



# Investor Presentation

Results for the nine months ended September 30, 2021  
November 3, 2021

## IMPORTANT NOTICE

This Presentation contains information that is proprietary and/or confidential in nature. Each recipient agrees (i) to treat this Presentation and the information contained herein in a confidential manner, (ii) to use this Presentation and such information only in connection with an evaluation of Dubai Aerospace Enterprise (DAE) Ltd (the "Company" or "DAE") and/or its subsidiaries and affiliates, and (iii) that this Presentation and such information shall not be divulged to any person or entity or reproduced, disseminated or disclosed by the recipient, directly or indirectly, in whole or in part, without the prior written consent of the Company. Each recipient will be held responsible for any losses arising in the event of any unauthorized disclosure of confidential information.

Each recipient agrees not to (i) purchase or sell securities in violation of United States securities laws which, among other things, restrict any person who has material, non-public information about a company from purchasing or selling securities of such company (and options, warrants and rights relating thereto), or (ii) communicate such information to any other person under circumstances in which it is reasonably foreseeable that such person is likely to purchase or sell such securities.

This Presentation is not intended as an offer to sell, or the solicitation of an offer to purchase, any security, the offer and/or sale of which can only be made by definitive offering documentation which will contain material information that is not set forth herein.

Nothing in this Presentation should be construed as a recommendation to invest in any securities that may be issued by DAE and/or any of its subsidiaries or affiliates or as legal, accounting, financial, tax or other advice. DAE is not acting as an advisor or fiduciary in any respect in connection with providing this Presentation. If you require advice in relation to any legal, commercial, financial or other matter, you should consult an appropriate professional.

Neither DAE nor any subsidiary or affiliate of DAE makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, including as to the accuracy of any estimates or projections, and DAE and its subsidiaries and affiliates disclaim all liability in connection with the aforesaid to the fullest extent permitted by applicable law. All opinions included in this Presentation constitute DAE's judgment as of the date of this Presentation and are subject to change at any time without notification and at the sole discretion of DAE. Although DAE reserves the right to modify, revise and reissue this Presentation, DAE undertakes no obligation to provide the recipient with access to any additional information or to update any information contained in this Presentation.

If any provision of this disclaimer is, or is found to be, unenforceable under applicable law, it will not affect the enforceability of the other provisions of this disclaimer.

### ***Cautionary Statement Concerning Forward-Looking Statements***

Certain information contained in this Presentation may constitute "forward-looking statements" which can be identified by the use of forward-looking terminology such as "may", "will", "should", "could", "continue", "expect", "anticipate", "predict", "project", "plan", "estimate", "budget", "assume", "potential", "future", "intend" or "believe" or the negatives thereof or other comparable terminology. These statements reflect DAE's current expectations and assumptions and involve known and unknown risks regarding future events, results or outcomes and are not guarantees of future results or financial condition. Actual results, performance, achievements or conditions may differ materially from those in the forward-looking statements and assumptions as a result of a number of factors, many of which are beyond DAE's control.

### ***Non-IFRS Financial Information***

This Presentation may include certain non-IFRS financial information, such as Adjusted EBITDA, not prepared in accordance with IFRS. Because of the limitations of Adjusted EBITDA, it should not be considered as a substitute for financial information prepared or determined in accordance with IFRS, as applicable. Where applicable, DAE compensates for these limitations by relying primarily on its IFRS results and using Adjusted EBITDA only for supplemental purposes.

