



BOC AVIATION INVESTOR UPDATE

JANUARY 2020

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Another Record First Half Performance

Stable earnings growth¹

US\$321 million
Net profit after tax  **8%**

US\$0.46
Earnings per share  **8%**

Driven by:

US\$930 million
Total revenues and other income  **13%**

8.4%
Net lease yield²  **Stable**

US\$341 million
Core lease rental contribution³  **4%**

US\$352 million
Profit before tax  **7%**

Robust balance sheet⁴

US\$19.2 billion
Total assets  **5%**

US\$4.3 billion
Total equity  **2%**

US\$6.18
Net assets per share  **2%**

Higher interim dividend per share

US\$0.1388
Interim dividend per share⁵  **8%⁶**

All data as at 30 June 2019

Notes:

1. Compared to the first six months of 2018 unless otherwise indicated
2. Calculated as annualised lease rental income less annualised finance expenses apportioned to lease rental income, divided by average net book value of aircraft
3. Calculated as lease rental income less aircraft depreciation and finance expenses apportioned to lease rental income, amortisation of deferred debt issue cost and lease transaction closing cost
4. Compared to the year ended 31 December 2018
5. Payable to shareholders registered at the close of business on the record date, being 3 October 2019
6. Compared to US\$0.1284 paid for 1H18

An Active 3Q/9M19

- Ended September 2019 with total fleet of 509 comprising 309 owned, 36 managed and 164 on order
 - Portfolio utilization of 99.5%
 - Average fleet age of 3.1 years¹
 - Average remaining lease term of 8.3 years¹
- Took delivery of 11 aircraft in 3Q19, 34 in 9M19²
- Signed 11 lease commitments in 3Q19, 50 in 9M19
- Sold 13 owned aircraft in 3Q19, 24 in 9M19 comprising:
 - 22 owned, two managed
 - Completed the sale of 17 aircraft in a portfolio sale announced in June 2019
- S&P Global Ratings and Fitch Ratings have reaffirmed our credit ratings of A-
 - Raised US\$650 million in 10-year bonds under GMTN program, including US\$500 million at tightest ever spread over benchmarks for an aircraft operating leasing company
- Total future committed CAPEX of c.US\$7.7 billion³
 - FY2019 CAPEX expected to be in the US\$3-3.5 billion range based on scheduled deliveries⁴

Consistently strong operational performance

All data as at 30 September 2019 unless otherwise indicated

Notes:

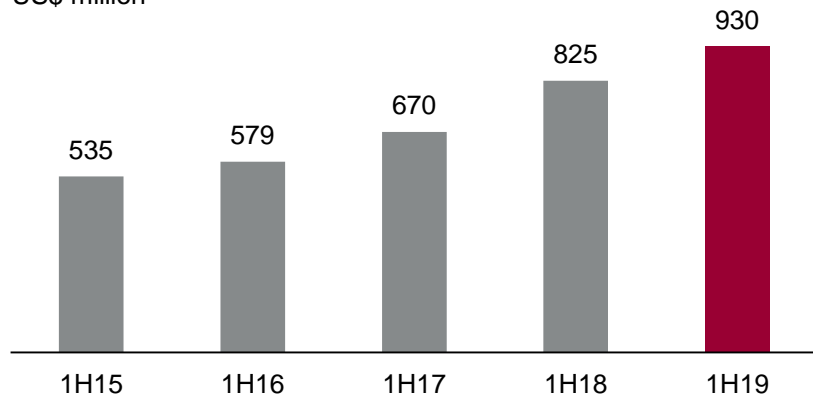
1. Weighted by net book value of owned fleet
2. Including one acquired by airline customer(s) on delivery in 3Q19 and six in 9M19
3. As at 30 June 2019
4. The number of aircraft delivered in 2019 is likely to be lower from currently contracted, and up to 30 aircraft could be delayed out of 2019. Such delayed aircraft instead could be delivered in 2020 or in future years



Record NPAT

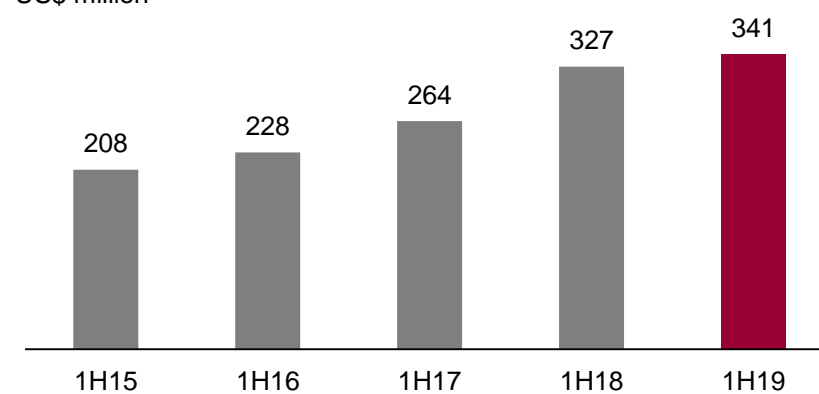
Fleet growth underpins growth in revenues

US\$ million



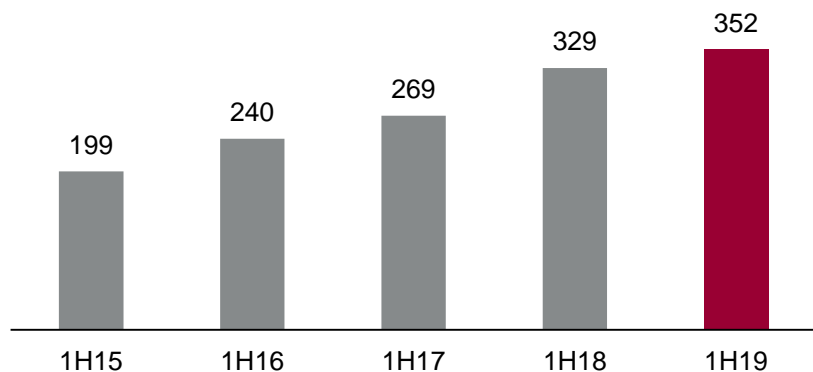
Improving core lease rental contribution¹

