

# AIR LEASE CORP.

Symbol: **AL**

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Rocky Mountain Chapter

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## How AL makes money--

- Leases aircraft
- Sells aircraft
- Fleet management services

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## Airline industry

- Cyclical
- Economically sensitive
- Highly competitive

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## Strengths of AL

- Veteran management
- Large scale = better prices
- Caters to customers
- Customers pay all costs
- Europe & Asia/Pacific =  
over half of revenues

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## Weaknesses of AL

- Emerging markets riskiest
- Multiple regulation sets
- New technology
- Complex, ongoing credit deals
- Udvar-Hazy age (67)

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## Opportunities

- Growing air travel demand
- Fleet management services
- Aging planes source of \$\$
- Consulting services

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## Threats to AL

- Natural disaster/Terrorist threats
- Higher interest rates
- Leasing = 98% of revenue
- Failure to lease and lease defaults
- Plane oversupply

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# QUESTIONS?

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# THANK YOU

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