



*Dubai Aerospace Enterprise*



# Investor Presentation

Results for the nine months ended 30 September, 2018

13 November, 2018

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Scale Player	~US\$14 billion Aircraft Assets <sup>1</sup>		365 Aircraft <sup>1</sup>	
Fleet Diversification <sup>2</sup>	55% Narrow Body	23% Wide Body Ex-B777F	15% B777F	7% ATR72-600
Customer Diversification	109 Airline Customers <sup>1</sup>		56 Countries <sup>1</sup>	
Strong Financial Metrics	31.2% Pre-tax Profit Margin		2.79x Net Debt-to-Equity	
Diversified Funding	~US\$9.9 bn Total Debt	80+ Lenders	150+ Investors	18 Countries
Platform Excellence	~140 People In 6 Locations <sup>3</sup>	Full Service All functions in-house	30+ Years Track Record	
Strategic Ownership	~96% Owned by Investment Corporation of Dubai <sup>4</sup>		Based in DIFC Robust Legal Framework	
Corporate Rating	BBB+. Outlook: Stable KBRA	Ba1. Outlook: Stable Moody's	BB+. Outlook: Stable S&P	

1. Owned, managed, committed.

2. Weighted by NBV of the owned aircraft only and excludes held-for-sale and finance lease aircraft.

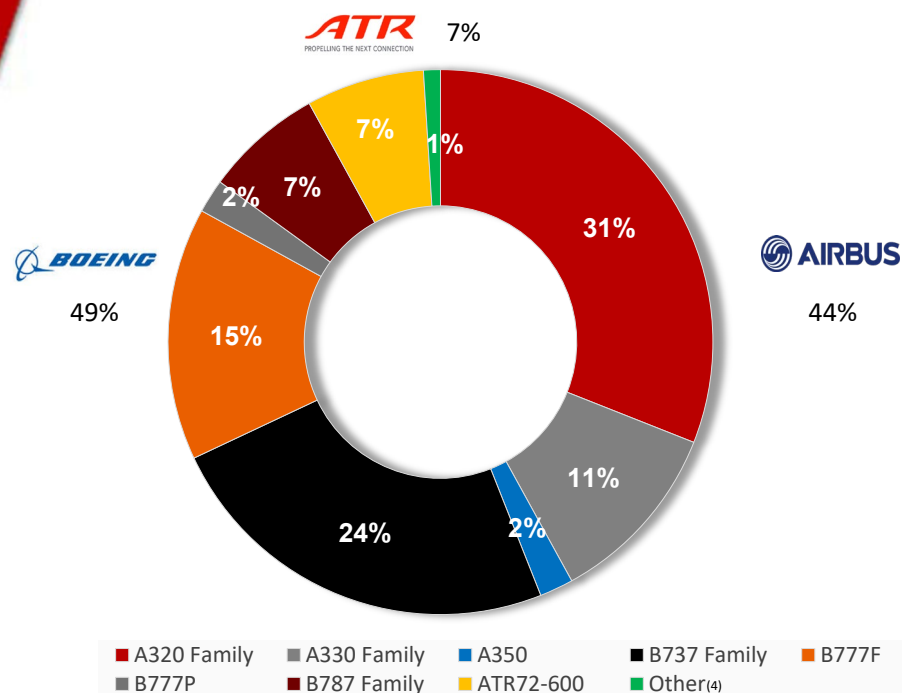
3. Excludes Joramco

4. Includes consolidated ICD ownership

# Diversified and High Quality Portfolio



## Fleet by Aircraft Type <sup>(1)</sup>



	Owned	Managed	Committed	Total
<b>BOEING</b>				
B737 family	85	15	3	103
B787	7	-	2	9
B777	3	1	-	4
B777F	12	-	-	12
B737 classics	-	3	-	3
B757-200	-	1	-	1
B767-300ER	1	3	-	4
B747-400	3	-	-	3
<b>Boeing total</b>	<b>111</b>	<b>23</b>	<b>5</b>	<b>139</b>
<b>AIRBUS</b>				
A320 family	120	14	5	139
A330-200	16	-	-	16
A330-300	13	-	-	13
A350-900	3	-	-	3
<b>Airbus total</b>	<b>152</b>	<b>14</b>	<b>5</b>	<b>171</b>
<b>ATR</b>				
ATR72-600	50	-	5	55
<b>TOTAL</b>	<b>313</b>	<b>37</b>	<b>15</b>	<b>365</b>