US\$ million



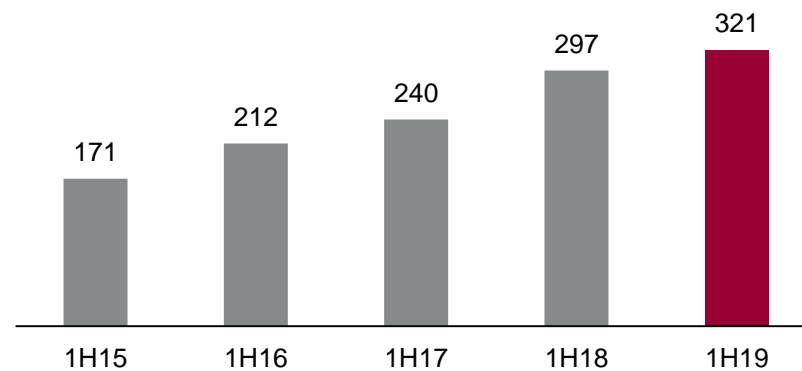
Continuing PBT Growth

US\$ million



Robust NPAT performance

US\$ million



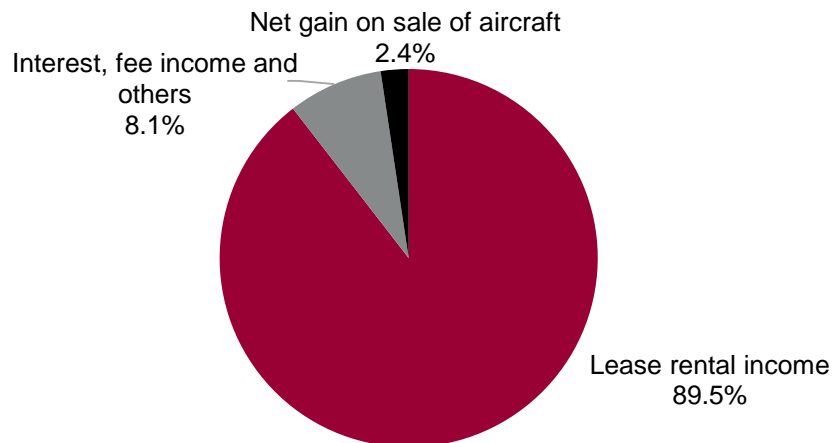
All data as at 30 June 2019

Note:

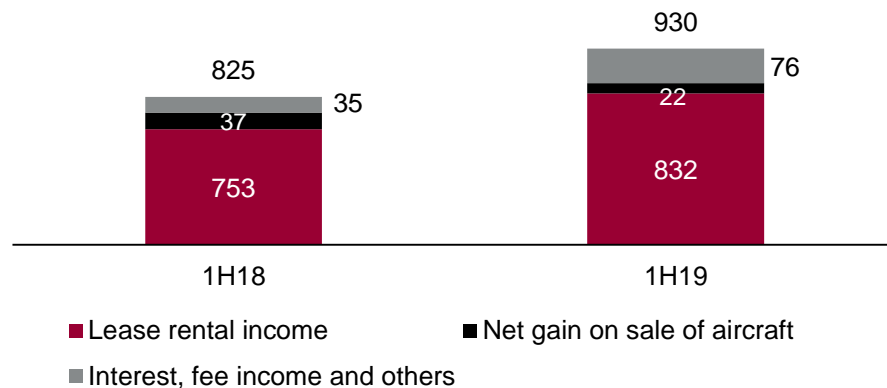
1. Calculated as lease rental income less aircraft depreciation and finance expenses apportioned to lease rental income, amortisation of deferred debt issue cost and lease transaction closing cost

Lease Rental Income Continues to Dominate Revenue

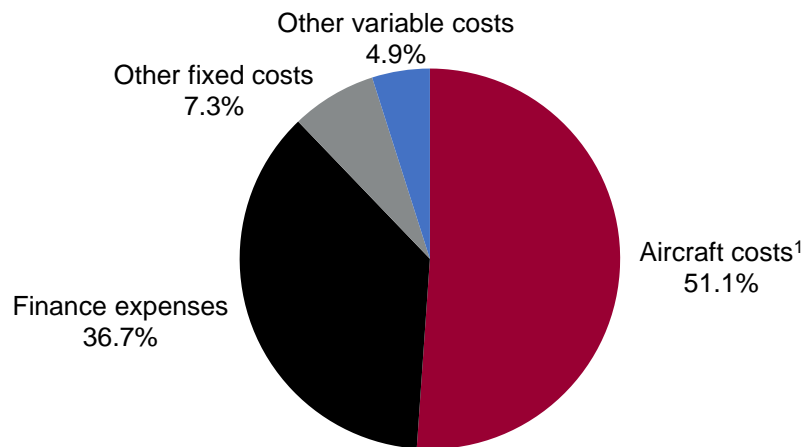
Lease rental income consistently c.90% of total revenue and other income



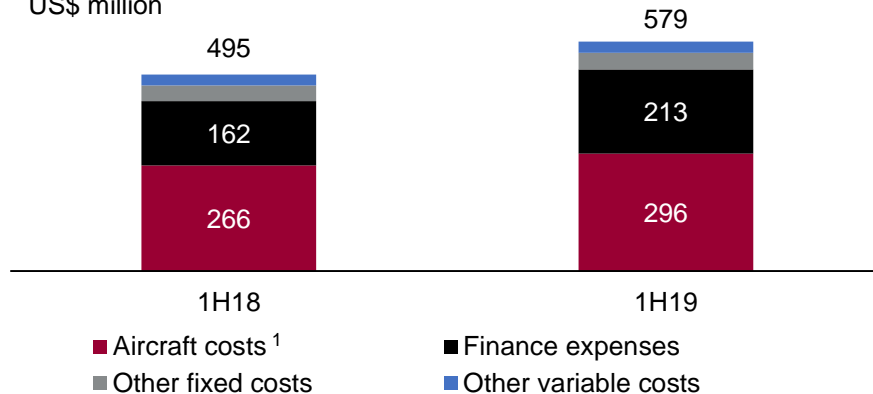
US\$ million



Depreciation of aircraft plus financing costs make up >85% of total costs



US\$ million



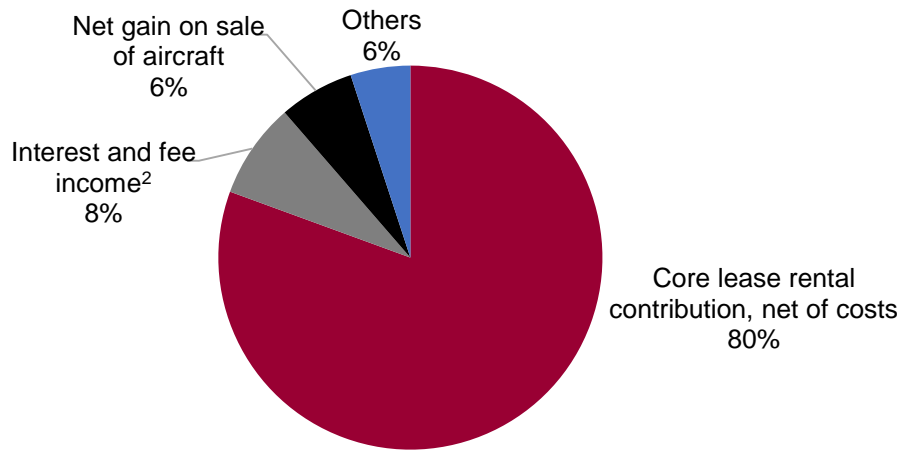
All data as at 30 June 2019

Note:

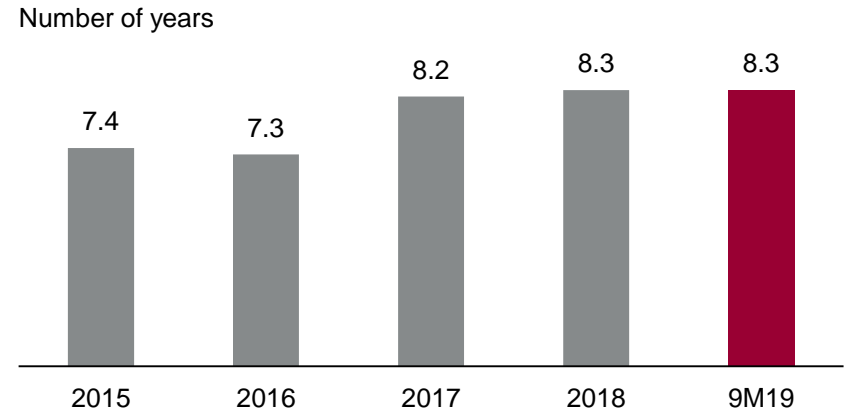
1. Comprises aircraft depreciation

Core Leasing Business Supports Earnings Growth

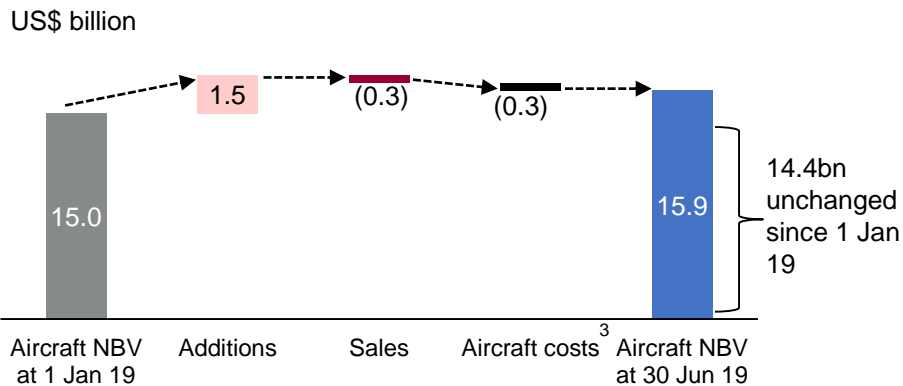
80% of PBT is from core lease rental contribution¹, net of costs



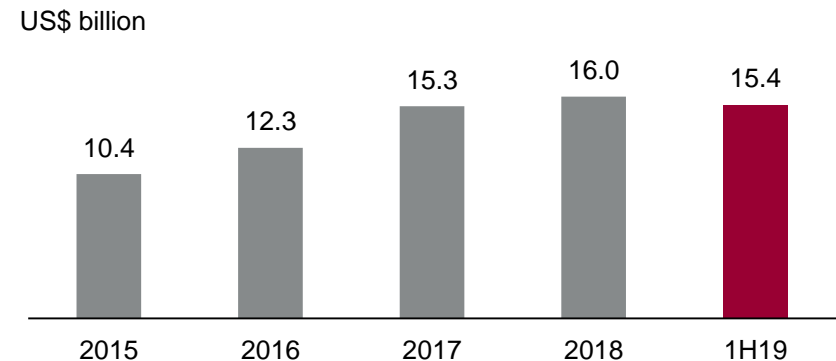
We have a long average remaining lease term⁴



and reflects continued investment in our fleet



and high future committed lease revenue



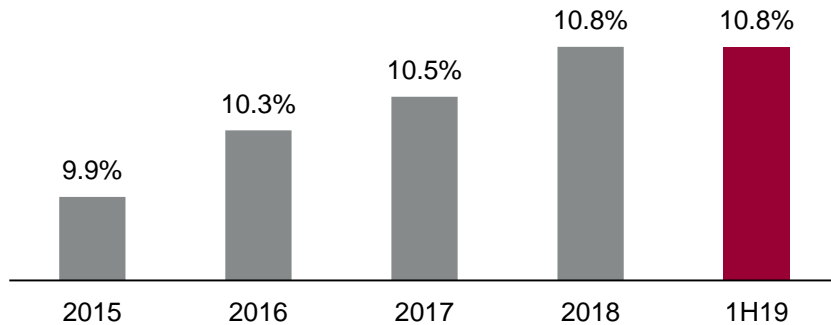
All data as at 30 June 2019 unless otherwise indicated

Notes:

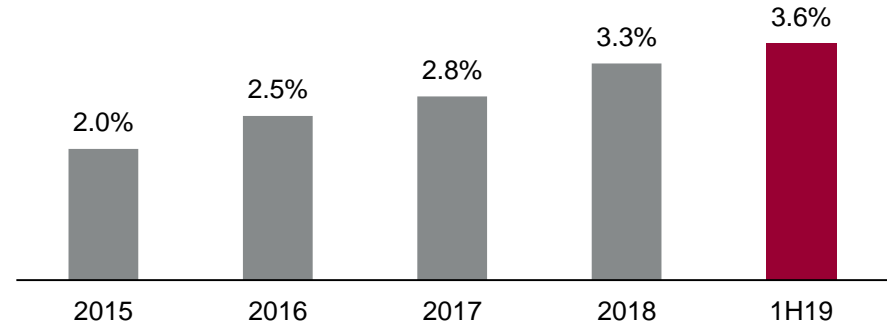
1. Calculated as lease rental income less aircraft depreciation and finance expenses apportioned to lease rental income, amortisation of deferred debt issue cost and lease transaction closing cost
2. Calculated as interest and fee income less finance expense apportioned to interest and fee income
3. Comprises aircraft depreciation
4. Weighted by net book value of owned fleet

