

DAE Finances 18 Boeing 737 MAX 8 aircraft for American Airlines in Purchase and Leaseback agreement

## Summary

American was seeking lessor financing for 18 new 737 MAX 8 aircraft, and they were looking for a lessor who could readily step in to fund the large-scale transaction that was needed.

## Key considerations

DAE was a known and trusted entity to American due to our long-standing relationship as an existing lessor. The transaction presented an opportunity for DAE to expand its footprint at American while adding 737 MAX 8 assets to the portfolio.

## Challenge

Board approval and lease documentation had to be completed within a two-week period. Detailed lease negotiations were carried out solely via conference calls because of the COVID-19 lockdown.

## Solution

DAE delivered an operating lease solution to American quickly, efficiently and within the requisite timeline. 17 aircraft were delivered over a two-month period with the last aircraft scheduled later in the year. The transaction was a win-win for American, DAE and Boeing. American secured the aircraft financing solution amid an uncertain COVID-19 environment, DAE added premium aircraft assets to its portfolio with leases attached to a major US carrier, while the transaction assisted Boeing to execute on its high priority task of delivering 737 MAX 8 aircraft to customers. This transaction showcased DAE's platform capability and the strength of its balance sheet.