# DAE At A Glance



- 35+ Year Operating History
- ~150 People in 6 Offices, 4 Countries

**~425**

Aircraft <sup>(1)</sup>

**~US\$16 billion**

Fleet Value <sup>(1)</sup>

**6.6 Years**

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

**6.4 Years**

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

**81%**

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

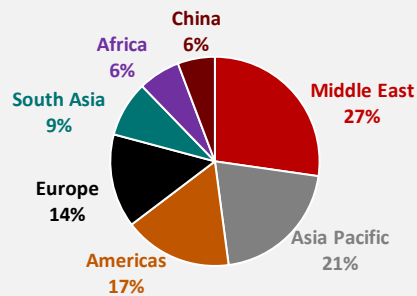
**98.8%**

Fleet Utilization Rate <sup>(3)</sup>

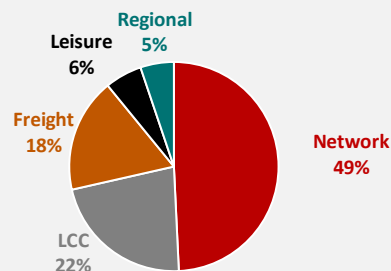
**114 / 54**

Customers / Countries <sup>(4)</sup>

**Diversification by Region <sup>(2)</sup>**



**Diversification by Customer Type <sup>(2)</sup>**



- 55+ Year Operating History
- ~1,000 People in Amman, Jordan

**111,200 m<sup>2</sup>**

Facility Size

**1,000,000+**

Annual Man Hour Capacity

**300+**

Annual Aircraft Inductions

**5 / 15 / 10**

Hangers / Bays / Workshops

**13**

Aircraft Type Approvals

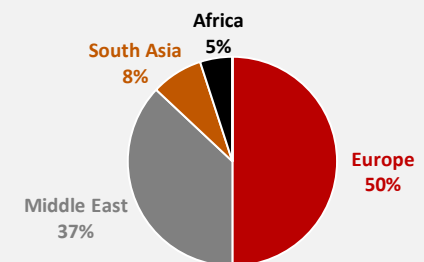
**25+**

Regulatory Approvals

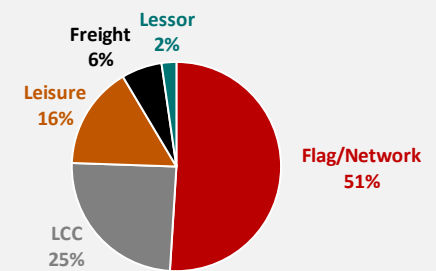
**105 / 48**

Customers / Countries <sup>(5)</sup>

**Diversification by Region <sup>(5)</sup>**



**Diversification by Customer Type <sup>(5)</sup>**



## Financial Highlights <sup>(6)</sup>

**US\$1.2 billion**

Annual Revenue

**US\$11.5 billion**

Aircraft Assets

**US\$3.0 billion**

Net Equity

**2.48x**

Net Debt-to-Equity

## Funding and Liquidity <sup>(6)</sup>

**US\$8.3 billion**

Net Debt

**~400 / ~20**

Lenders and Investors / Countries

**US\$3.4 billion**

Available Liquidity

**263%**

12-month Liquidity Coverage

**69%**

Unsecured Debt

## Ownership and Ratings <sup>(6)</sup>

**100% owned by Investment Corporation of Dubai (ICD)**

Principal Investing Arm of the Government of Dubai



1. Based on Ascend Half Life Current Market Value (HLCMV) as of September 30, 2021 of Owned, Managed, Committed, and Mandated to Managed portfolio.

2. Based on Ascend HLCMV as of September 30, 2021 and refer to owned fleet only.

3. Fleet utilization as of September 30, 2021 based on rentals.

4. Based on Owned, Managed, and Committed portfolio, as of September 30, 2021.

5. Based on 3.5 years of revenue, ending on September 30, 2021.

6. Ownership includes Direct and Indirect holdings. All data as of September 30, 2021, except for revenue which is annualized based on revenue to September 30, 2021.