Fleet Age<sup>(2)</sup>

6.2 years



Remaining Lease Term<sup>(2)</sup>

6.1 years



Passenger Aircraft <sup>(2)</sup>

84%



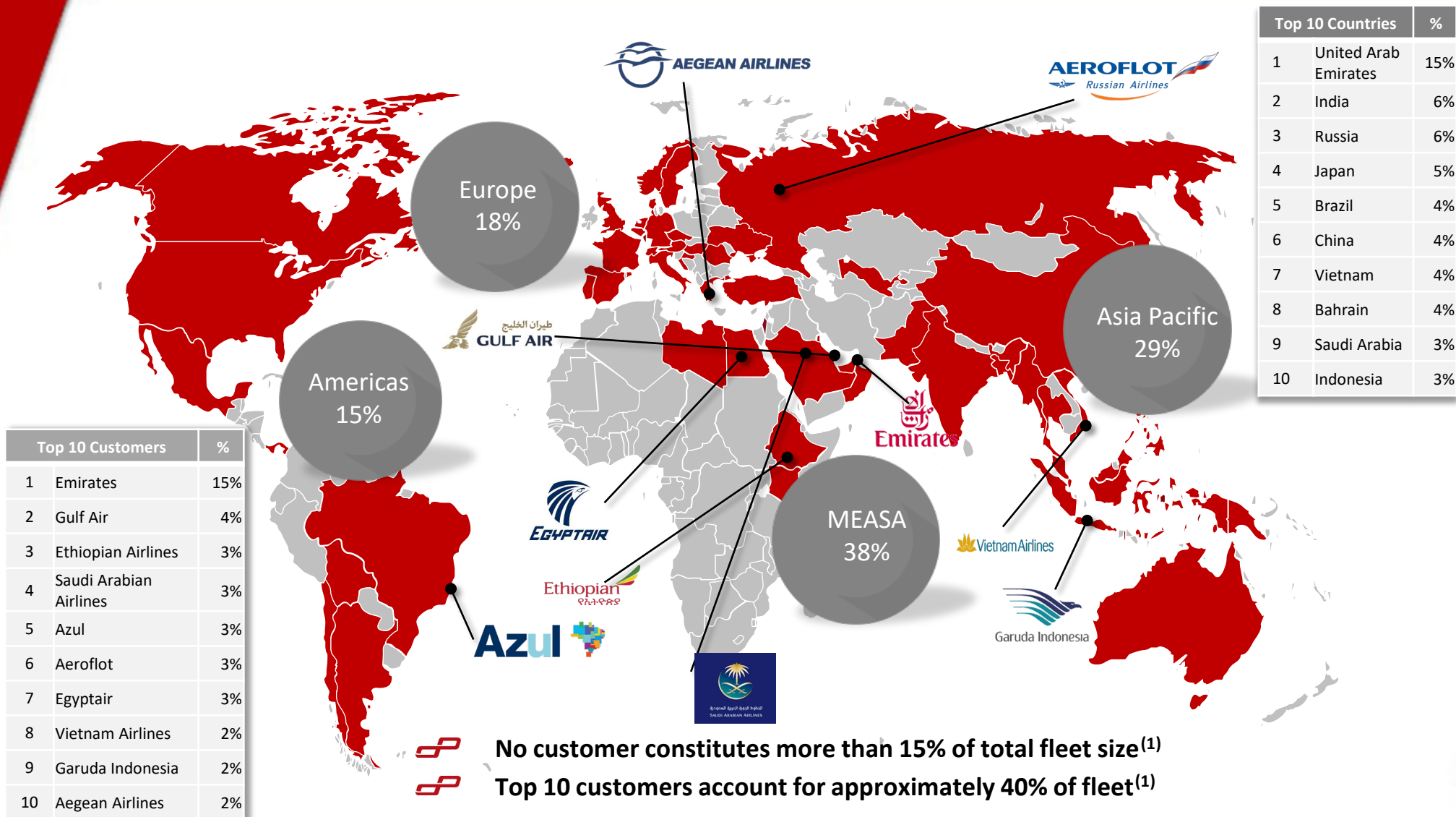
Fleet Utilisation <sup>(3)</sup>

99.9%

1. Weighted by NBV of the owned aircraft only and excludes held-for-sale and finance lease aircraft.
2. All values weighted by NBV as of 30 September, 2018 for owned fleet only (excludes managed and committed aircraft)
3. Fleet utilisation as at 30 September, 2018 based on rentals
4. Other includes Boeing legacy aircraft



# Global Customer Relationships



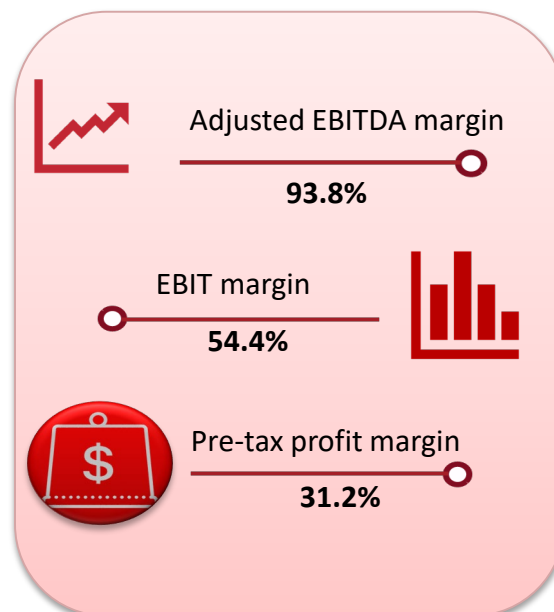
1. All values by NBV, as of 30 September, 2018. Includes owned aircraft only and excludes held-for-sale and finance lease aircraft.  
 All figures are rounded for presentation purposes

# Financial Highlights | P9 YTD 2018



Profit & Loss (USD \$m)	P9 YTD 2018	P9 YTD 2017	Variance
