

China Aircraft Leasing Group

Full value chain aircraft solutions provider

2023 Annual Results

March 2024



1.1 Stable financial and operational performance in 2023





Note: 1. Including the compensation received in 2023 from the aircraft remained in Russia

Including proposed 2023 final dividend of HKD 0.15 per share. The company resumes scrip dividend scheme for final dividend.
 Figures adjusted by excluding exceptional and non-cash item related to impairment on CAG project to better reflect the company's performance.

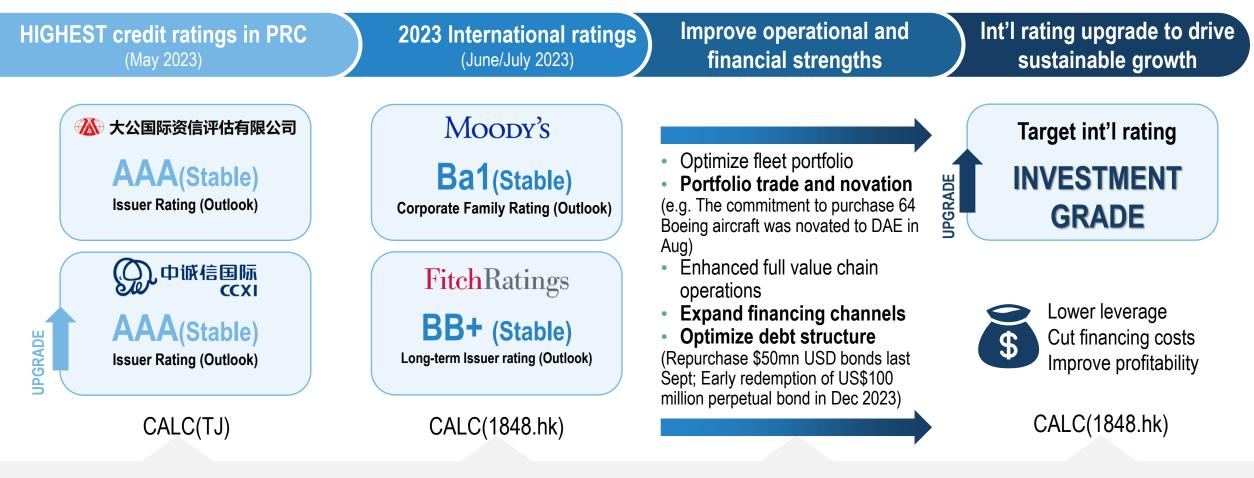
Note: 4. Represented by the cash received over the amount of invoice billing

5.Adjusted average rental yield is a weighted average calculated as the sum of expected annualized gross lease receipt and

government grants divided by the net book value of aircraft

1.2 Strategic goal: INVESTMENT GRADE

CALC



On-going strong support from China Everbright Limited

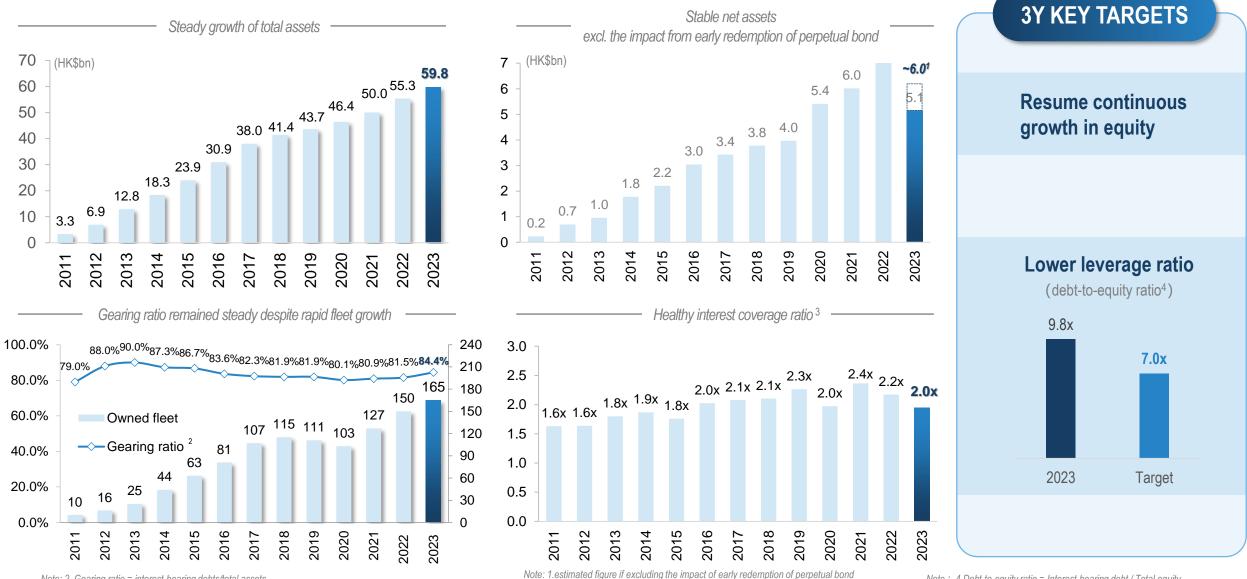
 Became the actual controlling party of CALC(TJ) in 2020

- Increasing shareholdings over the past years to **38.08%** (Dec 2023)

Provided standby revolving credit of US\$ 94mn

1.3 Stable balance sheet with improvement plan in action

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Note : 4.Debt-to-equity ratio = Interest-bearing debt / Total equity

Note: 1.estimated figure if excluding the impact of early redemption of perpetual bond 3. Interest coverage ratio = EBITDA / interest expenses

1.4 Strive to promote China-made aircraft in overseas market

After years of efforts for the successful delivery of ARJ21 to its first overseas carrier, CALC has further set up special project team for China-made aircraft related businesses and affairs to strengthen strategic cooperations with COMAC across the industry value chain so as to play a key role in supporting the manufacturing, marketing, financing, aftermarket services of the China-made aircraft.