# Financial Highlights | September 2021

Profit & Loss (US\$ millions)	Sep 2021	Sep 2020	Variance	Variance %
<b>Total Revenue</b>	925.3	984.1	(58.8)	(6.0)%
Gain on disposal of aircraft	59.7	9.9	49.8	503.3%
<b>Expenses</b>				
Depreciation and amortization	(427.6)	(418.7)	(8.9)	2.1%
General and administrative expenses	(58.5)	(57.2)	(1.3)	2.3%
Cost of engineering maintenance services	(44.0)	(31.1)	(12.9)	41.5%
Loss allowance	(54.8)	(40.4)	(14.4)	35.4%
Aircraft maintenance	(14.3)	(13.9)	(0.4)	3.0%
<b>Operating profit</b>	<b>385.8</b>	<b>432.7</b>	<b>(46.9)</b>	<b>(10.8)%</b>
Net finance costs	(289.7)	(253.9)	(35.8)	14.1%
<b>Profit before tax</b>	<b>96.1</b>	<b>178.8</b>	<b>(82.7)</b>	<b>(46.2)%</b>
Income tax expense	(5.6)	(11.5)	5.9	(51.6)%
<b>Profit for the period</b>	<b>90.5</b>	<b>167.3</b>	<b>(76.8)</b>	<b>(45.9)%</b>
Add back debt redemption costs	38.3	-	38.3	-
<b>Adjusted profit for the period</b>	<b>128.8</b>	<b>167.3</b>	<b>(38.5)</b>	<b>(23.0)%</b>

**98.8%**

Fleet Utilization % <sup>(1)</sup>

**37%**

% Revenue – Top 5 customers

**94%**

Adjusted EBITDA margin

**15%**

Adjusted Pre-Tax profit margin <sup>(2)</sup>

**89%**

Collection rate <sup>(3)</sup>

Note - Selected data above

• Sep 2021 results – results for the nine months ended September 30, 2021.

• All figures are rounded for presentation purposes. Percentages are based on unrounded figures.

1. Fleet utilization as of September 30, 2021, based on rentals.

2. Excluding one-off bond redemption costs incurred in 2021.

3. Collection Rate is defined as the sum of all cash collected from lease rentals as a percentage of the total contracted receivables due for the period, after incorporating the effect of any lease amendment or deferral agreements executed as of September 30, 2021, which may impact prior quarters. For owned fleet only.

# Financial Highlights | September 2021

Balance Sheet (US\$ millions)	Sep 2021	Dec 2020	Variance	Variance %
Aircraft held for lease	11,297.1	11,321.0	(23.9)	(0.2)%
Trade and other receivables	129.1	142.1	(13.0)	(9.1)%
Cash and cash resources	947.1	566.5	380.6	67.2%
Other assets	803.2	712.9	90.3	12.7%
<b>Total assets</b>	<b>13,176.5</b>	<b>12,742.5</b>	<b>434.0</b>	<b>3.4%</b>
Equity	3,013.0	2,891.1	121.9	4.2%
<b>Total equity</b>	<b>3,013.0</b>	<b>2,891.1</b>	<b>121.9</b>	<b>4.2%</b>
Loans & borrowings	8,347.7	7,907.2	440.5	5.6%
Maintenance reserves and security deposits	1,267.6	1,228.3	39.3	3.2%
Other liabilities	548.2	715.9	(167.7)	(23.4)%
<b>Total liabilities</b>	<b>10,163.5</b>	<b>9,851.4</b>	<b>312.1</b>	<b>3.2%</b>
<b>Total equity &amp; liabilities</b>	<b>13,176.5</b>	<b>12,742.5</b>	<b>434.0</b>	<b>3.4%</b>