Total revenue	1,069.2	477.5	591.7
Total expenses	(487.2)	(278.0)	(209.2)
<b>Profit from operating activities</b>	<b>582.0</b>	<b>199.5</b>	<b>382.5</b>
Net finance costs	(248.5)	(122.4)	(126.1)
<b>Profit before tax</b>	<b>333.5</b>	<b>77.1</b>	<b>256.4</b>
Income tax expense	(43.0)	(0.0)	(43.0)
<b>Profit for the period</b>	<b>290.5</b>	<b>77.1</b>	<b>213.4</b>
Unrealised gain on interest rate hedges	10.1	0.6	9.5
Income tax relating to components of other comprehensive income	(1.1)	-	(1.1)
<b>Total comprehensive income for the period</b>	<b>299.5</b>	<b>77.7</b>	<b>221.8</b>

Adjusted EBITDA (USD \$m)	P9 YTD 2018	P9 YTD 2017	Variance
Profit for the period	290.5	77.1	213.4
<i>Add back:</i>			
Net finance costs	248.5	122.4	126.1
Income tax expense	43.0	0.0	43.0
Depreciation and amortisation	420.9	182.0	238.9
<b>Adjusted EBITDA</b>	<b>1,002.9</b>	<b>381.5</b>	<b>621.4</b>