 Indonesia carrier TransNusa officially put its first ARJ21 aircraft into commercial operation and successfully completed its MAIDEN COMMERCIAL FLIGHT from Jakarta to Bali

Dec 2022

- Successfully delivered an ARJ21 aircraft to its FIRST overseas carrier TransNusa in Indonesia
- This is the first time for China-made regional passenger jet entering the overseas market, a milestone for the establishment of "One Belt, One Road" and "Dual Circulation" strategic roadmap

Jan 2021

- CALC placed a firm order for 30 ARJ21 aircraft and an option for 30 more from COMAC
- Also signed a tripartite project investment cooperation memorandum with CEL and COMAC to establish in-depth cooperation in areas such as overseas operations of the China-made aircraft, aviation asset management and aftermarket

CALC

1.5 Improved operating environment sustained future growth

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- RPK/ASK keeps growing, industry-wide PLF reached 80%
- Global fleets back to air where single-aisle led the recovery with strong LT demand

Global airline profitability outperformed in 2023 Further improvement expected in 2024

China market back to growth with a promising long-term prospects

• looking to full recovery and back to profit in 2024

• On the way towards the World's largest aviation market

Global wave of Green Aviation urges airlines to speed up upgrading their fleets to new generation fuel-efficient aircraft CALC

Healthy & Sustainable Growth

Aircraft shortage likely persists for years due to supply chain issues

- Longer delivery lead times
- Scheduled delivery tail is long

Aircraft value and lease rate likely to keep trending up

- Narrowbody market values reached or even surpassed 2019 levels
- Double-digit increase in lease rate recorded in 2023 for major NB models

Lessors' market share reached 52% and shall continue to rise

USD interest rate likely peaked with first rate cut expected in 2024Q2 Cheaper cost and abundant liquidity supply in PRC market



2.1 / 2023 Results Overview

HK\$ mn	2023	2022	change
Total Revenue ¹	4,949.1	4,171.0	18.7%
Operating profit	693.7	775.2	(10.5%)
Profit for the year	220.2	215.7	2.1%
Profit attributable to shareholders	28.3	73.6	(61.5%)
EBITDA	4,377.0	3,490.6	25.4%
Net cash flows from operating activities	3,685.9	3,348.6	10.1%
Adj. profit for the year ²	376.8	178.3	111.3%
Adj. profit attributable to shareholders ²	184.9	36.2	410.8%
Final dividend per share (HK\$)	0.15	0.15	_
Full year dividend per share (HK\$)	0.30	0.30	-

Note: 1. including compensation received from aircraft remained in Russia

2. figures adjusted by excluding an exceptional and non-cash item related to impairment on CAG project to better reflect the company's performance.

2.2 Steady revenue growth

HK\$ mn	2023	2022	Change
Total lease income	4,199.2	3,542.2	18.5%
Finance lease income (2023: 48 aircraft vs. 2022: 49 aircraft)	601.0	574.7	4.6%
Operating lease income (2023: 117 aircraft vs. 2022: 101 aircraft)	3,598.2	2,967.6	21.2%
Net income from aircraft transactions and aircraft components trading	124.5	207.1	(39.9%)
Government grants	171.8	212.0	(19.0%)
Interest income from loans to associates and joint ventures	198.6	132.8	49.5%
Asset management service fees income from CAG Group	18.4	19.2	(4.2%)
Others	51.2	57.7	(11.3%)
Compensation received from aircraft remained in Russia	185.4	0	NA
Total revenue	4,949.1	4,171.0	18.7%

