

# **UBS** Asian Investment Conference





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28 MAY 2025



### **Latest Developments**



QUALITY

- 829 aircraft and engines owned, managed and on order
- 5.1 years average fleet age; 7.9 years average remaining lease term<sup>1</sup>
- 100% aircraft utilisation rate



- Total liquidity of US\$6.5 billion<sup>2</sup>
- Issued US\$500 million of 3Y bonds in Jan 2025 at 4.750%
- US\$1.5 billion club loan at attractive margin over SOFR
- Well positioned to support future investment



- A- by S&P Global Ratings
- STRONG CREDIT RATINGS
- A- by Fitch Ratings, outlook raised to stable from negative



INVESTMENT

**STRATEGY** 

- In 1Q 2025:
  - Delivered 11 new aircraft
  - Signed 16 lease commitments
  - Sold four owned aircraft and one engine
  - Committed to acquire 125 aircraft
- Closed 31 March 2025 with a record order book of 346 aircraft
- Placed five Airbus A321NEO aircraft with Thai Airways



- EXPERIENCED MANAGEMENT AND OWNERSHIP
- Experienced management team successfully managed through multiple cycles
- New CFO (Ms Wen Lan) appointed
- Bank of China provides ongoing support

### Long-term sustainable growth



All data as at 31 March 2025 unless otherwise indicated Notes:

- 1. Weighted by net book value and finance lease receivables
- 2. As at 31 December 2024

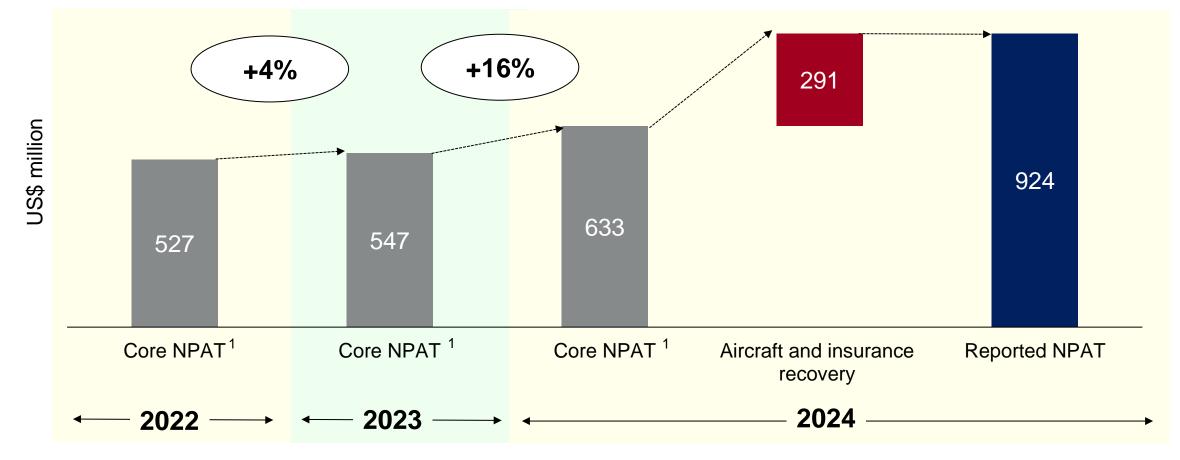
# **Reaching New Highs**

	20242023US\$ millionUS\$ million		Change
Total revenues and other income	2,557	2,461	4%
Profit before tax	1,039	861	21%
Net profit after tax	924	764	21%
Earnings per share (US\$)	1.33	1.10	21%

### Substantial improvement in key metrics



### **Consistent Improvement in Core Business**

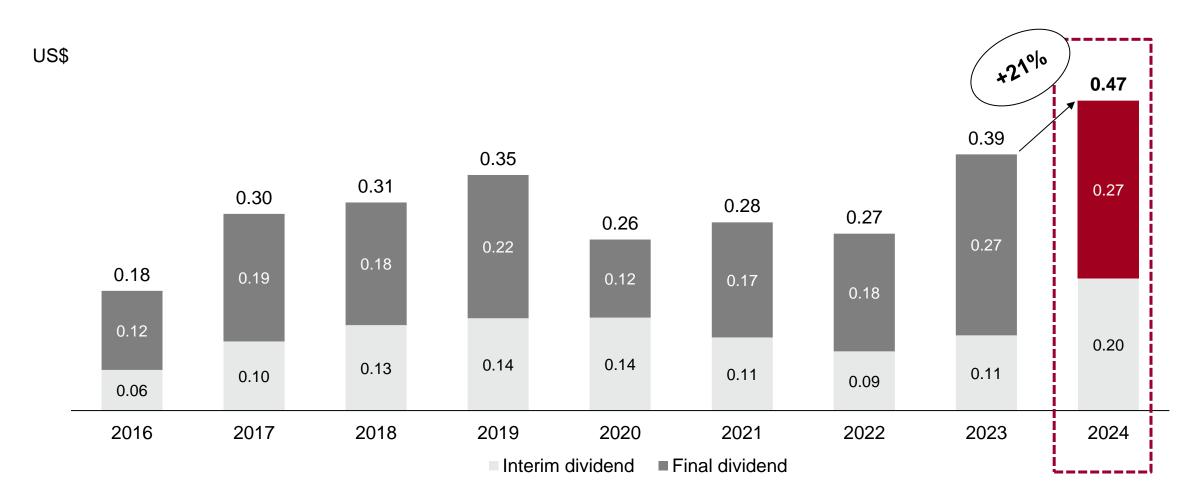


Record performance reflects underlying business growth and success in Russia-related recoveries



Note: 1. Excludes the net impact of write-downs related to aircraft in Russia.