**Note:**

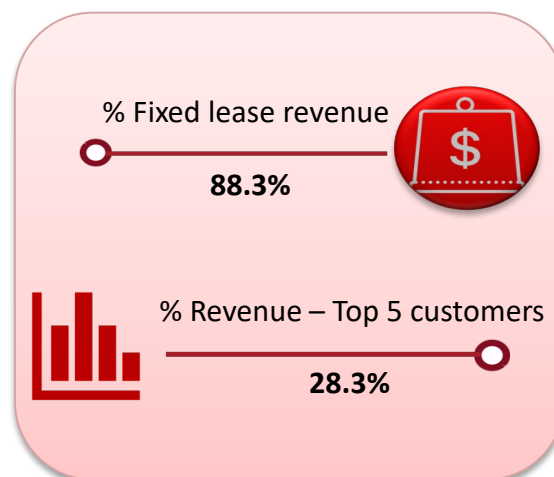
- P9 YTD results - results for the nine months ended 30 September, 2018
- All figures are rounded for presentation purposes

## Revenue breakdown

Revenue analysis (USD \$m)	P9 YTD 2018	P9 YTD 2017	Variance
Lease revenue	1,028.2	434.1	594.1
Maintenance revenue	16.4	23.1	(6.7)
Amortisation of lease incentive assets and other costs	(24.8)	(16.2)	(8.6)
<b>Total lease revenue</b>	<b>1,019.8</b>	<b>441.0</b>	<b>578.8</b>
Engineering maintenance service revenue - Joramco	43.6	33.0	10.6
Other income	5.8	3.5	2.3
<b>Total revenue</b>	<b>1,069.2</b>	<b>477.5</b>	<b>591.7</b>

## Top 5 lessee by lease revenue

- ✚ Top 5 lessees represent 28.3% of the portfolio based on lease revenue, Emirates represent 16.2% of lease revenue.
- ✚ Excluding Emirates, the next top 5 lessees represent 14.6% of the portfolio based on lease revenue.



Note:

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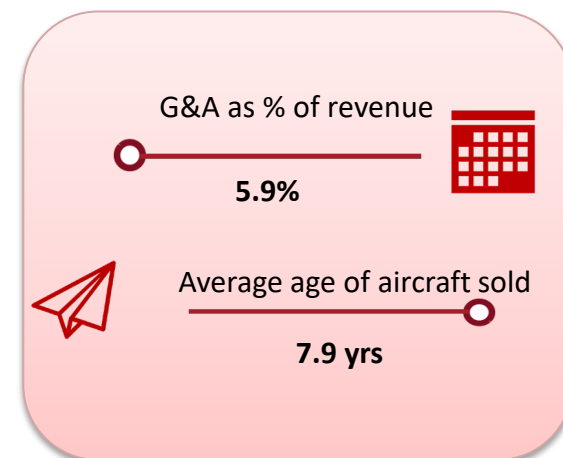


## Expense breakdown

Expenses analysis (USD \$m)	P9 YTD 2018	P9 YTD 2017	Variance
Deprecation and amortisation	(420.9)	(182.0)	(238.9)
General and administrative expenses	(62.8)	(47.5)	(15.3)
Cost of providing engineering services	(29.6)	(25.3)	(4.3)
Aircraft maintenance	(6.1)	(9.1)	3.0
Gain/(loss) on disposal of aircraft	32.2	(14.1)	46.3
<b>Total expenses</b>	<b>(487.2)</b>	<b>(278.0)</b>	<b>(209.2)</b>

## Trading

- During the period, DAE sold 15 aircraft. These aircraft had an average age of 7.9 years.
- Of the 15 aircraft sold during the period, 9 relate to the previously announced sale of a portfolio of aircraft.