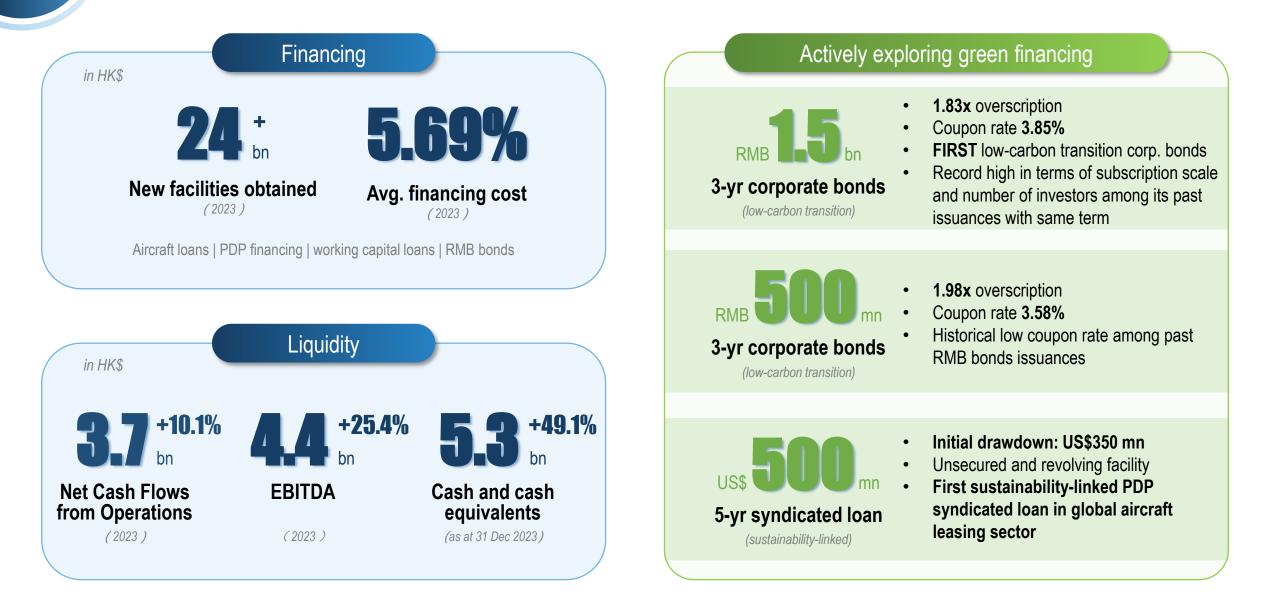
2.3 Total operating expenses

HK\$ mn	2023	2022	change
Interest expenses and payments to trust plans	(2,244.5)	(1,610.5)	39.4%
Interest expenses (bank and other borrowings increased by 15.6% from HK\$33.1 bn at end-2022 to HK\$38.2bn at end-2023 while average US\$ SOFR increased from 2.18% in 2022 to 4.84% in 2023	(1,953.5)	(1,304.7)	49.7%
Payments to trust plans	(291.0)	(305.8)	(4.8%)
Depreciation and impairment (2023: 117 aircraft vs. 2022: 101 aircraft)	(1,618.8)	(1,356.6)	19.3%
Expected credit losses (2023:prudent and sufficient provision for overdue rental account for 45% vs2022:38%)	(51.0)	(83.4)	(38.8%)
Other operating expenses	(341.0)	(345.3)	(1.2%)
Total operating expenses	(4,255.4)	(3,395.8)	25.3%

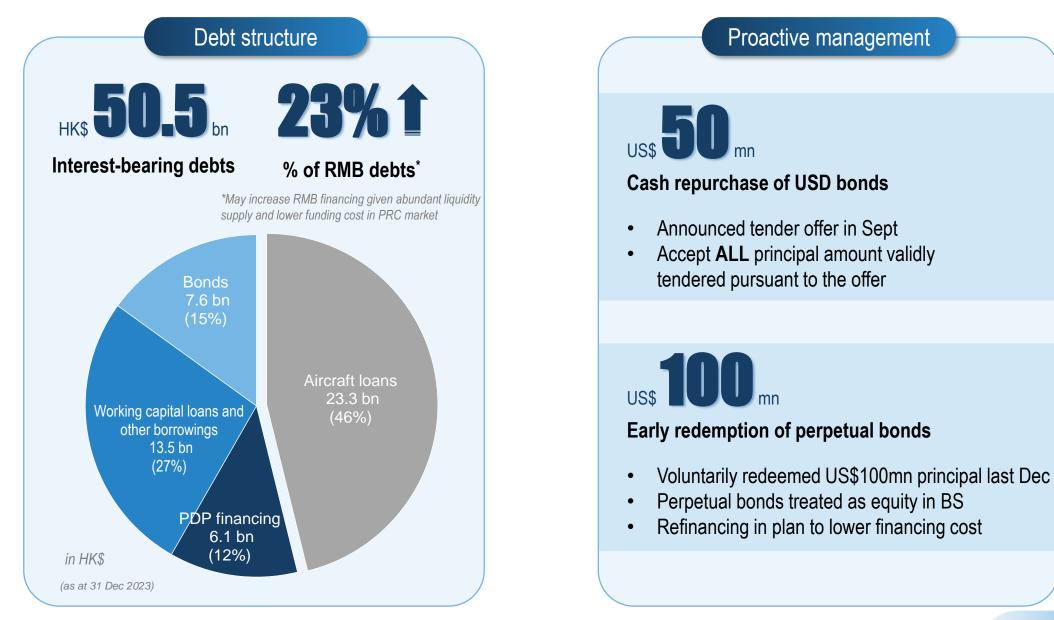
The unprecedented interest rate hike hit our bottom line, but USD interest rates have likely peaked, and such impact shall be mitigated as the rate cut cycle begins.

2.4 Diversified financing channels ensure sufficient liquidity





2.5 **Optimizing debt structure**



2.6 Interest rate and currency risk management



Interest rate risk management

- As of 31 Dec 2023, majority of the interest-bearing debt (HK\$50.5 bn) have been hedged, among which,
 - HK\$20.6 bn floating rate loans were unhedged and would affect cash flows
 - HK\$14.9 bn or less than 30% of the interestbearing debt would affect profit attributable to shareholders.

 US\$ interest rate risk sensitivity test 	
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(HK\$ mn)	Cash outflow	Profit attributable to shareholders
US\$ interest rate up 100bps	206	(149)
US\$ interest rate down 100bps	(206)	149

Currency risk management

• Effectively control currency risk exposure with hedging arrangements



Unhedged RMB currency exchange risk exposure

(as at 31 Dec 2023)

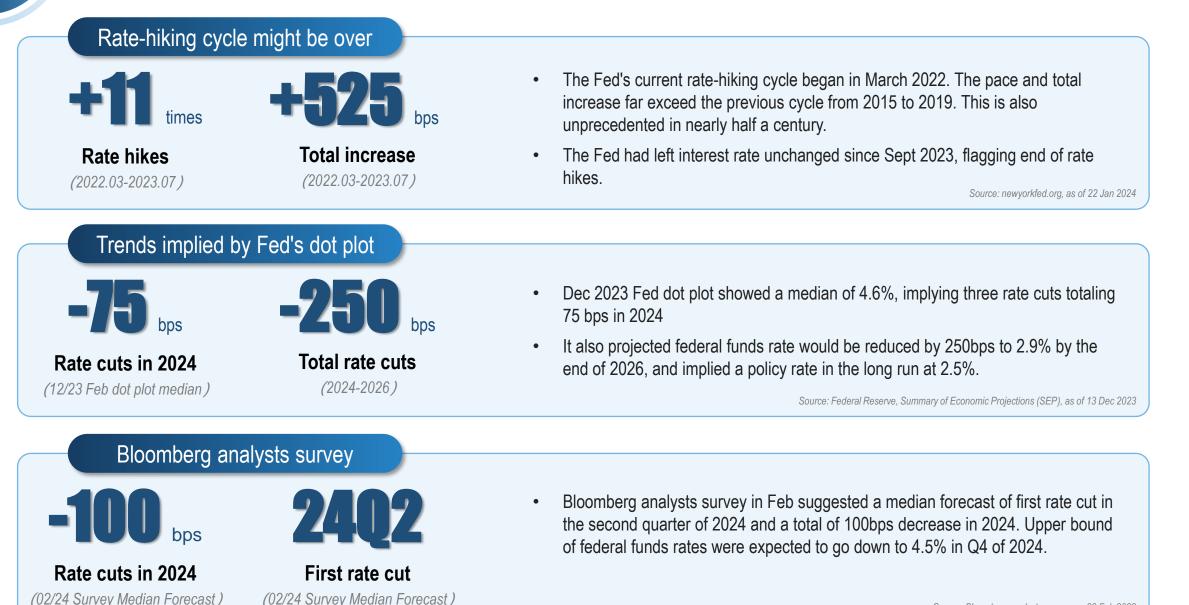
Currency risk sensitivity test

(HK\$ mn)	Profit attributable to shareholders
RMB appreciates against USD by 10%	(551)
RMB depreciates against USD by 10%	551