## **Record High Annual Dividends**



Total dividend per share of US\$0.4658 in 2024



May not sum to total due to rounding

## **Strong Balance Sheet and Liquidity**

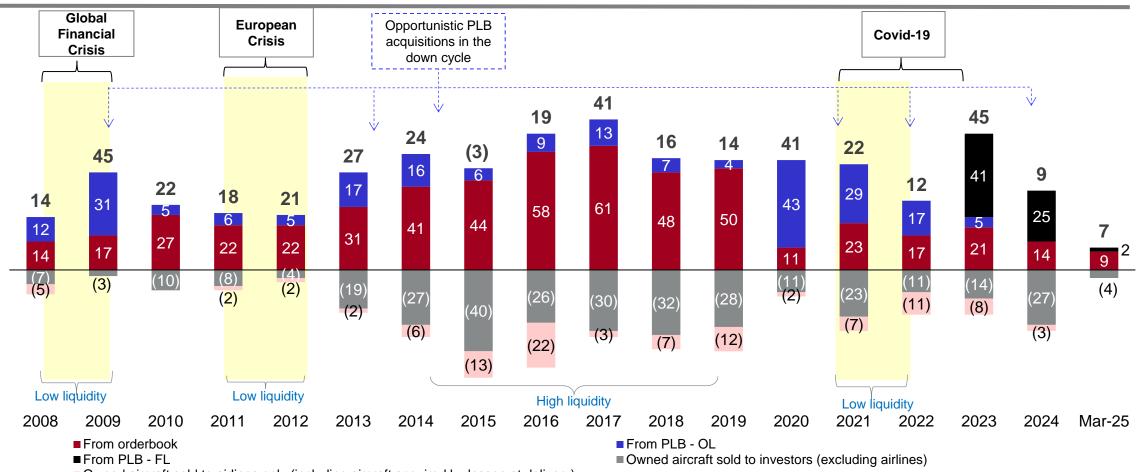
	2024	Change	
Total assets (US\$ billion)	25.1	24.2	4%
Total liquidity (US\$ billion)	6.5	5.6	16%
Total equity (US\$ billion)	6.4	5.7	11%
Net assets per share (US\$)	9.17	8.28	11%
Gross debt to equity (times)	2.6	2.9	0.3x
		t time in the Commencie history	

Total assets exceeded US\$25 billion for the first time in the Company's history



### **How We Invest**

Number of aircraft delivered, purchased and sold



Owned aircraft sold to airlines only (including aircraft acquired by lessee at delivery)

Investing throughout the cycle



### **Total Portfolio Exceeded 800 Aircraft and Engines**

### Our portfolio

Asset Type	Owned	Managed	On Order <sup>1</sup>	Total
Airbus A220 family	23	0	0	23
Airbus A320CEO family	64	13	0	77
Airbus A320NEO family	142	0	197	339
Airbus A330CEO family	8	1	0	9
Airbus A330NEO family	6	0	0	6
Airbus A350 family	9	0	0	9
Boeing 737NG family	57	13	0	70
Boeing 737-8/9	78	0	142	220
Boeing 777-300ER	22	3	0	25
Boeing 787 family	28	1	7	36
Freighters	5	1	0	6
Engines	9	0	0	9
Grand total	451	32	346	829

### 80% of existing fleet is latest technology aircraft<sup>2</sup>

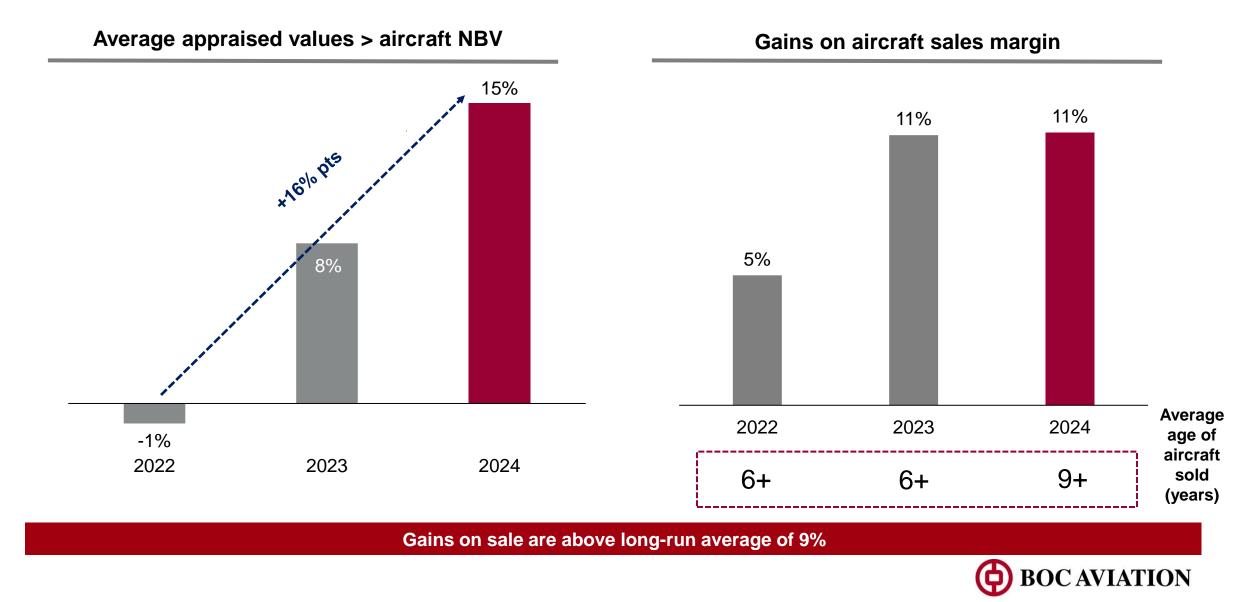
All data as at 31 March 2025 unless otherwise indicated Notes:

1. Comprises all purchase commitments including 10 where an airline customer has exercised the right to acquire the aircraft on delivery

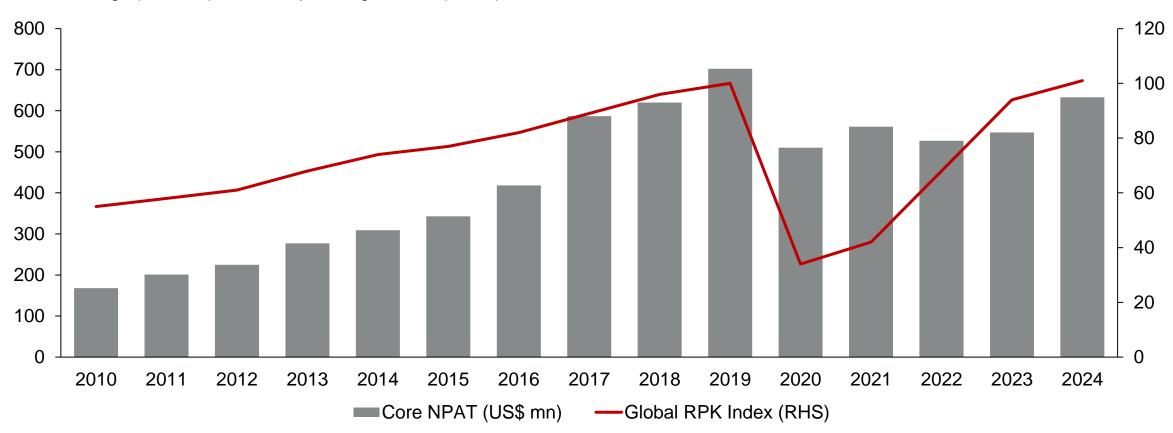
2. Based on net book value and finance lease receivables as at 31 December 2024



### Higher Gains on Aircraft Sales Deliver Additional Business Value



# **Highly Defensive Earnings**

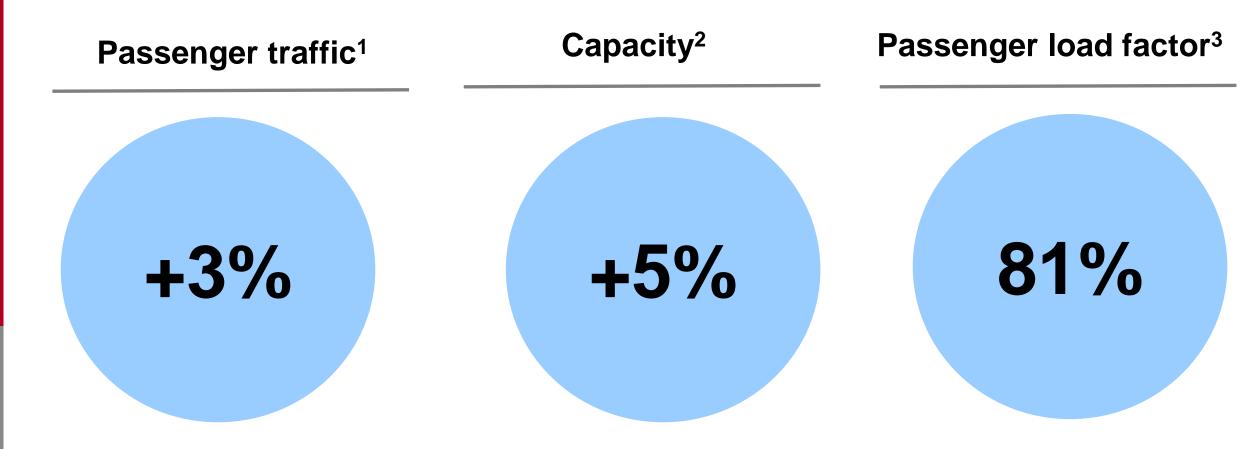


Core earnings (US\$ mn) vs Airline passenger traffic (RPKs)

Earnings have remained impervious to major "Black Swans" that have impacted airline traffic



### Asia-Pacific Airlines Led Passenger Traffic Growth in March



#### Rising aircraft utilisation driven by aircraft shortages

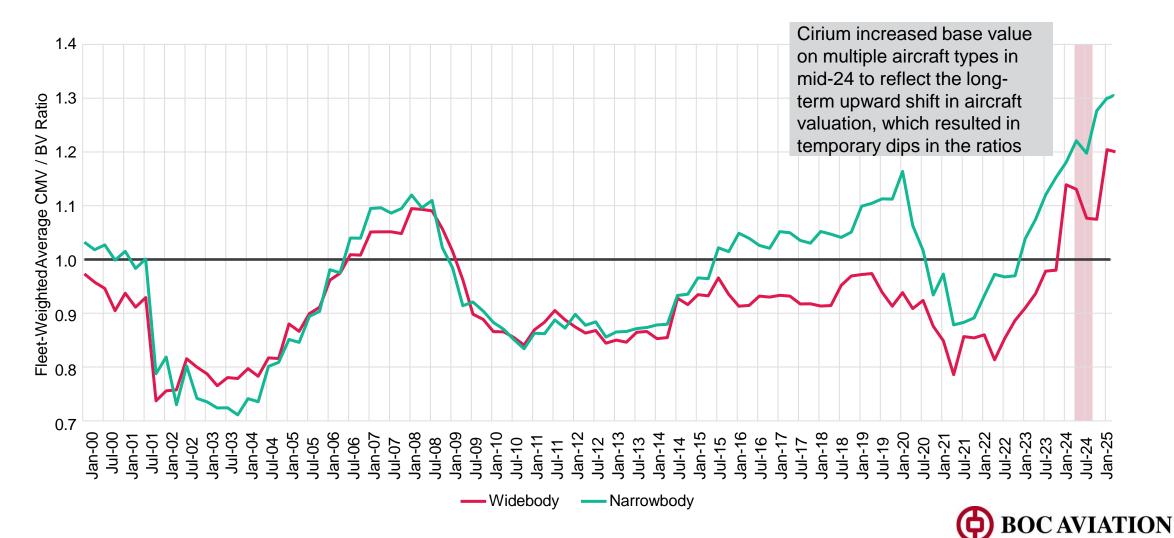
Source: IATA, Air passenger market in detail – March 2025 Notes