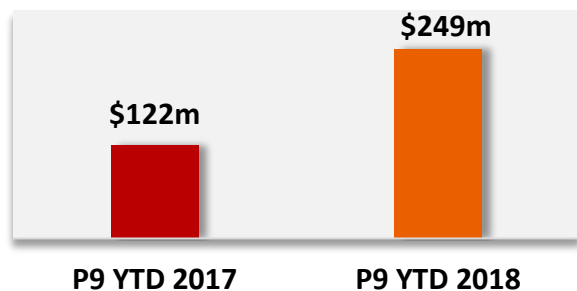


**Note:**

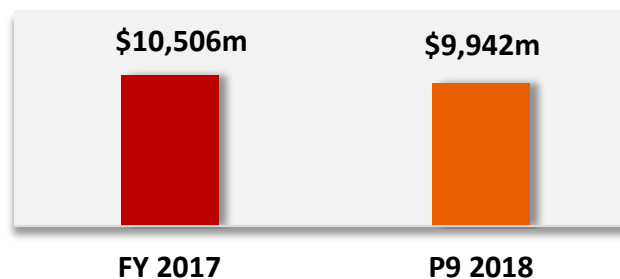
- P9 YTD results - results for the nine months ended 30 September, 2018
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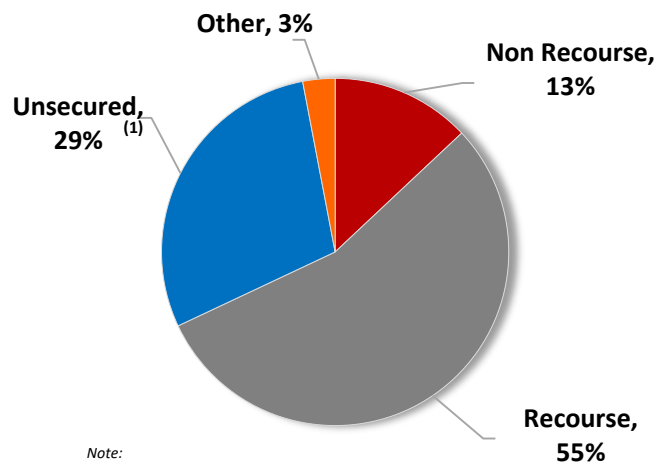
## Net finance costs



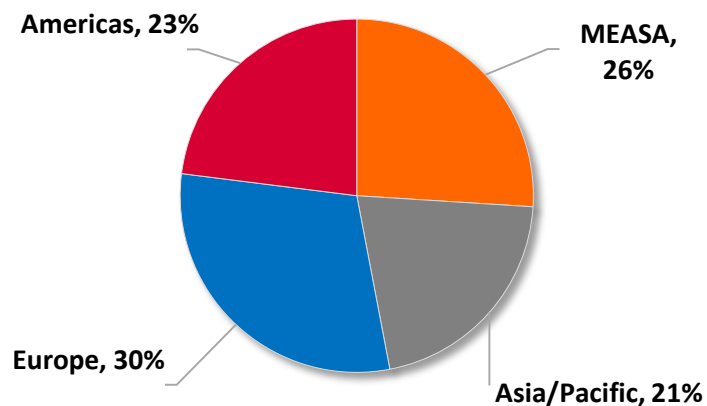
## Total loans and borrowings



## Loans and borrowings by source<sup>(1)</sup>



## Loans and borrowings by region



Note:

1. Unsecured includes revolving credit facilities.
2. Net debt/equity as at P9 2018 is calculated as total debt less unrestricted cash divided by shareholder's equity
3. As of P9 2018

- P9 YTD results - results for the nine months ended 30 September, 2018
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Net Debt / Equity<sup>(2)</sup>