**6.6 Years**

Fleet Age <sup>(1)</sup>

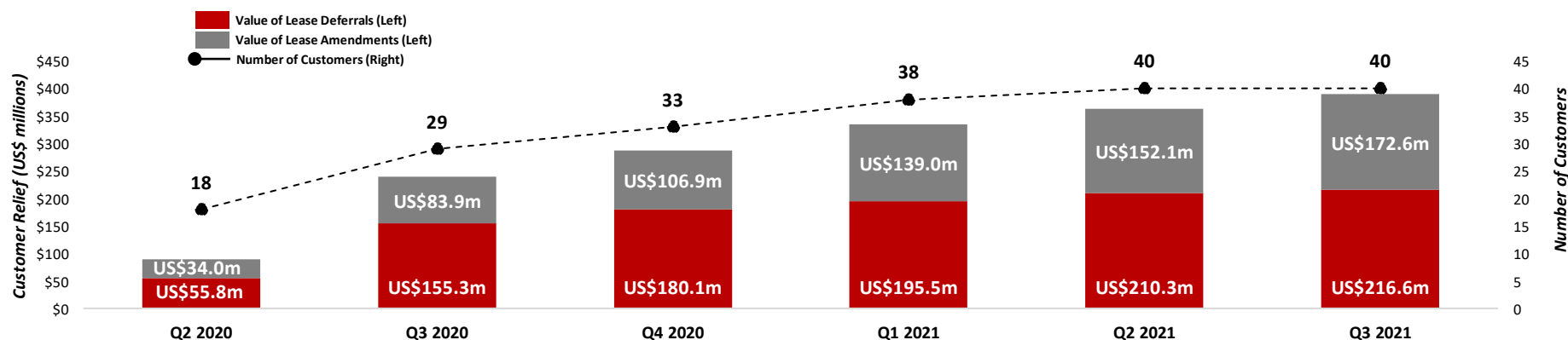
**6.4 Years**

Remaining Lease Term <sup>(1)</sup>

**US\$799.7 million**

Operating Cashflow

## Customer Relief Programs <sup>(2)</sup>



Note - Selected data above

\* Sep 2021 results – results for the nine months ended September 30, 2021.

\* All figures are rounded for presentation purposes. Percentages are based on unrounded figures.

1. Based on Ascend HLCMV as of September 30, 2021 and refer to owned fleet only.

2. Source: DAE Internal Analysis and Data, as of September 30, 2021 for Owned Fleet only. Customers with lease deferrals may also be subject to a lease amendment. \$ = US\$ millions.

# Financial Highlights | September 2021

Loans and borrowings (US\$ millions)	Sep 2021	Undrawn
Senior unsecured notes	3,807.1	-
Senior unsecured loans	1,557.7	-
Senior unsecured RCFs	426.3	2,559.9
<b>Total unsecured</b>	<b>5,791.1</b>	<b>2,559.9</b>
Recourse loans	2,345.3	-
Non-recourse loans	142.2	-
Secured term loans	163.7	-
<b>Total secured</b>	<b>2,651.2</b>	-
Capitalized issuance costs	(94.6)	-
<b>Net loans and borrowings</b>	<b>8,347.7</b>	<b>2,559.9</b>