- 1. Revenue Passenger-Kilometers (RPK) YoY growth in March 2025
- 2. Available Seat-Kilometers (ASK) YoY growth in March 2025
- 3. Passenger load factor as at 31 March 2025



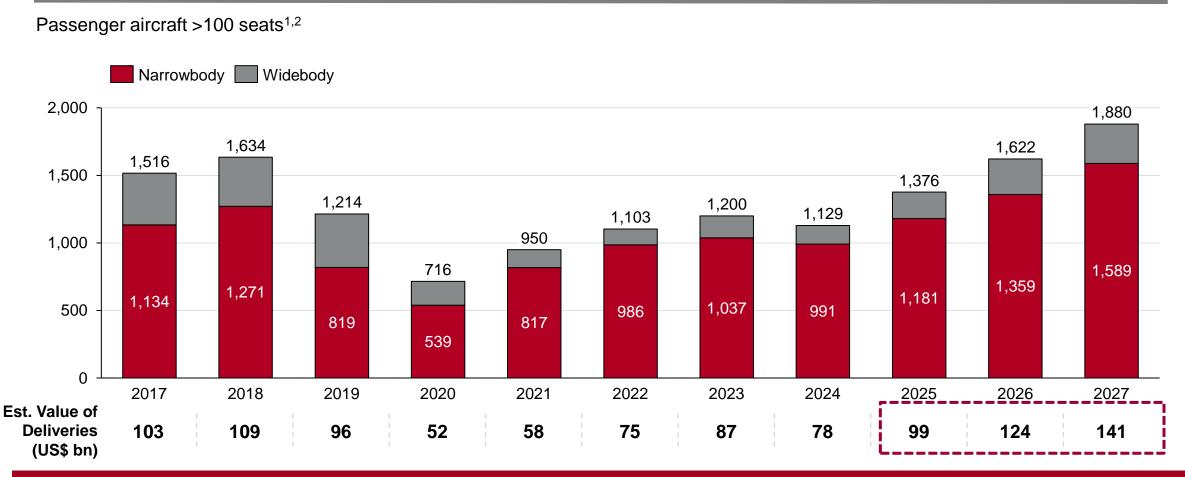
# **Rising High Aircraft Valuations**

As aircraft shortage continues to intensify, ratios for both narrowbodies and widebodies reached have unprecedented levels, and that occurred despite significant increase in BV around mid-2024 artificially pushing down the ratios



# Industry Will Need to Fund Around US\$100 Billion of Aircraft in 2025

Passenger aircraft deliveries



#### Delivery values expected at near record levels in 2025

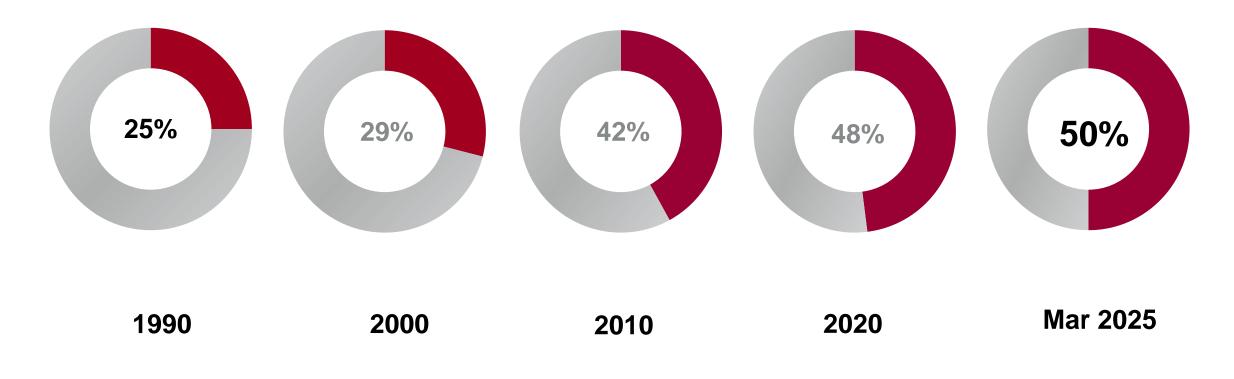
Sources: BOC Aviation analysis, Cirium fleet data, Forecast as at 27<sup>th</sup> Feb 2025, based on guidance published by OEMs Notes:



- 1. Defined as widebody, narrowbody and large regional jets
- 2. Narrowbody deliveries include C919 from year 2022 onwards.