As at 31 Dec 2023

2.7 **Dollar interest rate likely peaked, rate cuts expected in 2024**





Source: Bloomberg analysts survey, as 23 Feb 2023



3.1 **Prudent fleet management**

CALC





Note: 1. CALC is a one-stop aircraft full-life-cycle solution provider. Its business covers new aircraft and middle-to-aged aircraft. The new aircraft leased fleet refers to the aircraft under the age of 12 in its owned fleet.

Note: 2. excluding 1 aircraft originally leased to a Russian airline which we no longer owned as we received compensation by insurance settlement.

3.2 New-generation fleet portfolio dominated by narrowbody models



(As at 31 Dec 2023)



% of narrowbody (owned fleet)



OEMs	Series	Туре	Owned ²	Managed	Orderbook
Airbus	A320 CEO series	NB	82	17	-
Airbus	A320 NEO series	NB	43	6	113
Airbus	A330 CEO series	WB	13	1	-
Boeing	B737 NG series	NB	22	2	-
Boeing	B737 Max series	NB	2	-	-
Boeing	B787 series	WB	1	1	-
COMAC	ARJ21	Reginal Jet	2	-	28
		Total	165	27	141

Note: 1. Only includes listed lessors with a fleet of more than 100 aircraft, namely Air Lease, AerCap and BOCA; 2. Including one A320 series aircraft that involving Russian Airlines.

3.3 Established a solid long-term strategic partnership with Airbus

CALC

Ten years ago, we introduced the first batch of Airbus fleet to startup airlines in Mainland China and assisted the regional airlines in China to optimize their fleet through its full-value-chain business model. We have joined hands with Airbus to advance into the booming China aviation market and has yielded remarkable results over our ten-year strategic cooperation.

FIRST lessor

100 a/c

First Chinese lessor to place

bulk order of 100 A320

aircraft directly from Airbus

140

2014

142

2015

144

2016

FIRST

36

2013

FIRST

36 a/c

Entered first

with Airbus

36

2012

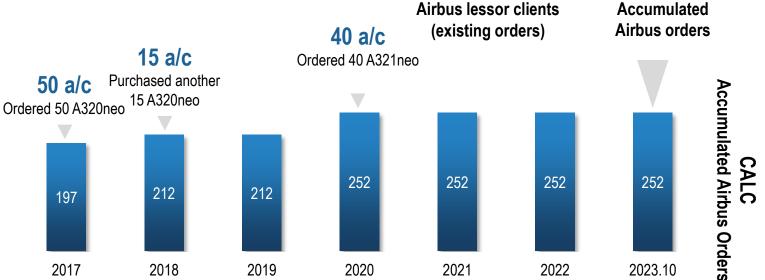
purchase agreement delivery



Airbus lessor clients (accumulated orders) Accumulated Airbus deliveries to CALC









197

2017

Source: Aibus, CALC, as of Oct 2023

3.4 **Global expansion of creditworthy clientele**

CAIC

Repossession and remarketing

ALL aircraft repossessed since 2020 ٠ had been remarked to flag carriers/top-tier airlines (redelivered or signed LOI).

As at 31 Dec 2023

Remarketing/disposal at lease expiries

- Leases of 9 aircraft to expire in 2024:
 - 2 confirmed lease extension
 - 7 around 20 years aircraft already have disposal/recycling plan in progress.

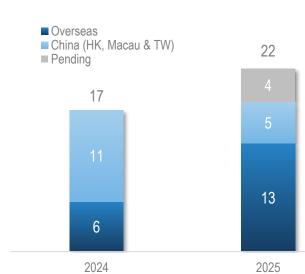
Orderbook placement

•

All aircraft scheduled to be delivered from 2024 to Sept 2025 have been mandated for lease, more than half of which will be leased to overseas flag carriers/top-tier airlines, such as United Airlines, Air India, LATAM, Royal Jordanian

Change in lessees for repossessed aircraft Lease expiries for owned fleet Orderbook placement 79 ≱LATAM VIVa ore 80 Overseas 25 Pending وللكيت، للأرونيت، ROYALJORDANIAN 60 20 سعودية الخليجية 17 SaudiGulf 15 40 One of the LARGEST вапвоо 📶 29 26 airline in Europe 10 22 20 One of the LARGEST 5 9 PACIFIC AIRLINES 6 airline in South Africa \cap 2024 Former lessee remarketing New lessee 2026 2027 2024 2025 2028-2037

As at 31 Dec 2023



Note: Delivery schedule subject to adjustments now and then for various reasons. As at 31 Dec 2023

3.4 Global expansion of creditworthy clientele







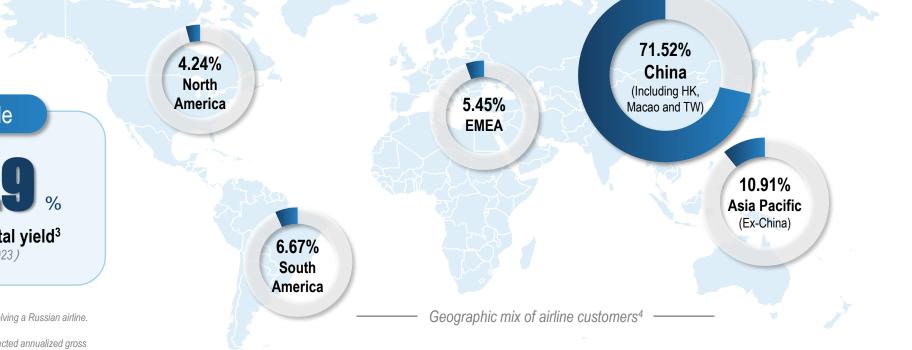
Note

1. 1 repossessed aircraft has already signed LOI for leasing, excluding 1 aircraft involving a Russian airline.
 2. represented by the cash received over the amount of invoice billing

