1% of fleet NBV
Experience	✓ ~30 Years Average commercial aviation industry experience among senior management



Questions?

Appendix

Non-GAAP reconciliations

	Six Months Ended June 30,		Year Ended December 31,					
(in thousands, except share and per share data)	2021	2020	2020	2019	2018	2017	2016	
Reconciliation of net income available to common stockholders to adjusted net income before income taxes:								
Net income available to common stockholders	\$ 165,835	\$ 277,088	\$ 500,889	\$ 575,163	\$ 510,835	\$ 756,152	\$ 374,925	
Amortization of debt discounts and issuance costs	24,538	20,761	43,025	36,691	32,706	29,454	30,942	
Stock-based compensation	12,108	8,321	17,628	20,745	17,478	19,804	16,941	
Settlement			-	-	-	-	-	
Insurance recovery on settlement			-	-		(950)	(5,250)	
Provision for income taxes	40,577	70,826	130,414	148,564	129,303	(146,622)	205,313	
Adjusted net income before income taxes	\$ 243,058	\$ 376,996	\$ 691,956	\$ 781,163	\$ 690,322	\$ 657,838	\$ 622,871	
Assumed conversion of convertible senior notes			-	-	6,219	5,842	5,780	
Adjusted net income before income taxes plus assumed conversions	\$ 243,058	\$ 376,996	\$ 691,956	\$ 781,163	\$ 696,541	\$ 663,680	\$ 628,651	
Reconciliation of denominator of adjusted pre-tax profit margin:								
Total revenues	\$ 966,704	\$ 1,032,736	\$ 2,015,439	\$ 2,016,904	\$ 1,679,702	\$ 1,516,380	\$ 1,419,055	
Insurance recovery on settlement	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (950)	\$ (5,250)	
Total revenues, excluding insurance recovery on settlement	\$ 966,704	\$ 1,032,736	\$ 2,015,439	\$ 2,016,904	\$ 1,679,702	\$ 1,515,430	\$ 1,413,805	
Adjusted pre-tax profit margin ¹	25.1%	36.5%	34.3%	38.7%	41.1%	43.4%	44.1%	
Weighted-average diluted common shares outstanding	114,373,576	113,840,929	114,014,021	113,086,323	112,363,331	111,657,564	110,798,727	
Adjusted diluted earnings per share before income taxes ²	\$ 2.13	\$ 3.31	\$ 6.07	\$ 6.91	\$ 6.20	\$ 5.94	\$ 5.67	

¹Adjusted pre-tax profit margin is adjusted net income before income taxes divided by total revenues, excluding insurance recovery on settlement.

²Adjusted diluted earnings per share before income taxes is adjusted net income before income taxes plus assumed conversion of convertible senior notes divided by weighted average diluted common shares outstanding.

Appendix

Non-GAAP reconciliations

	TTM ended June 30,		Year Ended December 31,					
(in thousands, except percentage data)	2021	2020	2020	2019	2018	2017	2016	
Reconciliation of net income available to common stockholders to adjusted net income before income taxes:								
Net income available to common stockholders	\$ 389,636	\$ 590,123	\$ 500,889	\$ 575,163	\$ 510,835	\$ 756,152	\$ 374,925	
Amortization of debt discounts and issuance costs	46,802	40,200	43,025	36,691	32,706	29,454	30,942	
Stock-based compensation	21,415	19,029	17,628	20,745	17,478	19,804	16,941	
Settlement	-	-	-	-	-	-	-	
Insurance recovery on settlement	-	-	-	-	-	(950)	(5,250)	
Provision for income taxes	100,165	150,309	130,414	148,564	129,303	(146,622)	205,313	
Adjusted net income before income taxes	\$ 558,018	\$ 799,661	\$ 691,956	\$ 781,163	\$ 690,322	\$ 657,838	\$ 622,871	
Reconciliation of denominator of adjusted pre-tax return on common equity:								
Beginning common shareholders' equity	\$ 5,619,801	\$ 5,049,884	\$ 5,373,544	\$ 4,806,900	\$ 4,127,442	\$ 3,382,187	\$ 3,019,912	
Ending common shareholders' equity	\$ 5,951,715	\$ 5,619,801	\$ 5,822,341	\$ 5,373,544	\$ 4,806,900	\$ 4,127,442	\$ 3,382,187	
Average common shareholders' equity	\$ 5,785,758	\$ 5,334,843	\$ 5,597,943	\$ 5,090,222	\$ 4,467,171	\$ 3,754,815	\$ 3,201,050	
Adjusted pre-tax return on common equity ¹	9.6%	15.0%	12.4%	15.4%	15.5%	17.5%	19.5%	

¹Adjusted pre-tax return on common equity is adjusted net income before income taxes divided by average common shareholders' equity.

Appendix

Non-GAAP reconciliations

Air Lease Corporation and Subsidiaries
QUARTERLY CONSOLIDATED STATEMENTS OF INCOME
(In thousands, except share amounts)

<i>(in thousands, except share and per share data)</i>	Quarter Ended	
	6/30/2021	6/30/2020
Reconciliation of net income available to common stockholders to adjusted net income before income taxes:		
Net income available to common stockholders	\$ 85,587	\$ 143,781
Amortization of debt discounts and issuance costs	12,513	10,233
Stock-based compensation	6,700	3,892
Settlement	-	-
Insurance recovery on settlement	-	-
Provision for income taxes	21,140	36,305
Adjusted net income before income taxes	\$ 125,940	\$ 194,211
Assumed conversion of convertible senior notes	-	-
Adjusted net income before income taxes plus assumed conversions	\$ 125,940	\$ 194,211
Reconciliation of denominator of adjusted pre-tax profit margin:		
Total revenues	\$ 491,877	\$ 521,349
Insurance recovery on settlement	\$ -	\$ -
Total revenues, excluding insurance recovery on settlement	\$ 491,877	\$ 521,349
Adjusted pre-tax profit margin ¹	25.6%	37.3%
Weighted-average diluted common shares outstanding	114,377,965	113,773,127
Adjusted diluted earnings per share before income taxes ²	\$ 1.10	\$ 1.71

¹Adjusted pre-tax profit margin is adjusted net income before income taxes divided by total revenues, excluding insurance recovery on settlement.

²Adjusted diluted earnings per share before income taxes is adjusted net income before income taxes plus assumed conversion of convertible senior notes divided by weighted average diluted common shares outstanding.