### **Growing Lessors' Share of the Market**

Proportion of fleet on operating lease



### Lessors own 50% of the aircraft market today

Source: Ascend, BOC Aviation's analysis as at 31 March 2025 based on aircraft of 100 seats. Fleet data in 2020 included aircraft in service and aircraft additionally parked from end 2019 due to Covid fleet grounding



### Conclusion



Record 2024<br/>NPAT<sup>1</sup> & dividendRecord aircraft<br/>utilisation in FebRising aircraft<br/>values<sup>2</sup>Market growth<br/>expected in 2025Record aircraft<br/>value premium<sup>3</sup>

#### Building capex pipeline will unlock the path to growth

Sources: BOC Aviation, Cirium fleet data, IATA Notes:

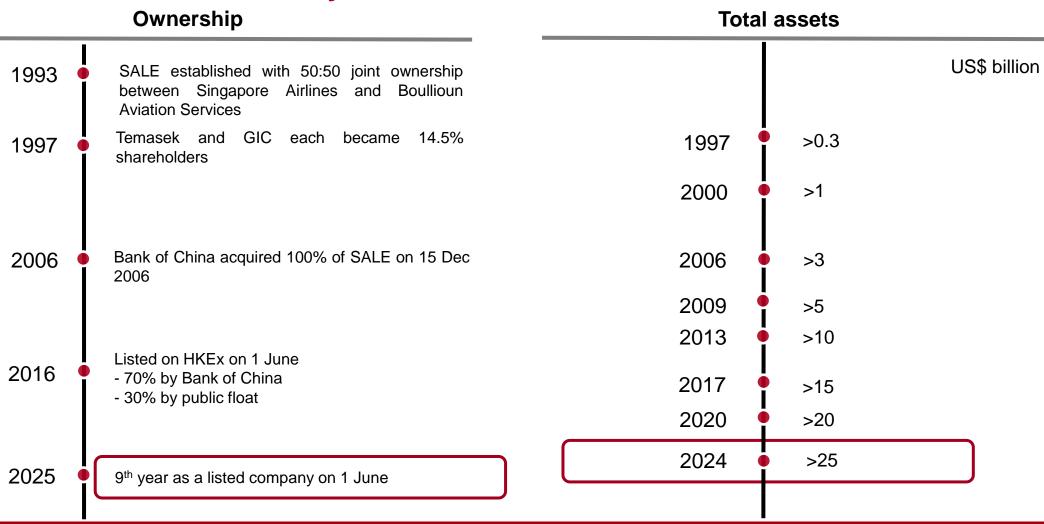
- 1. Including Russia-related recoveries
- 2. Compared to base values
- 3. Average appraised aircraft values over aircraft net book value



# **APPENDICES**



### **The BOC Aviation Journey**



Market capitalisation of US\$5.2 billion<sup>1</sup>



All data as at the end of the relevant period

Note:

1. Source: Bloomberg (as at 30 April 2025)

### **About Us**

Bank of China 70% owned by BOC	Listed on HKEX (2588 HK)
<b>Top 5</b> Global aircraft operating lessor <sup>1</sup>	<b>93</b> customers in <b>48</b> countries and regions <sup>3</sup>
<b>31 years</b> Of unbroken profitability	>US\$7.1 billion Cumulative profits since inception
US\$25.1 billion Total assets	D/E ratio of 2.6 times
<b>US\$6.5 billion</b> Available liquidity	A- credit ratings Fitch / S&P
<b>829</b> Aircraft and engines in fleet <sup>2</sup>	<b>346 / 5.1 years / 7.9 years</b> Aircraft on order/ Average fleet age <sup>4</sup> / Average lease term remaining <sup>4</sup>
	70% owned by BOC Top 5 Global aircraft operating lessor <sup>1</sup> 31 years Of unbroken profitability US\$25.1 billion Total assets US\$6.5 billion Available liquidity 829

#### Industry leader focused on long-term sustainable earnings

All data as at 31 December 2024 unless otherwise indicated

Notes:

- 1. By net book value of owned aircraft
- 2. Includes owned, managed and on order as at 31 March 2025
- 3. As at 31 March 2025
- 4. Weighted by net book value of aircraft and finance lease receivables as at 31 March 2025



### **Our Management Team**



**Steven Townend** 

**Chief Executive Officer** 

& Managing Director



Wen Lan

**Chief Financial** 

Officer







Paul Kent Chief Commercial Officer



Max Qian

Chief Commercial Officer (Asia Pacific & the Middle East)

- 34 years of banking
   2 and leasing
   experience
   0
- Appointed as a Director and Chief Executive Officer and Managing Director on 1 January 2024
- 26 years of banking experience
- Oversees FP&A,
- Financial Control, Accounting and Reporting, Tax, Treasury, Settlement and Board Secretariat departments
- 28 years of airline, legal and banking experience
- Oversees Procurement, Technical, Engines, all operations and related departments
- 29 years of aircraft finance and leasing experience
- Oversees global leasing activities
- 32 years of banking experience
- Oversees Aircraft Sales, Risk Management, Market Research and Financial Products departments

### Highly experienced senior management team



# **Core Competencies - BOC Aviation track record**

### Since inception in 1993:

<ul> <li>Purchas</li> </ul>	ing More th	an 1,200 aircraft	purchased totalling	g more than US\$70 billion
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• Leasing More than 1,400 leases executed with > 190 airlines in > 60 countries and regions

- Financing<sup>1</sup> More than US\$46 billion in debt raised
- Sales 470 owned and managed aircraft sold
- Transitions
   157 transitions
- Repossessions<sup>2</sup> 70 aircraft in 21 jurisdictions