3. Adjusted average rental yield is a weighted average calculated as the sum of expected annualized gross lease receipt and government grants divided by the net book value of aircraft

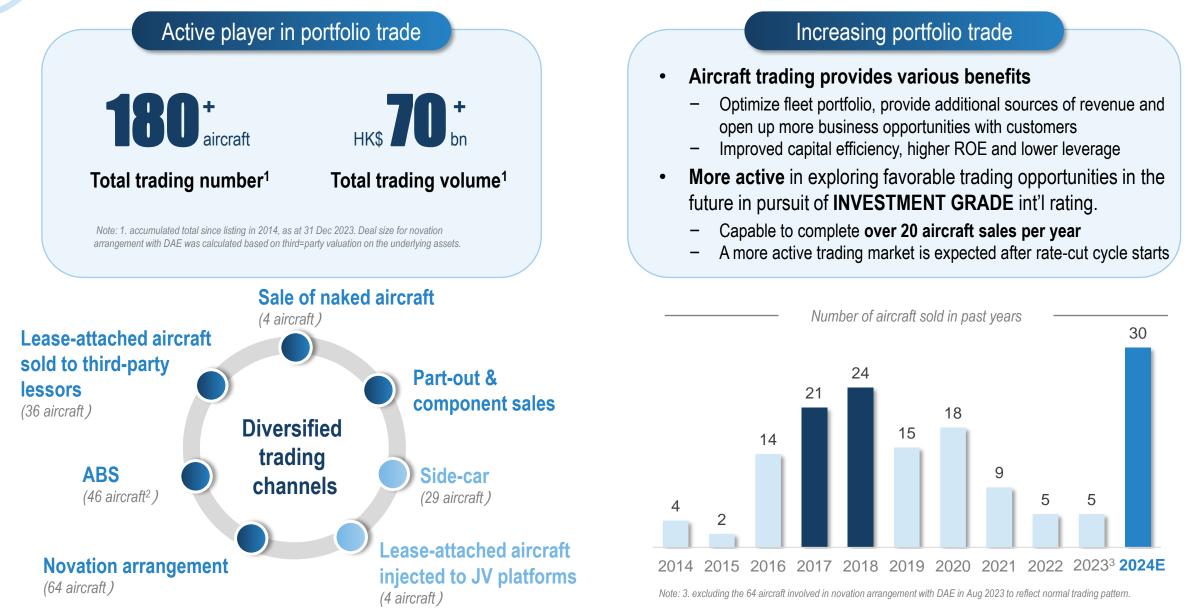
4. As a percentage of owned aircraft, as at 31 Dec2023

- All owned fleet has been leased out¹
- First set foot in three fast-growing markets, Africa, Central Asia and Oceania
- First-time cooperation with 6 top-tier airlines in new aircraft leasing business
- The proportion of overseas customers is expected to keep increasing in the future
- Continue to diversify the geographic mix of our customer base



3.5 / Proven track record in portfolio trade with more deals in plan





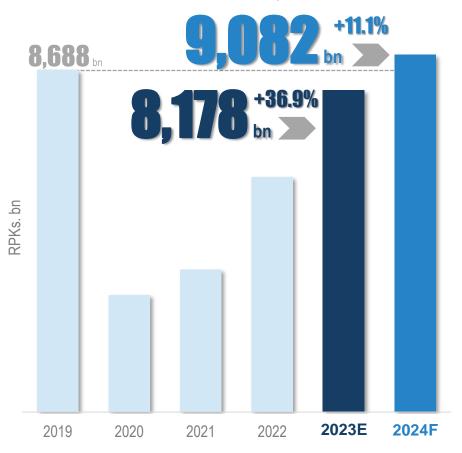
Note: 2. including total number of aircraft under 2 ABS products which were completed in stages from 2013 to 2018.



4.1 Global air traffic bounced back in 2023 with positive outlook in 2024 CALC

Global demand back to normal growth

 In 2023, global revenue passenger-kilometers (RPK) exceeded 8 trillion, reaching 94.1% of 2019 level



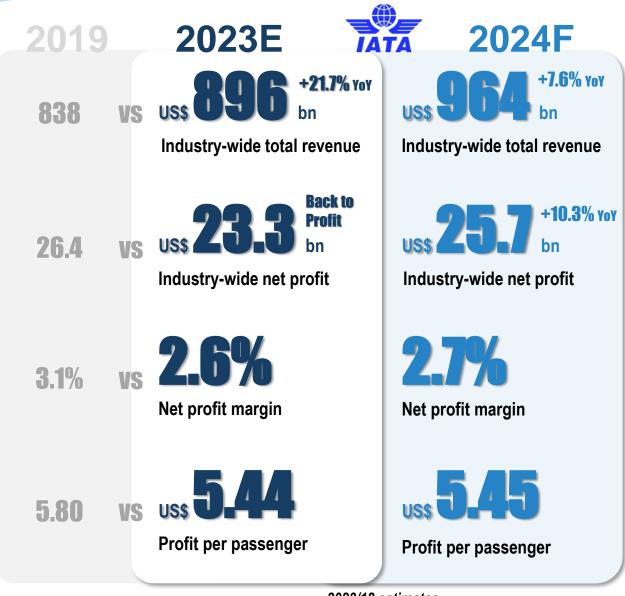
Source: IATA Global Outlook for Air Transport, December 2023. 2023 estimates are revised based on the changes suggested in the December 2023 Air Passenger Market Analysis compared with 2019's, and the projected growth rate for 2024 is revised in parallel.