2.79x



Unencumbered aircraft<sup>(3)</sup>

83 aircraft

Total available liquidity<sup>(3)</sup>

c.\$1.5 billion



Unsecured as a % of debt<sup>(1)</sup>

29%

Weighted average debt maturity<sup>(3)</sup>

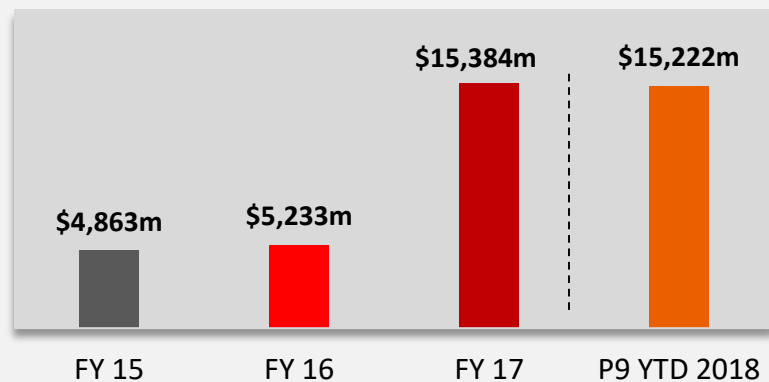
5.4 yrs



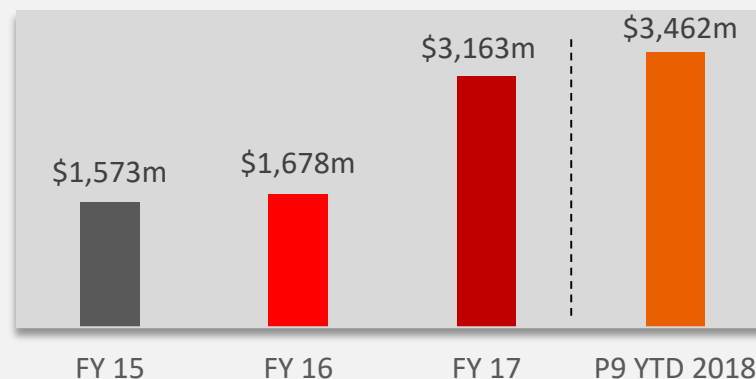
# Historical Financial Highlights



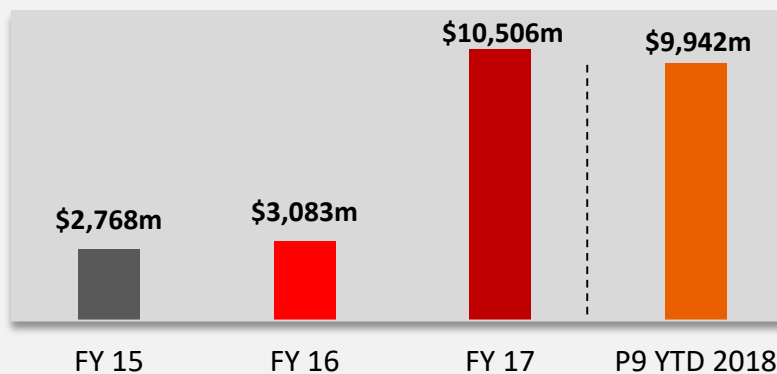
## Total assets



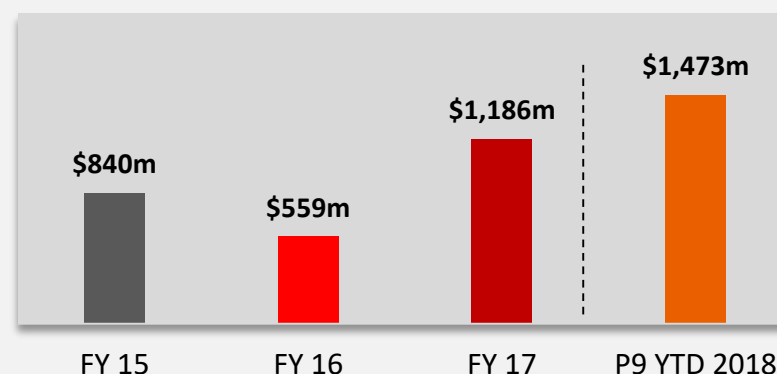
## Total equity



## Total loans and borrowings



## Total liquidity



Note - Selected data above

- P9 YTD results - results for the nine months ended 30 September, 2018
- Total liquidity includes available revolving credit facilities and total cash
- All figures are rounded for presentation purposes



# GIVING WINGS TO AMBITIONS