#### The outcome:

Total number of aircraft delivered	937
<ul> <li>Proportion of aircraft sold<sup>3</sup></li> </ul>	50%
<ul> <li>Proportion of transitions<sup>4</sup></li> </ul>	11%
<ul> <li>Proportion of repossessions<sup>4</sup></li> </ul>	5%

All data as at 31 March 2025, since inception unless otherwise indicated Notes:

- 1. As at 31 December 2024
- 2. Includes repossessions and consensual early returns
- As a proportion of aircraft delivered
   As a proportion of leases executed



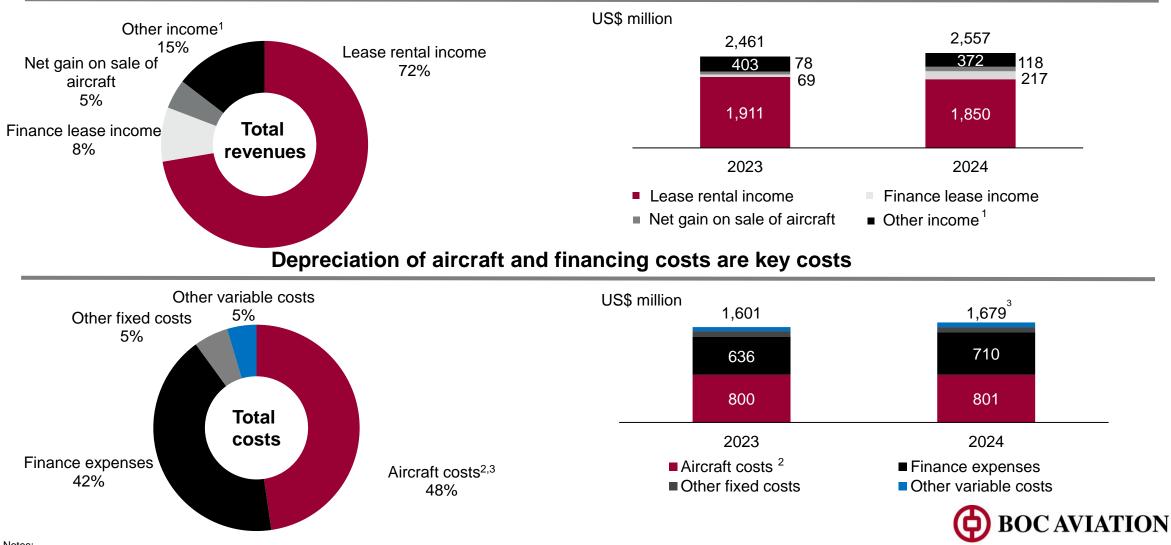
### **Recent Lessor Bond Deals**

Issuer	Pricing Date	Tenor (years)	Amt Issued (US\$ million)	Coupon (%)	Yield (%)	T-Spread at Issue (bps)
BOC Aviation USA Corp	7/1/2025	3	500	4.750	4.914	60
Aercap	6/1/2025	3	750	4.875	5.061	75
BOC Aviation USA Corp	7/5/2024	5.5	500	5.250	5.323	87.5
Aercap	6/1/2025	7	750	5.375	5.497	98
SMBC	24/3/2025	5	500	5.100	5.123	103
BOC Aviation USA Corp	27/8/2024	7	500	4.625	4.808	105
Aircastle	28/1/2025	10	500	5.383	5.383	105
Aircastle	28/1/2025	5	500	5.250	5.435	108
Aercap Sukuk	26/9/2024	5	500	4.500	4.650	110
Aercap	3/9/2024	5	1,300	4.625	4.758	110
Macquarie AirFinance	24/3/2025	3	650	5.200	5.215	120
Air Lease Corp	17/6/2024	7	600	5.200	5.289	122
Aercap	3/9/2024	10	1,100	4.950	5.152	130
Macquarie AirFinance	10/9/2024	5.5	500	5.150	5.154	172

Strength in our cost of debt



### Lease Rental Income Continues to Drive Revenue

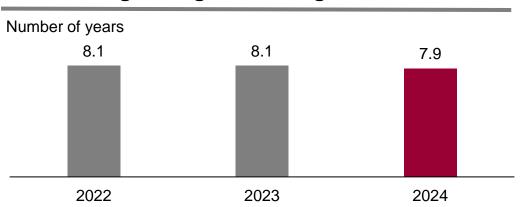


Lease rental income drives total revenues and other income

Notes:

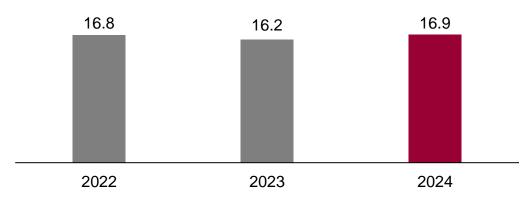
- Includes insurance recoveries in respect of aircraft in Russia and other interest and fee income 1.
- Comprises aircraft depreciation and impairment charges 2.
- 3. Excludes the write back of impairment for two aircraft recovered from Russia

### Long-Term Leases A Key Feature of the Company



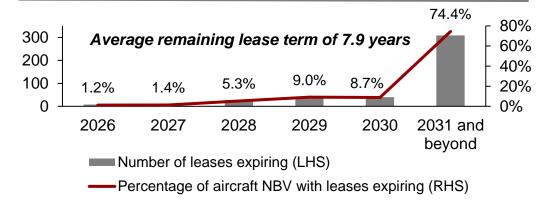
### Rising future committed operating lease revenue