Leasing Market Continues to Shift Towards Fixed Rates

Lease rate factor¹ reflects increased proportion of fixed rate leases

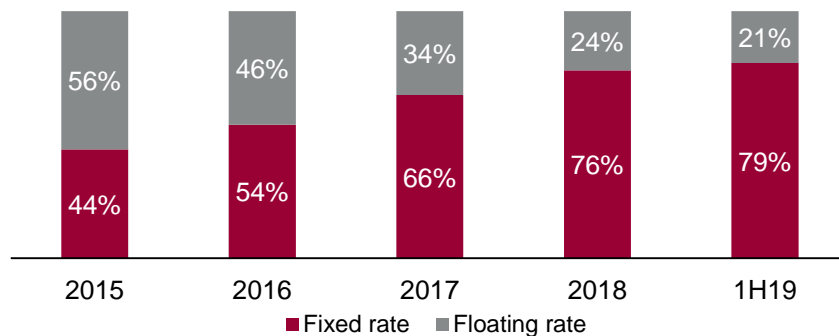


Cost of debt³ reflects more fixed rate funding

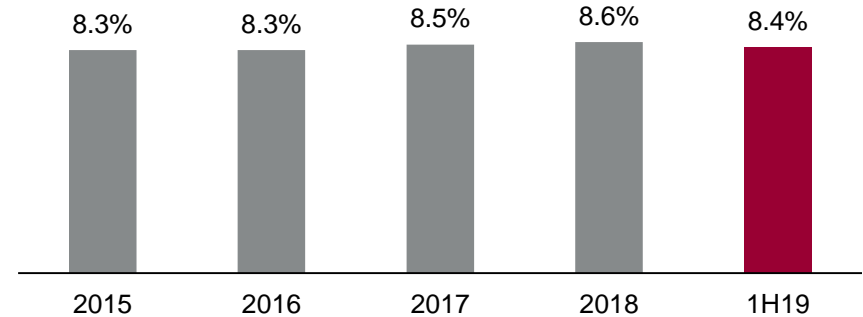


Proportion of fixed rate leases rising steadily²

By net book value



Maintaining net lease yield⁴ at target levels



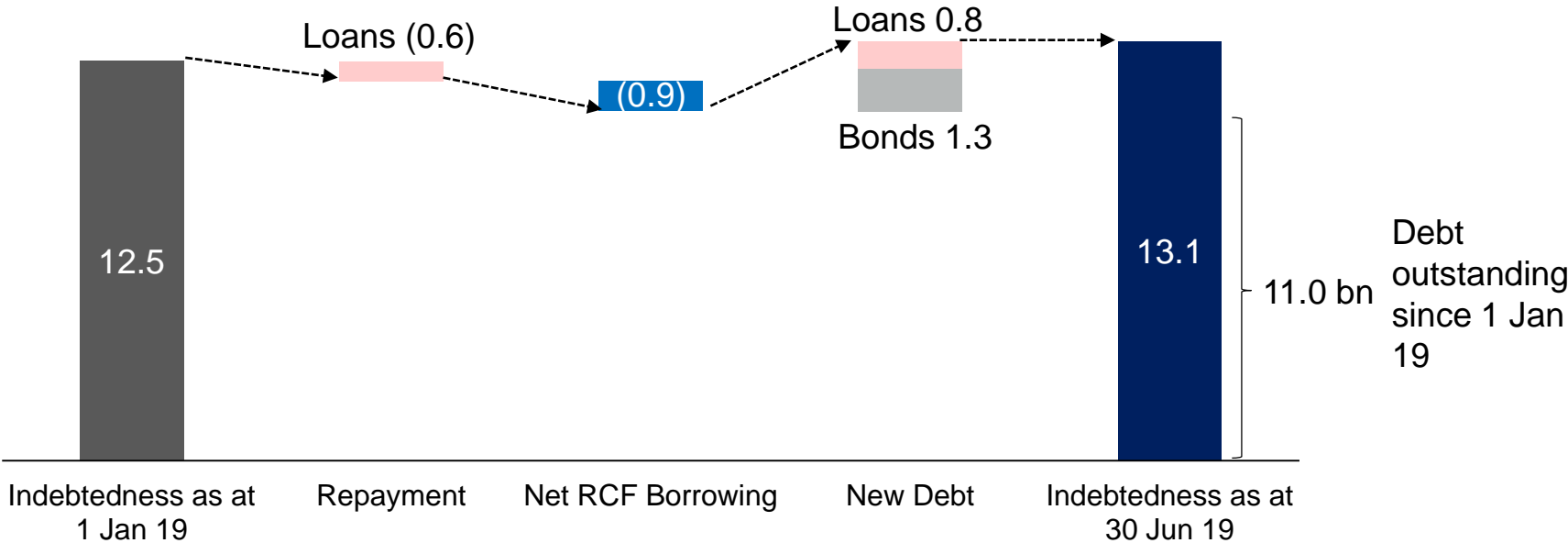
All data as at 30 June 2019 unless otherwise indicated

Notes:

1. Calculated as lease rental income divided by average net book value of aircraft and multiplied by 100%
2. By net book value including aircraft held for sale and excluding aircraft subject to finance lease as well as aircraft off lease
3. Cost of debt is calculated as the sum of finance expenses and capitalized interest, divided by average total indebtedness. Total indebtedness represents loans and borrowings and finance lease payables before adjustments for deferred debt issue costs, fair values, revaluations and discounts/premiums to medium term notes
4. Calculated as annualised lease rental income less annualised finance expenses apportioned to lease rental income, divided by average net book value of aircraft

Stable Debt Structure

US\$ billion

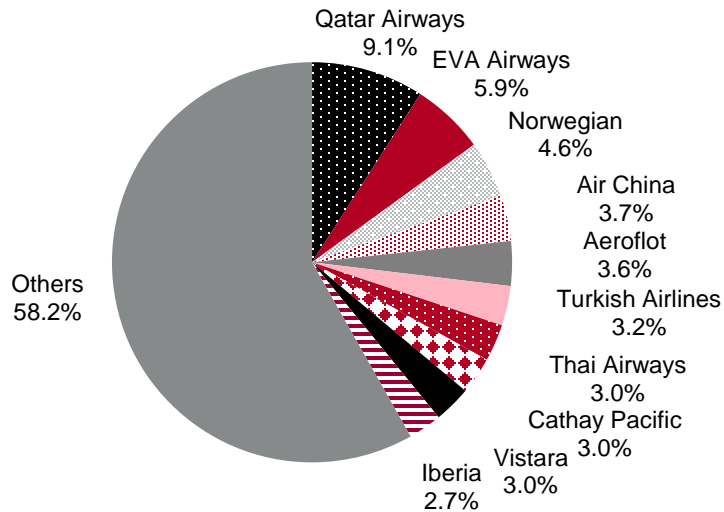


More than 80% of debt unchanged from 1 January 2019

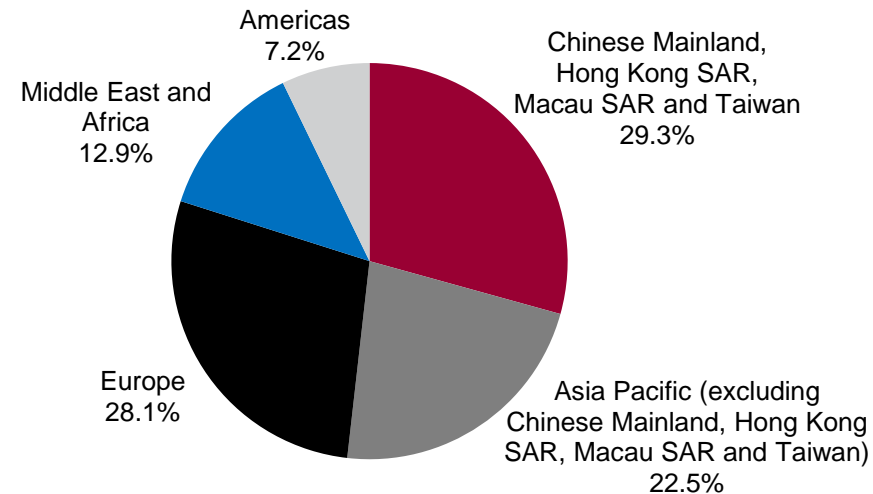


Diversified Portfolio Delivers High Utilization Rate

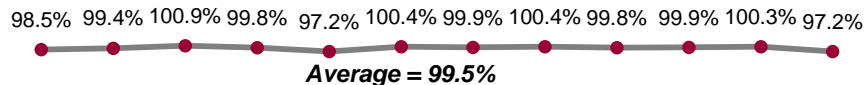
Lease portfolio diversified by customer^{1,2}