**US\$2.8 billion**

Issued unsecured financings

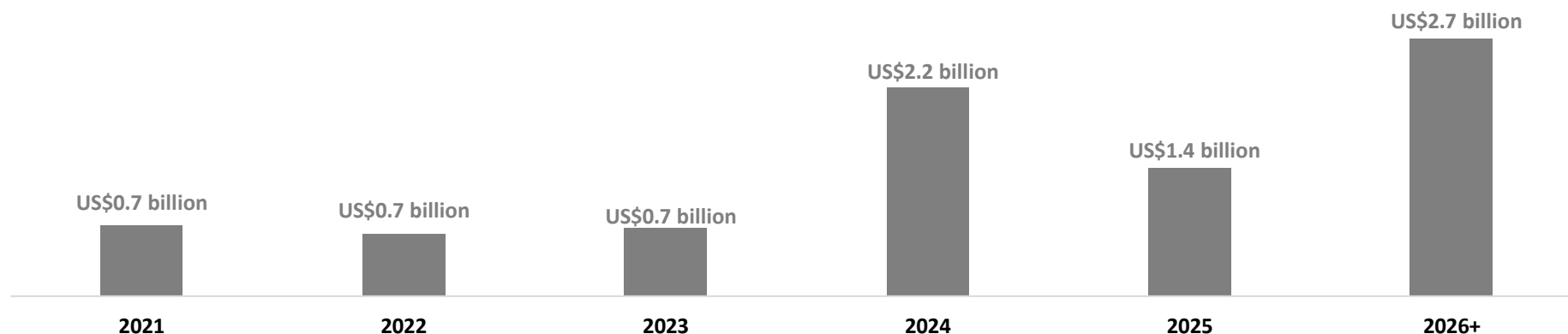
**US\$7.0 billion**

NBV of 184 Unencumbered Aircraft

**US\$3.4 billion**

Available liquidity

## Debt Maturity Profile

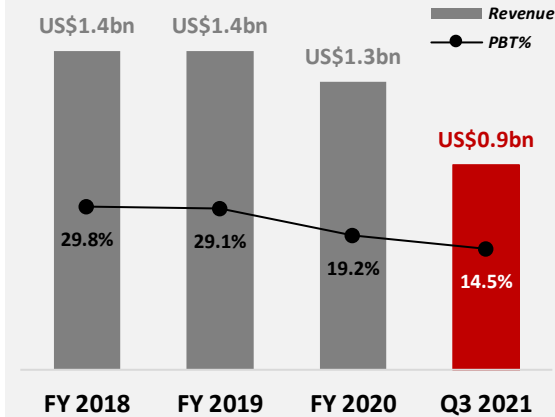


Note - Selected data above

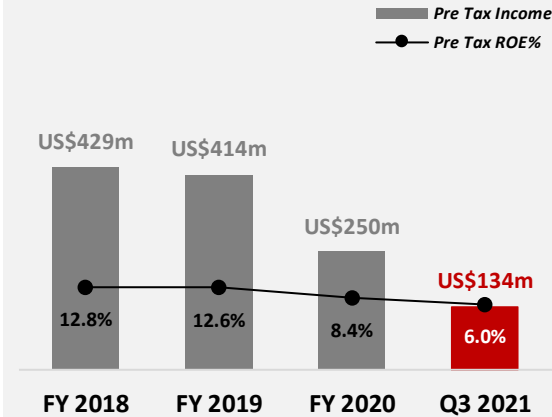
- Sep 2021 results - results for the nine months ended September 30, 2021.
- All figures are rounded for presentation purposes.

## Profitability and Balance Sheet

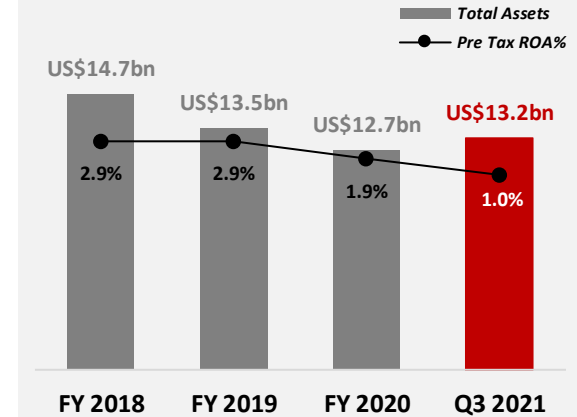
### Revenue and PBT Margin<sup>(1)</sup>