US\$ billion

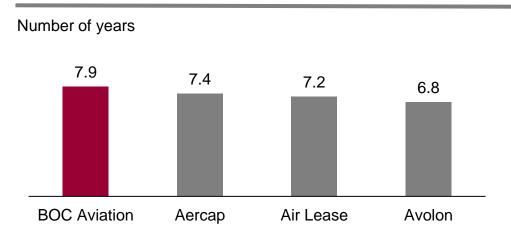


#### A long average remaining lease term<sup>1</sup>





### Industry-leading average remaining lease term



All data as at 31 December 2024

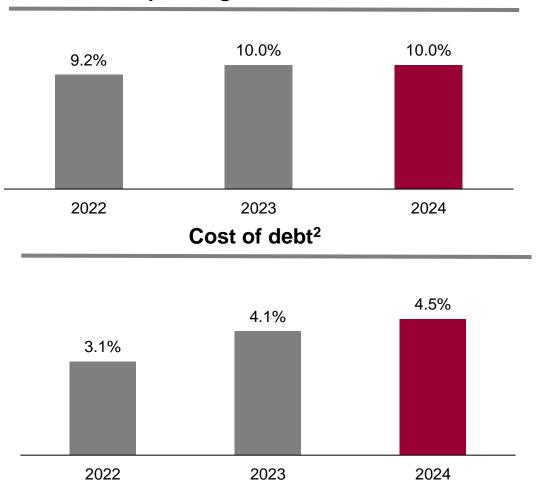
Notes:

I. Weighted by net book value of aircraft and finance lease receivables

2. Owned aircraft with lease expiring in each calendar year, weighted by net book value of aircraft and finance lease receivables

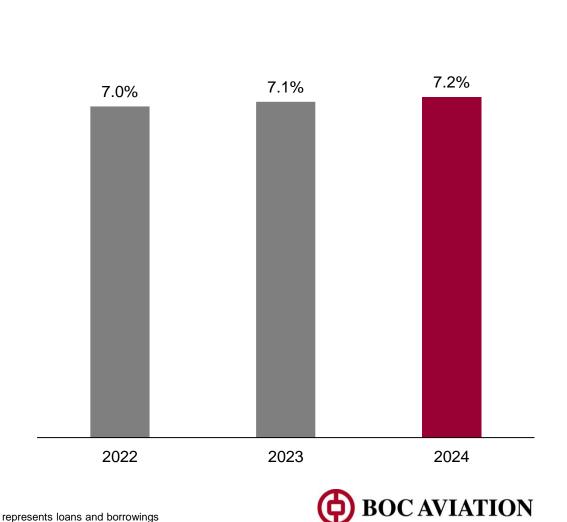


# **Operating Lease Yields Rising**



Operating lease rate factor<sup>1</sup>

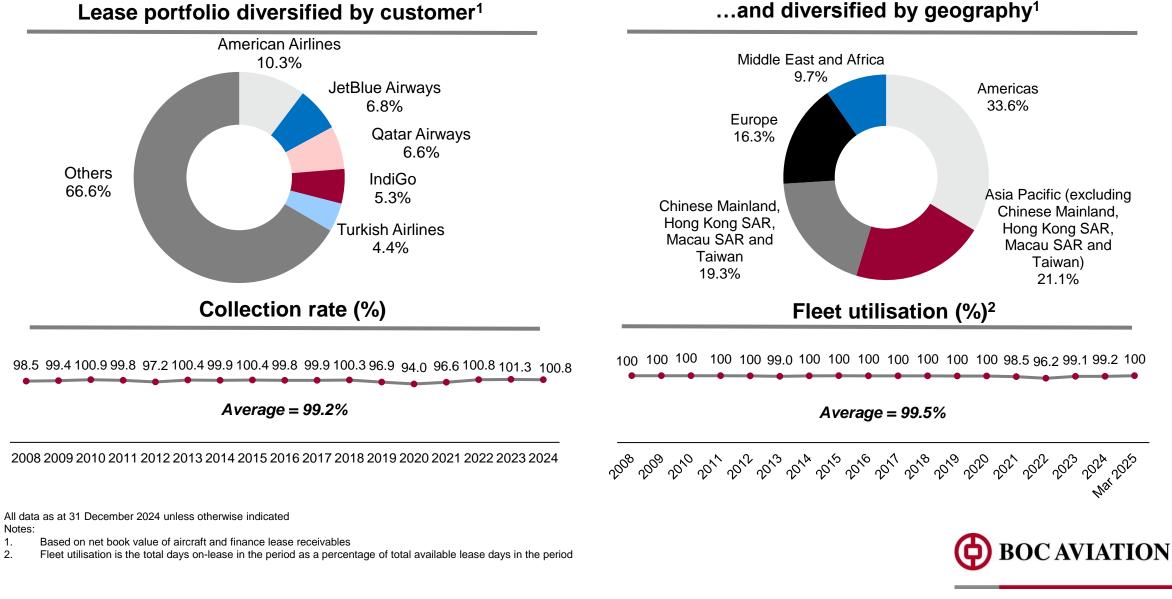
### Net operating lease yield<sup>3</sup>