A strong start in Jan 2024					
99.6 % Total Market Recovery*	Dome	6.7 % stic Market covery*	95.7 % Int'l Market recovery*	79.9 % PLF	
	Jan 2024 (% YoY)		Jan 2 (% change vs the sa		
	RPK	ASK	RPK	ASK	
Total Market	16.6%	14.1%	-0.4%	-0.5%	
International	20.8%	20.9%	-4.3%	-4.1%	
Domostio	40 40/	4 C0/	C 70/	E 00/	

Domestic10.4%4.6%6.7%5.8%Asia Pacific31.8%26.6%-6.7%-6.1%Africa18.1%19.9%5.9%2.5%European10.0%9.6%1.5%3.7%Latin America9.9%5.5%2.0%-1.1%Middle East16.2%15.3%3.9%-3.1%North America6.0%4.1%5.7%5.3%	International	20.8%	20.9%	-4.3%	-4.1%
Africa 18.1% 19.9% 5.9% 2.5% European 10.0% 9.6% 1.5% 3.7% Latin America 9.9% 5.5% 2.0% -1.1% Middle East 16.2% 15.3% 3.9% -3.1%	Domestic	10.4%	4.6%	6.7%	5.8%
European10.0%9.6%1.5%3.7%Latin America9.9%5.5%2.0%-1.1%Middle East16.2%15.3%3.9%-3.1%	Asia Pacific	31.8%	26.6%	-6.7%	-6.1%
Latin America 9.9% 5.5% 2.0% -1.1% Middle East 16.2% 15.3% 3.9% -3.1%	Africa	18.1%	19.9%	5.9%	2.5%
Middle East 16.2% 15.3% 3.9% -3.1%	European	10.0%	9.6%	1.5%	3.7%
	Latin America	9.9%	5.5%	2.0%	-1.1%
North America 6.0% 4.1% 5.7% 5.3%	Middle East	16.2%	15.3%	3.9%	-3.1%
	North America	6.0%	4.1%	5.7%	5.3%

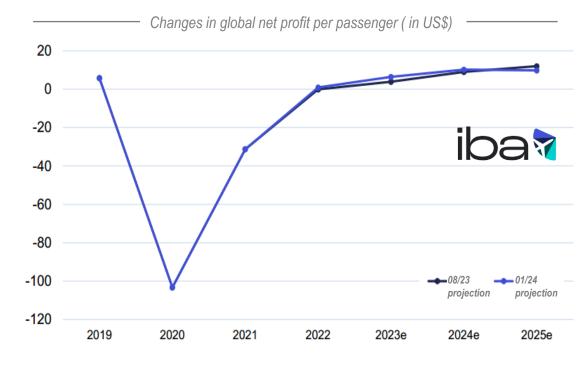
Note: * refers to % change in RPKs compared with same month in 2019 Source: IATA Air Passenger Market Analysis, January 2024

4.2 Improving global airline profitability with further gain expected



IBA predicts further improvement in airline profitability

• In January, IBA raised its forecast for net profit per passenger in 2023 from US\$5.8 to **US\$6.4** and expected its further increase to **US\$10.2** in 2024.



Source: IBA Insight

2023/12 estimates

CALC

4.3 China's civil aviation industry maintains strong recovery momentum CALC

Robust recovery in China's aviation market in 2023

- In 2023, China's air passenger demand has recovered to about 90% of the 2019 level (passenger volume has recovered to 93.9%, while passenger turnover in RPKs has recovered to 88.1%).
- Domestic routes rebounded back and surpassed 2019 level (passenger volume was at 100.8% of 2019 level while passenger turnover in RPKs was at 106.6%); International routes surged more than ten times yoy, and were back to around 40% of its 2019 level

China's aviation market shall exceed 2019 level in 2024

- CAAC had proposed that 690 million air passenger number in 2024. The international routes will accelerate its recovery and is expected to back to about 80% of the pre-Covid levels by the end of 2024; the goal of "industry-wide profitability" has been set for 2024.
- The passenger volume during the Spring Festival season in 2024 hit a RECORD HIGH, with civil aviation transporting a total of 83.45 million passengers across the country, an increase of **51.1%** over the same period in 2023, and an increase of **14.5%** over 2019 level. Strong demand for outbound travel has driven the rapid recovery of the international flights, of which passenger volume during the Spring Festival season rebounded to about 80% of the same period in 2019.