### Pre Tax Income<sup>(1)</sup> and Pre Tax ROE<sup>(1)</sup>

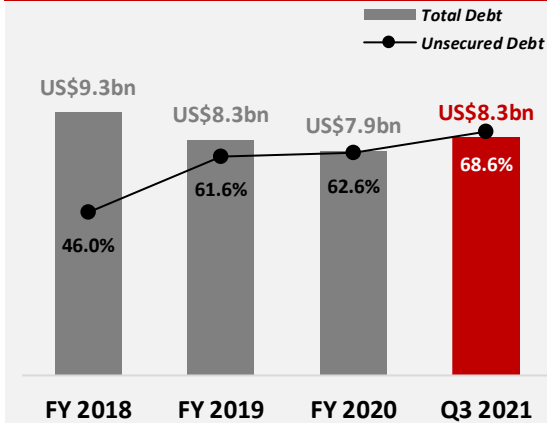


### Total Assets and Pre Tax ROA<sup>(1)</sup>

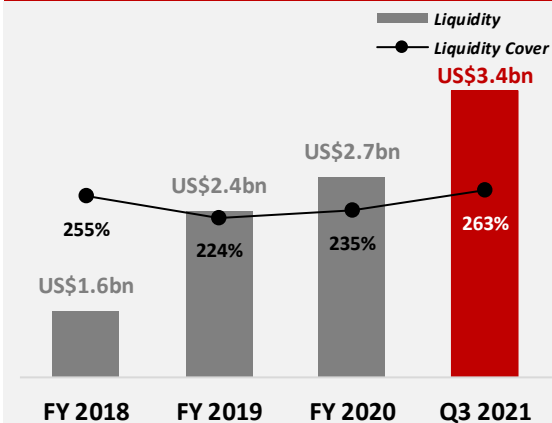


## Funding and Liquidity

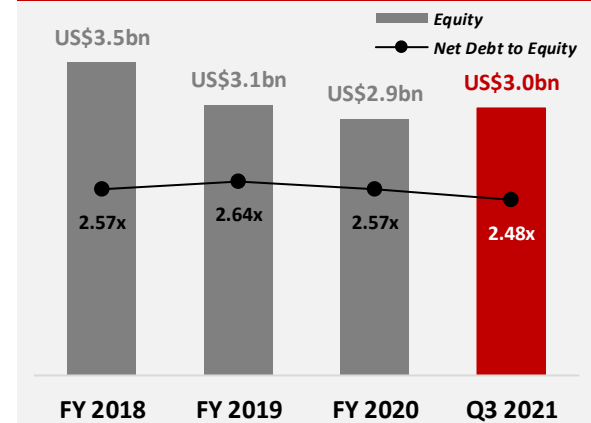
### Total Debt and Unsecured Debt %



### Liquidity and Liquidity Coverage



### Equity and Net Debt-to-Equity



Note - Selected data above. All figures are rounded for presentation purposes.  
Q3 2021 results – results for the nine months ended September 30, 2021.

1. Adjusted to exclude one time bond redemption costs of US\$38.3 million incurred in the first nine months of 2021.



## DAE's ESG Risk Rating of 14.1 from Sustainalytics Demonstrates DAE's Commitment to ESG Risk Management



Invested over US\$1 billion in new technology aircraft in 2020, bringing the total fleet composition to 30%<sup>(1)</sup>



54% of our portfolio is on lease to airlines in emerging markets at year end 2020<sup>(1)</sup>



Signed lease for new Grade A head office, moving in 2021



Introduced a New Code of Conduct for Independent Contractors



Continued Community Giving Program across all global offices

1. Based on Ascend Half Life Current Market Value (HLCMV) as of December 31, 2020 of Owned, Managed, and Committed portfolio. For committed portfolio, purchase price is used in lieu of HLCMV.

DAE's ESG Targets	FY2020 Benchmark	FY2021 Target	FY2025 Target
<b>Core Business Targets</b>			
<b>ESG Rating</b>	None	1 Rating	1+ Rating
<b>Enhanced ESG Assessments</b>	Inaugural Report	Earlier Reporting Include Joramco	Enhance accountability and materiality approach
<b>Increase Fuel Efficient Fleet %</b>	30%	33%	50%+
<b>Environmental Targets</b>			
<b>Maintain Scope 1 GHG Emissions</b>	None	None	None
<b>Increase Winglet/Sharklet Usage</b>	87%	88%	95%+
<b>Increase Sustainable Electricity Use</b>	0%	Introduce Policy	100%
<b>Implement Carbon Offsets for Flights</b>	0%	Introduce Policy	100%
<b>Social Targets</b>			
<b>Maintain Gender Diversity Targets</b>	41% Female	>35% Female	>40% Female
<b>Enhanced Supplier Review Policy</b>	Current policy does not enforce annual appraisal	Review policy to reimplement appraisal	
<b>Increase Employee Training</b>	206 Sessions	10% Increase	25% Increase
<b>Governance Targets</b>			
<b>Stakeholder Communication Policy</b>	None	Introduce Policy	
<b>Introduce External Ethics Hotline</b>	EthicsPoint Internal	Introduce external EthicsPoint access	



# GIVING WINGS TO AMBITIONS



[investorrelations@dubaiaerospace.com](mailto:investorrelations@dubaiaerospace.com)