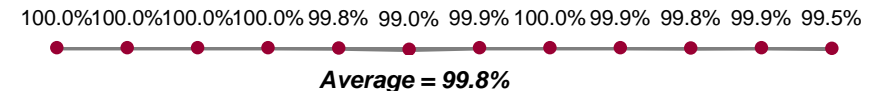
...and diversified by geography^{3,4}



High collection rate⁵



High fleet utilization⁶



2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 1H19

2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 9M19

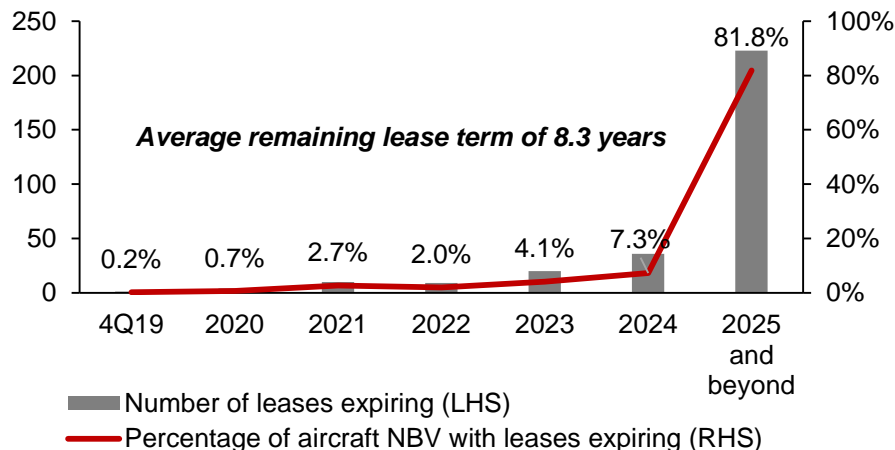
All data as at 30 September 2019 unless otherwise indicated

Notes:

1. Based on net book value as at 30 June 2019
2. For certain airlines, the percentage includes leases to affiliated airlines whose obligations are guaranteed by the named airline
3. Based on net book value as at 30 September 2019
4. Based on the jurisdiction of the primary obligor under the relevant operating lease
5. As at 30 June 2019
6. Fleet utilization is the total days on-lease in the period as a percentage of total available lease days in the period

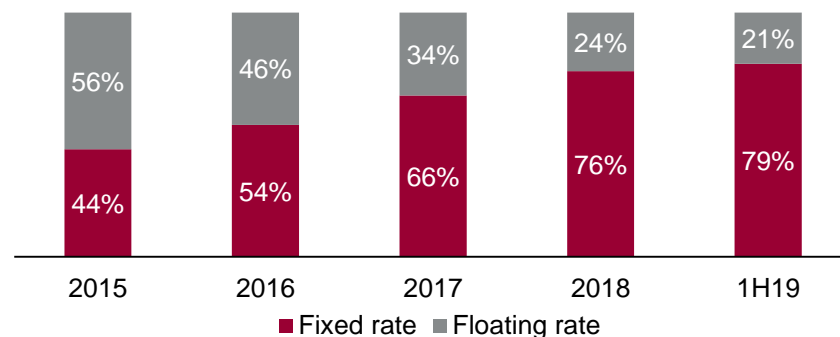
Long-term Contracted USD Leases

Well-dispersed lease expiries¹



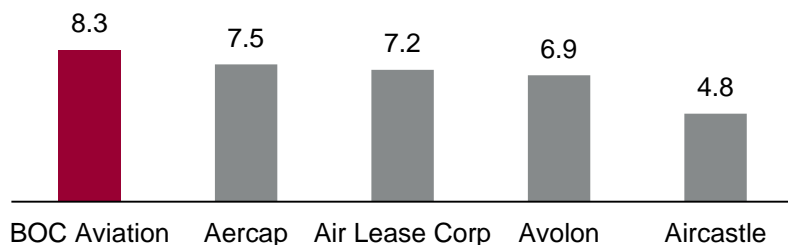
Proportion of fixed rate leases rising steadily³

By net book value



Long average remaining lease term²

Number of years



Source: Respective company websites

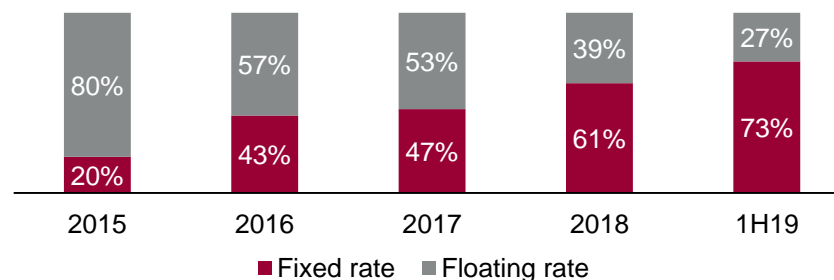
All data as at 30 June 2019 unless otherwise indicated

Notes:

- Owned aircraft with lease expiring in each calendar year excluding any aircraft for which BOC Aviation has a sale or lease commitment, weighted by net book value of owned fleet as at 30 September 2019 including aircraft off lease
- Weighted by net book value of owned fleet as at 30 September 2019
- By net book value including aircraft held for sale and excluding aircraft subject to finance lease as well as aircraft off lease
- Fixed rate debt included floating rate debt swapped to fixed rate liabilities

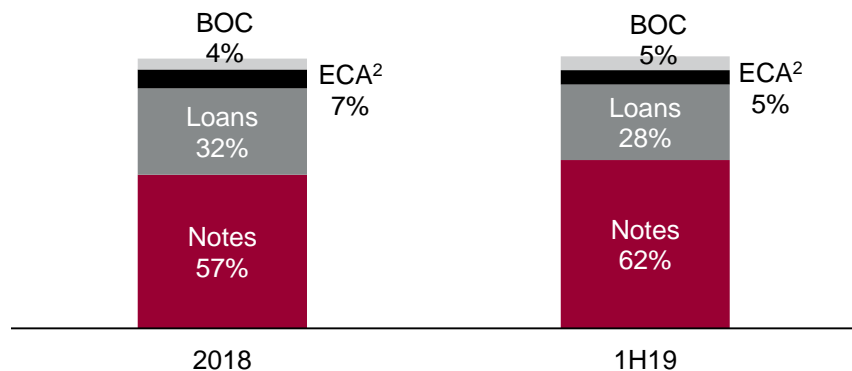
Proportion of fixed rate debt also rising⁴