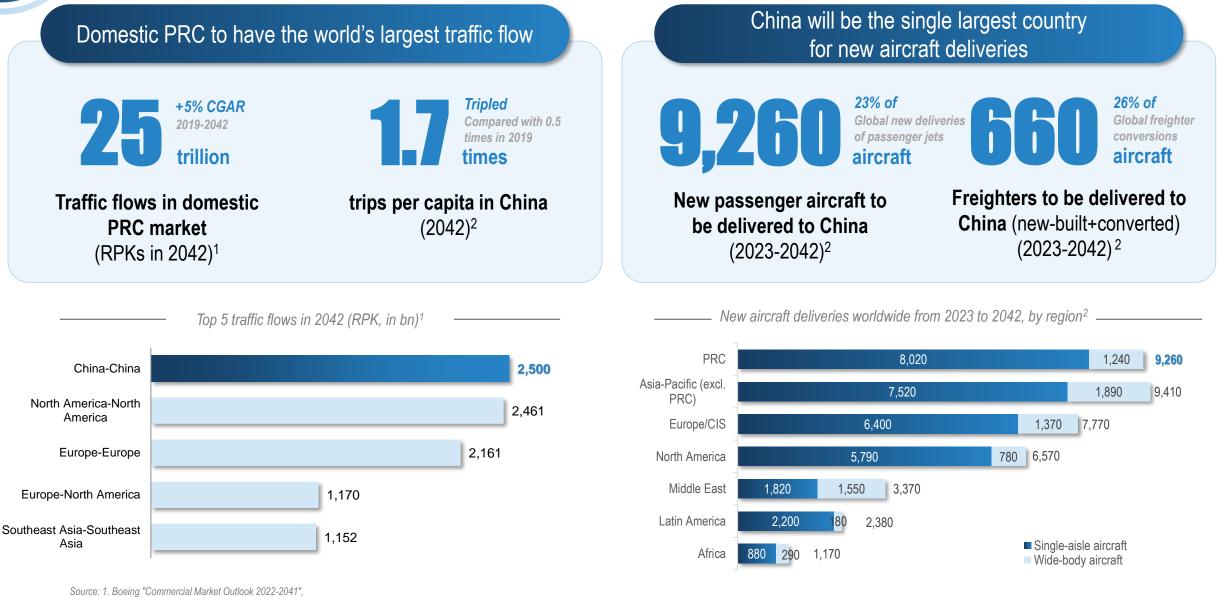


Source: CAAC, as of Dec 2023

Source: CAAC, as of Jan 2024

4.4 China to be the world's largest aviation market





4.5 Narrowbody led the recovery with strong long-term demand

Narrowbody fleet exceeded 2019 levels

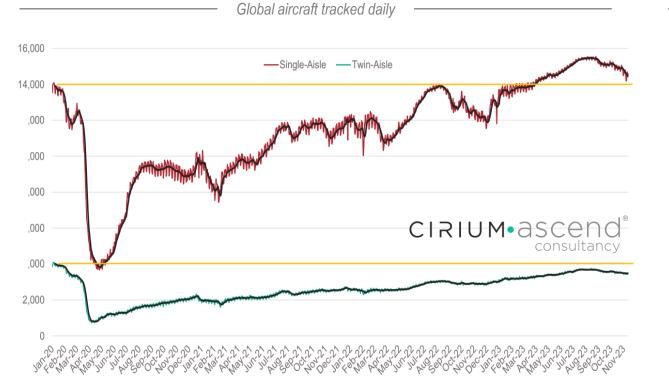
- Single-aisle aircraft tracked on 10 Nov 2023 has **exceeded** the number tracked on 3 Jan 2020.
- Twin-aisle aircraft tracked was only about **86%** of Jan 2020 level.

Narrowbody dominates future global new aircraft demand

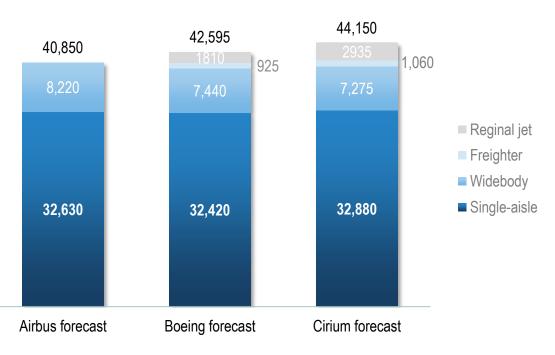
 Global new aircraft demand in the next 20 years is primarily driven by single-aisle aircraft with >32,000 expected new deliveries.

2023-2042 Global new aircraft demand forecasts

• Single-aisle market share will rise to **>70%**.



Source: Cirium Core, commercial passenger jets, utilisation data for aircraft tracked on a daily basis only, as at 10 November 2023.



Source: Boeing "Commercial Market Outlook 2023-2042", Airbus "Global Market Forecast 2023", Cirium Fleet Forecast 2023.

CALC

4.6 Supply chain issues lead to a looming shortage of global aircraft CALC

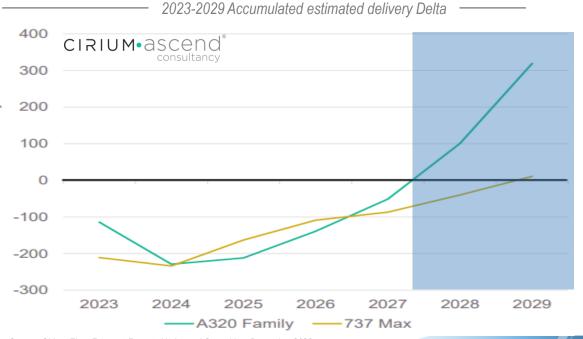
Supply chain issues persist

- In 2022, both Airbus and Boeing failed to meet their initial delivery targets.
- Airbus delivered 735 commercial aircraft in 2023, surpassing the initial delivery target by just 15 aircraft. However, there is still a gap compared to the total deliveries of 863 aircraft in 2019.
- In 2023, Boeing delivered a total of 528 commercial aircraft, including 396 737 Max aircraft. This only met the revised target set for the fourth quarter but fell short of the initial annual delivery target. Additionally, the total deliveries of 528 aircraft accounted for only 65% of the 806 aircraft delivered in 2018. (The grounding of the 737 Max in 2019 resulted in exceptionally low deliveries, which was not applicable for reference here)



The Narrow-body shortage expected to persist until 2027

- Cirium predicts a shortage in the narrow-body aircraft supply due to insufficient new aircraft deliveries starting from 2025 and beyond.
- According to its 2023-28 delivery forecast, it is expected that the significant single-aisle deficit remains through at least 2027 as represented by Airbus A320 series.



Sources: Airbus and Boeing official websites, public information, compiled by China Aircraft Leasing.

Source: Cirium Fleet Forecast Report, Air Ascend Consulting, December 2023.

4.7 Supply chain issues continue to hinder aircraft deliveries

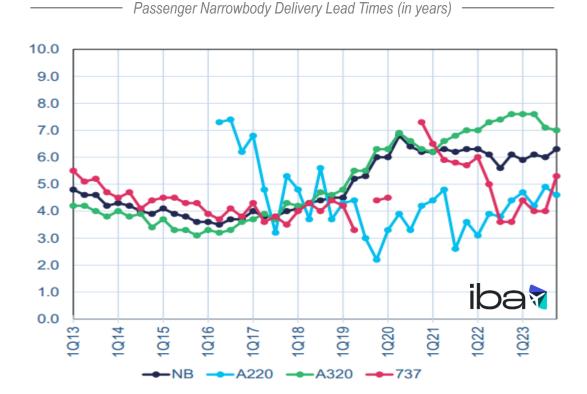


Longer delivery lead times

• Supply chain snags persist, resulting in longer lead times for aircraft deliveries where that for A320 series could be as long as seven years.