#### Notes:

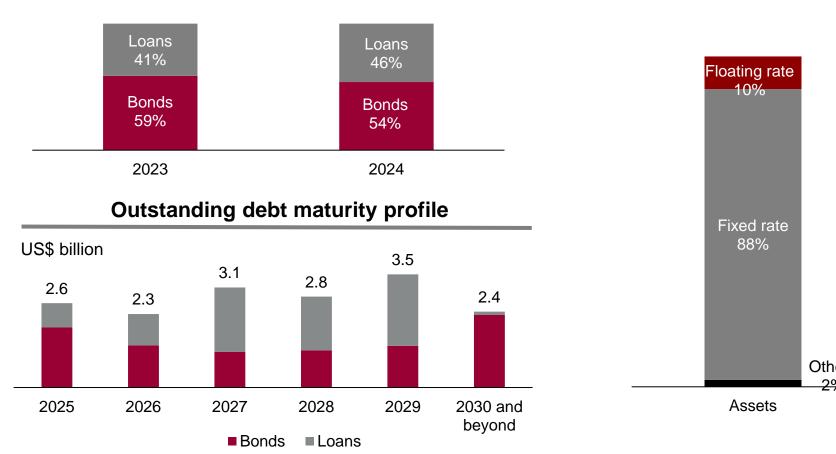
- 1. Calculated as operating lease rental income divided by average aircraft net book value and multiplied by 100%
- 2. Calculated as the sum of finance expenses and capitalised interest, divided by average total indebtedness. Total indebtedness represents loans and borrowings before adjustments for deferred debt issue costs, fair values, revaluations and discounts/premiums on medium term notes
- 3. Calculated as operating lease rental income less finance expenses apportioned to operating lease rental income, divided by average aircraft net book value

# **Globally Diversified Portfolio**

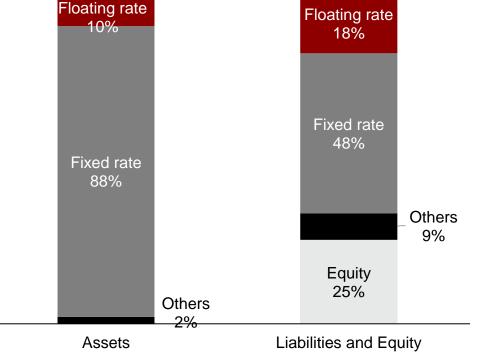


## **Flexible Capital Structure**

Sources of debt



Asset and liability profile

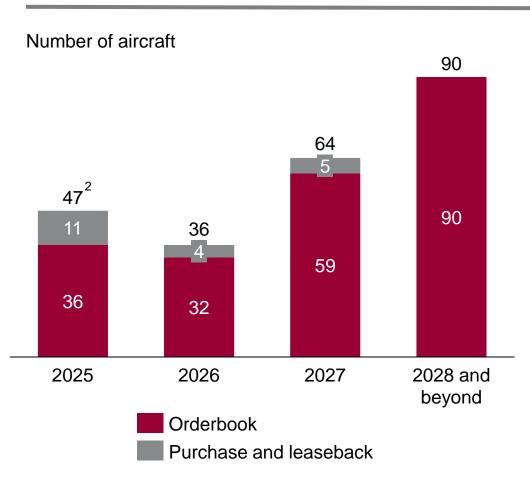


Long-term assets funded by long-term debt

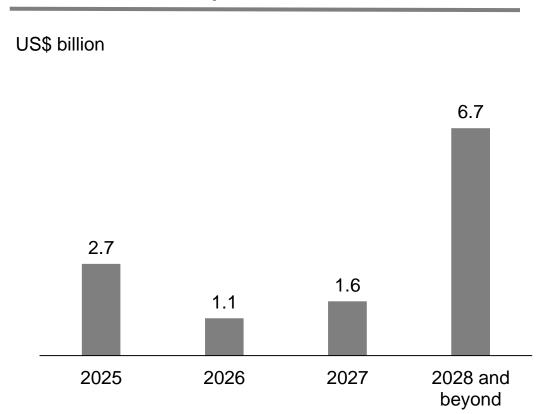


# **Rising 2025 Deliveries**

### Orderbook delivery schedule<sup>1</sup>



### Total committed capex in excess of US\$12 billion



At the end of March, we added 125 aircraft to future deliveries<sup>3</sup>

All data as at 31 December 2024 unless otherwise indicated Notes:

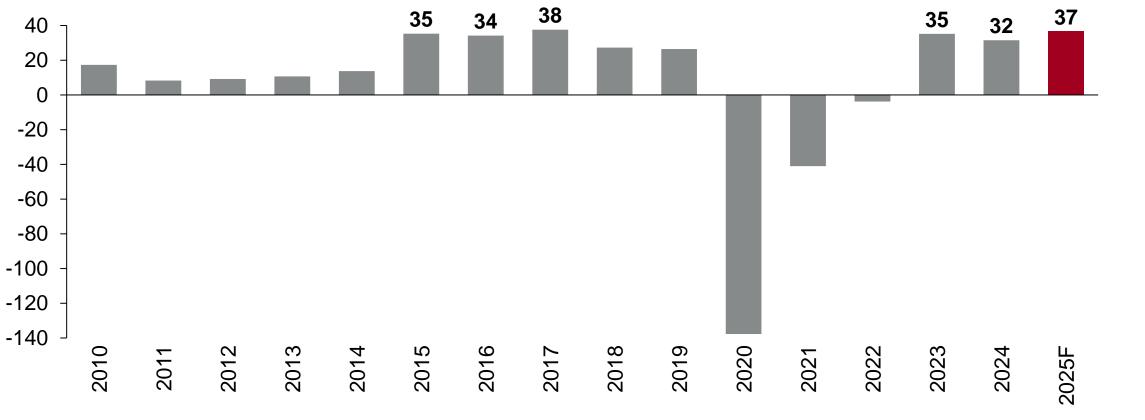
- 1. Based on expected delivery dates as at 28 February 2025
- 2. Includes 5 delivered as at 28 February 2025 YTD
- 3. As at 31 March 2025



# **Improving Airline Industry Profits**

IATA global airline industry net post-tax profit

Estimated / Forecast by IATA Economics, US\$ billion





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