- Hedged more than 90% of mismatched interest rate exposure

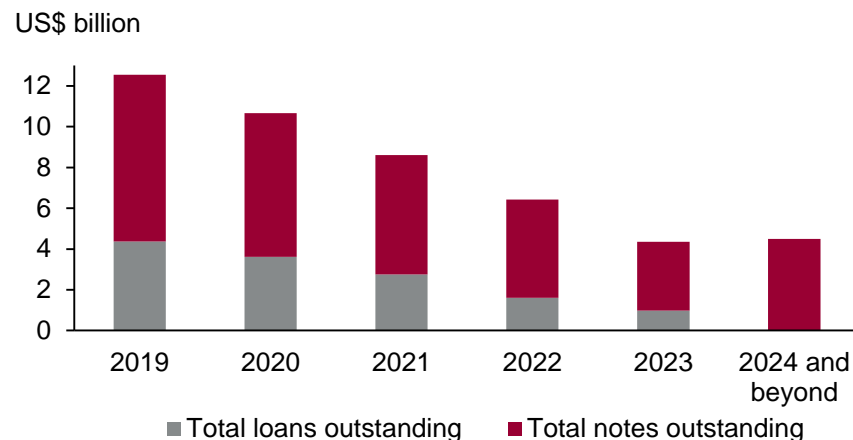


Flexible Capital Structure and Ample Backstop Liquidity

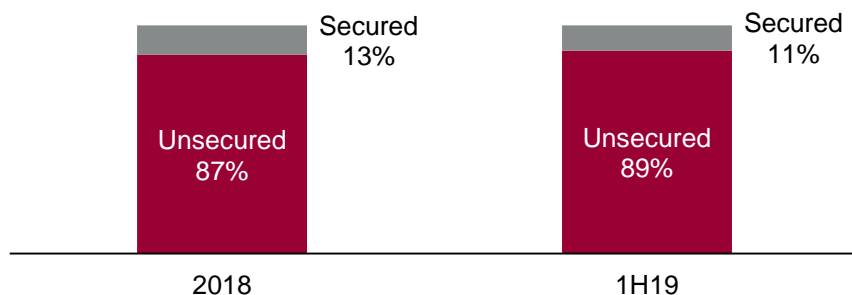
Sources of debt¹



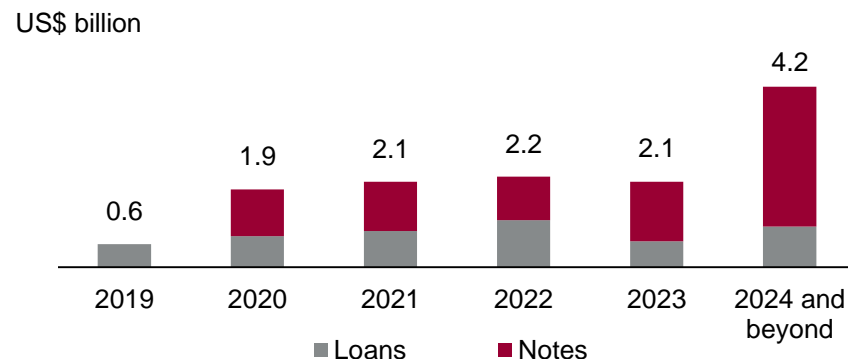
Outstanding debt amortises over a long term



Increasing unsecured funding



Debt repayment by year



Undrawn committed credit lines and cash of US\$3.8 billion at 30 June 2019

All data as at 30 June 2019 unless otherwise indicated

Notes:

1. Drawn debt only
2. ECA refers to debt guaranteed by the export credit agencies of France, Germany, the United Kingdom or the United States

Popular and Fuel-Efficient Fleet

Our aircraft portfolio

Aircraft type	Owned aircraft	Managed aircraft	Aircraft on order ¹	Total
Airbus A320CEO family	121	12	0	133
Airbus A320NEO family	37	0	58	95
Airbus A330CEO family	12	3	0	15
Airbus A330NEO family	2	0	10	12
Airbus A350 family	9	0	2	11
Boeing 737NG family	89	14	0	103
Boeing 737 MAX family	6	0	87	93
Boeing 777-300ER	18	4	3	25
Boeing 777-300	0	1	0	1
Boeing 787 family	10	1	4	15
Freighters	5	1	0	6
Total	309	36	164	509

All data as at 30 September 2019

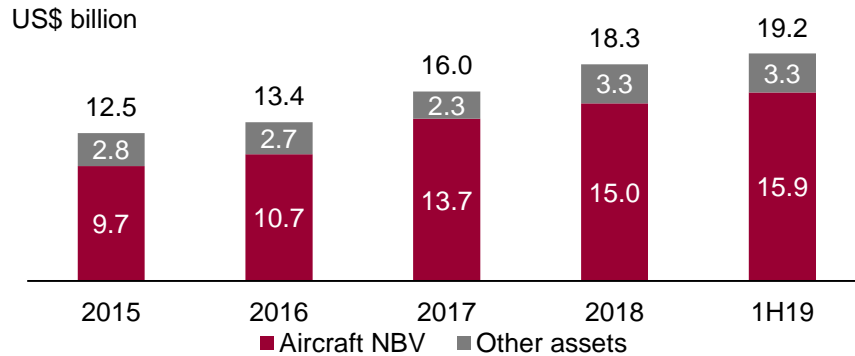
Note:

1. Includes all commitments to purchase aircraft including those where an airline customer has the right to acquire the relevant aircraft on delivery. We now expect delivery delays could result in up to 30 aircraft being delayed out of 2019, including three for which an airline customer has the right to acquire the aircraft on delivery