Scheduled delivery tail is long

Scheduled delivery tail is long, extending into 2030s in some cases

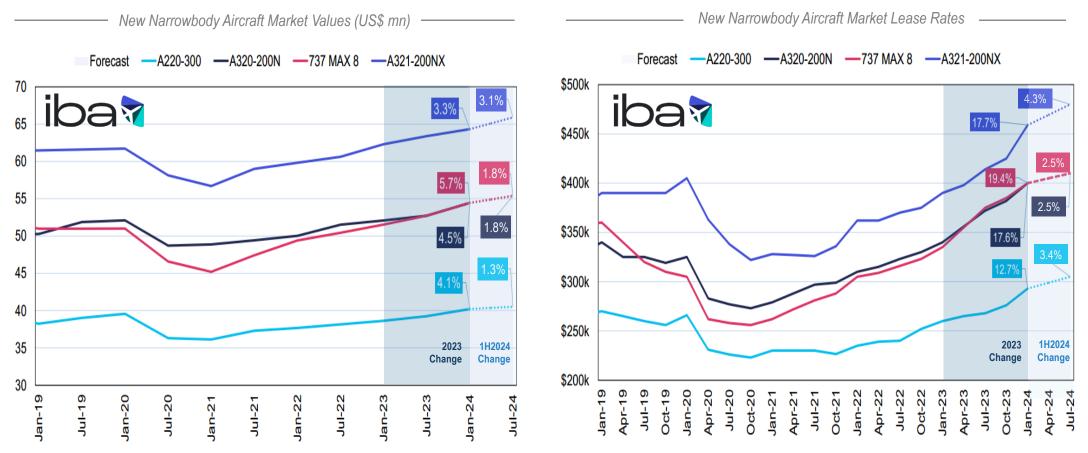




Sources: Cirium Core, passenger jets only, excludes COMAC and UAC aircraft

4.8 Aircraft value and lease rate keep trending up

- CALC
- With strong recovery of market demand, the lower-than-expected production capacity, the continued shortage of aircraft as well as
 the interest rate hike cycle, aircraft values and lease rate have continued to rise in the past two years, particularly for narrowbody
 aircraft, values and lease rates of which had reached/surpassed their 2019 levels, achieving double digits growth in some
 cases.

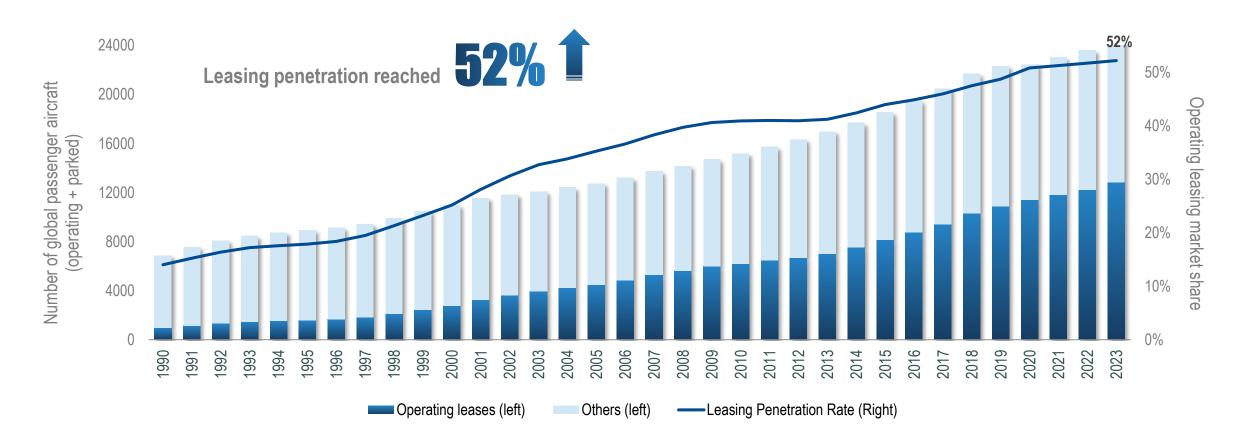


Note: The forecast change data from the beginning of 2024 is estimated by CALC based on the trend of the original IBA chart Source: IBA Insight and IBA Research, compiled by CALC.

4.9 **Lessors gaining power with growing market share**



• Leasing penetration rate had continued to rise over the past years, and further pushed up to over 50% during the outbreak of Covid-19, manifesting the growing power of lessors in aviation industry.



4.10 Global wave of Green Aviation urges airlines to speed up fleet upgrading CALC

Global Aviation Community: Moving towards a Sustainable Future



International Civil Aviation Organization: Carbon Offsetting and Reduction Scheme for International Aviation (CORSIA)



International Air Transport Association: *Fly Net Zero by 2050*



ALI: Aviation Sustainability: Our Future 中国氏航

Civil Aviation Administration of China (CAAC):

14th Five-Year Plan for Green Development of Civil Aviation



Federal Aviation Administration: Aviation Climate Action Plan



Europe's aviation

Destination 2050

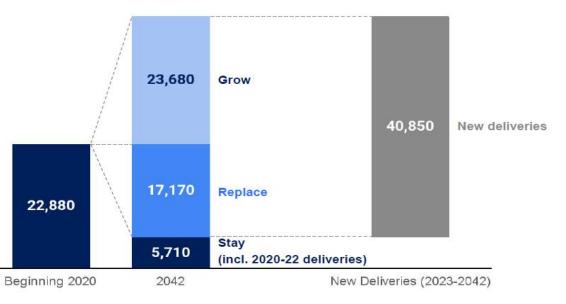


Upcoming substantial fleet retirement and replacement

 Airbus and Boeing both predicted global fleet size would almost double in the next 20 years, half of the new deliveries would replace retired fleet.

> Replacement in global fleet between 2023 and 2042 (Number of Aircraft)

46,560



Source: Airbus "Global Market Forecast 2023"

THANKS

[Disclaimer]

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