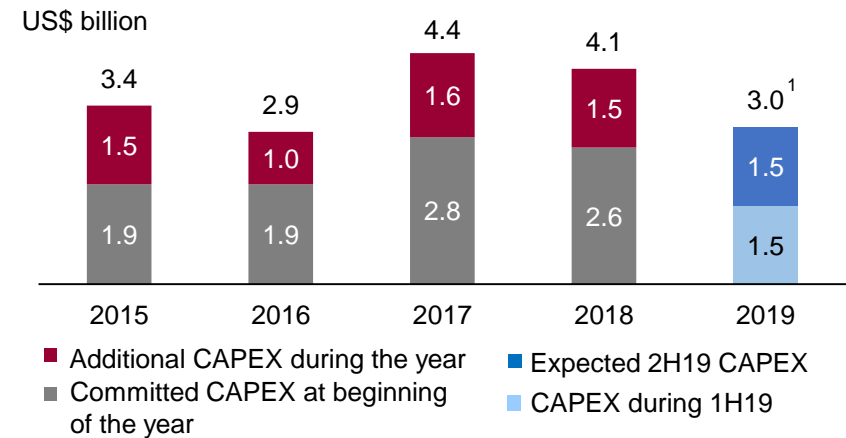


Orderbook Underpins Future Balance Sheet Growth

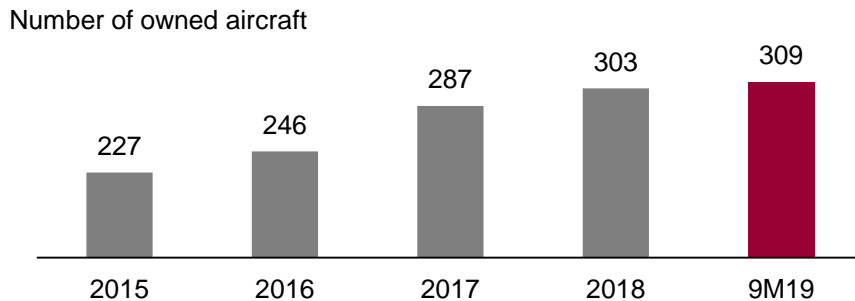
Growing balance sheet



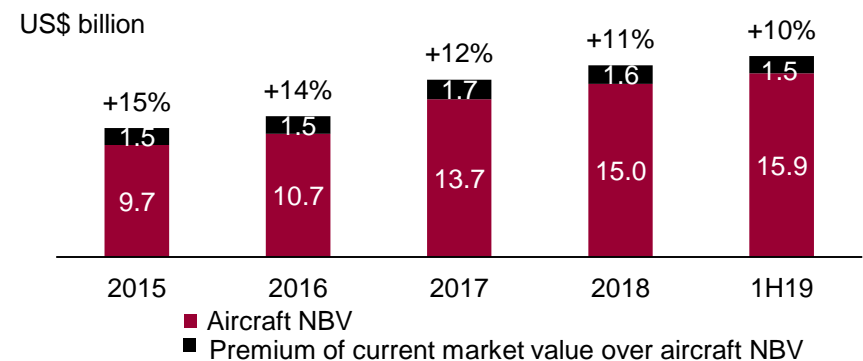
Sustained annual CAPEX since IPO



Expanding fleet size



Consistent premium over aircraft NBV^{2,3}



Aircraft net book value grew 49% since 2016

All data as at 30 June 2019 unless otherwise indicated

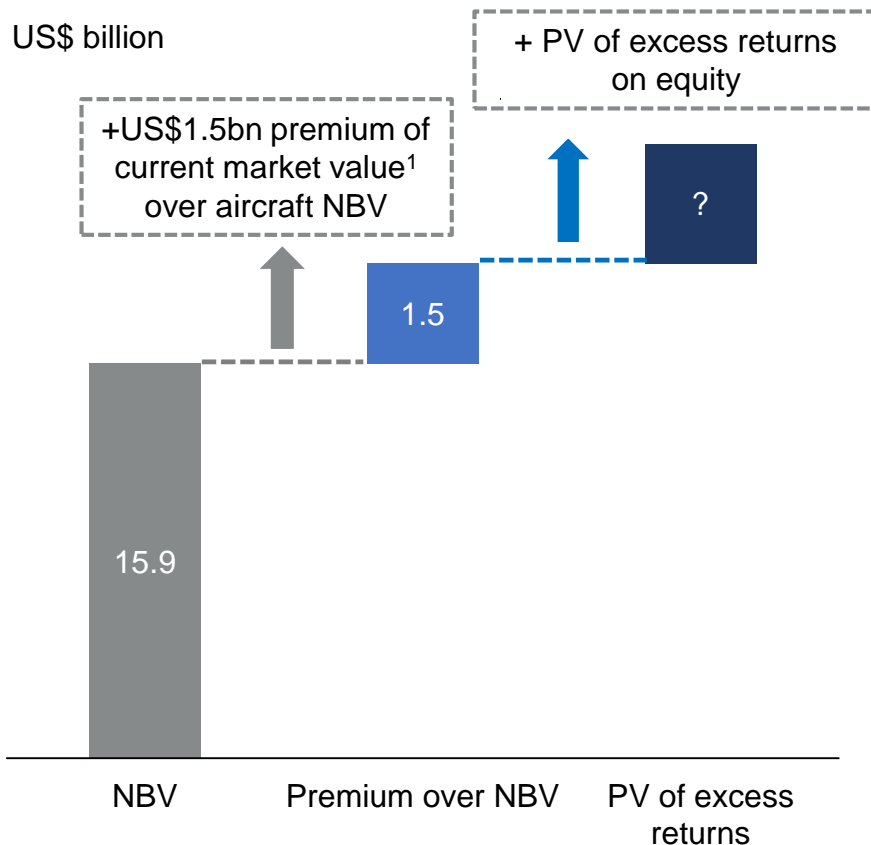
Notes:

1. Based on contractual scheduled delivery dates as at 30 June 2019, adjusted for the 30 aircraft that could be delayed out of 2019
2. Average of five appraisers
3. Percentages refer to premium of appraised current market value over aircraft NBV

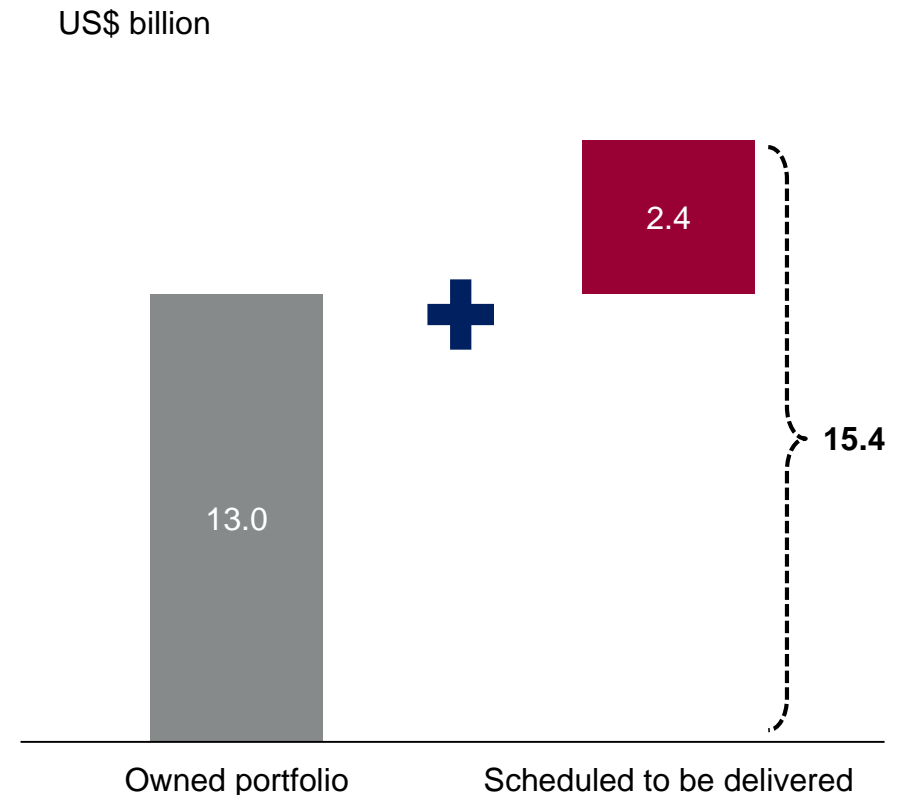


Value Driven by Fleet and Committed Lease Revenues

Net book value understates business value



Committed future revenues of more than US\$15 billion



Committed future lease revenues underpin value creation

All data as at 30 June 2019

Note:

1. Based on an average of five independent appraisers' aggregate value for our owned fleet at US\$17.4 billion, on a full-life, current market value basis, which compared with a net book value of US\$15.9 billion



Conclusion

- Another solid performance
 - Cumulative NPAT of US\$4 billion since inception
 - 1H19 NPAT increased 8% to US\$321 million
 - Interim dividend also increased 8% year-on-year to US\$0.1388/share
- Long-term revenue sustainability supported by strong liquidity
 - Committed lease revenues maintained at more than US\$15 billion
 - Orderbook of 164 aircraft provides future balance sheet growth^{1,2}
 - Available liquidity of US\$3.8 billion to support opportunistic investment
 - Completed portfolio sale of 17 aircraft in 2H19
- Positive outlook
 - Healthy passenger growth of over 4% projected by IATA for 2019⁴
 - 2019 is expected to be the fifth year of robust airline earnings at c.US\$26 billion⁴
 - Post 30-June 2019, we announced:
 - PLB transaction with Qatar for three Airbus A350 aircraft, which are all delivered
 - PLB transaction with Middle East Airlines for a minimum of five, and up to ten new Airbus A321NEO aircraft
 - The signing of leases for 10 Airbus A320NEO aircraft placed with Air China
 - The signing of leases for four new Airbus A321NEO aircraft placed with Scoot, a subsidiary of SIA

On track for continued growth in 2019 despite external challenges

All data as at 30 June 2019 unless otherwise indicated

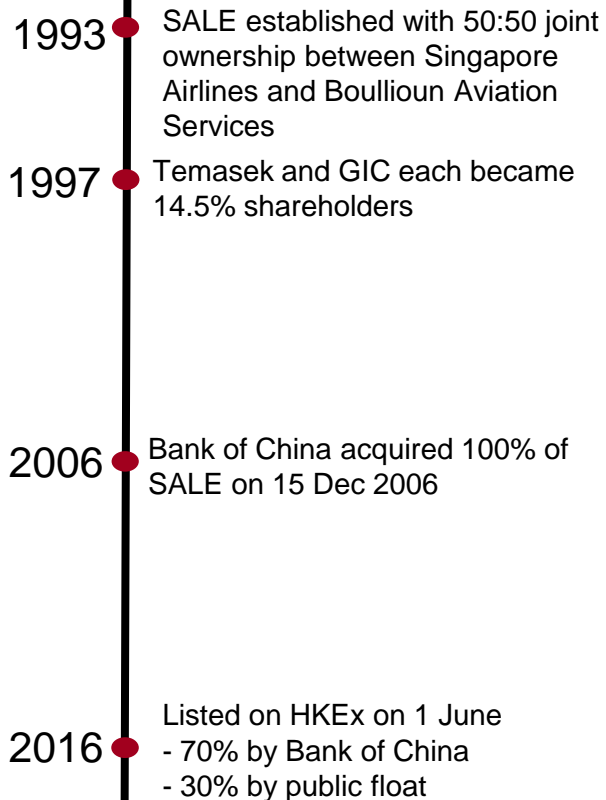
Notes:

1. As at 30 September 2019
2. Includes all commitments to purchase aircraft including those where an airline customer has the right to acquire the relevant aircraft on delivery
3. Silver Aircraft Lease Investment Limited and affiliates
4. International Air Transport Association (IATA)

APPENDICES

The BOC Aviation Journey

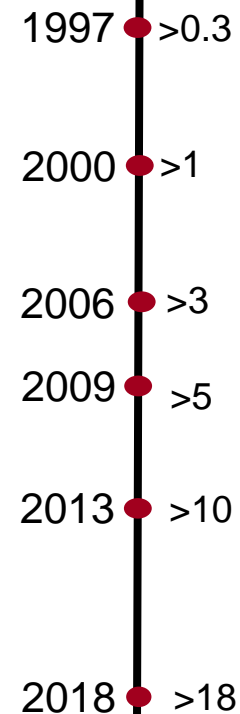
Ownership



30 June 2019 ● Market capitalisation of c.US\$6bn

Total assets

US\$ billion



30 June 2019 ● >19

All data as at the end of the relevant period



BOC Aviation – Who Are We?

Top 5 global aircraft operating lessor

- The largest based in Asia
- Bank of China owns 70%
- Listed on the HKEX

Total assets of US\$19.2bn

- 509 aircraft²
- Aircraft net book value of US\$15.9bn
- 164 aircraft on order from manufacturers

26th year of profitability

- Consistently profitable since inception
- US\$3.8bn in cumulative profits under Bank of China³

Industry leading performance

- Average ROE of 15% under Bank of China ownership
- Investment grade credit ratings of A-

Industry leader with best in class financial performance

All data as at 30 September 2019 unless otherwise indicated

Notes:

1. Source: Bloomberg
2. Includes owned, managed and aircraft on order
3. As at 30 June 2019



Experienced Global Management Team



	Robert Martin	Zhang Xiaolu	Phang Thim Fatt	Steven Townend	David Walton	Deng Lei
	Managing Director & Chief Executive Officer	Vice-Chairman & Deputy Managing Director	Deputy Managing Director & Chief Financial Officer	Chief Commercial Officer (Europe, Americas, Africa)	Chief Operating Officer	Chief Commercial Officer (Asia Pacific & the Middle East)
	<ul style="list-style-type: none"> • 32 years of banking and leasing experience • Managing Director since July 1998 	<ul style="list-style-type: none"> • 29 years of experience at BOC • Appointed Vice Chairman, Executive Director and Deputy Managing Director since January 2020 	<ul style="list-style-type: none"> • 40 years of airline and leasing experience • Involved in establishment of the Company • Previously held treasury and finance roles at Singapore Airlines 	<ul style="list-style-type: none"> • 28 years of banking and leasing experience • In charge of revenue activities for Europe, Americas and Africa 	<ul style="list-style-type: none"> • 33 years of legal, aviation finance and leasing experience • In charge of all operations and related departments • Joined BOC Aviation in 2014 	<ul style="list-style-type: none"> • 21 years of banking experience • In charge of revenue activities for Asia Pacific and Middle East • Joined BOC Aviation in Nov 2019
Nationality						
Years with BOC Aviation	22	1st year	23	19	5	1st year

Stable and highly experienced senior management team that has successfully led the Company through multiple cycles

Core Competencies - BOC Aviation Track Record

Since inception in 1993:

- | | |
|--------------------------|---|
| • Purchasing | More than 820 aircraft purchased totalling more than US\$45 billion |
| • Leasing | More than 910 leases executed with > 160 airlines in 57 countries and regions |
| • Financing ¹ | More than US\$26 billion in debt raised since 1 January 2007 |
-
- | | |
|------------------------------|---------------------------------|
| • Sales | More than 350 aircraft sold |
| • Transitions | More than 90 transitions |
| • Repossessions ² | 46 aircraft in 14 jurisdictions |

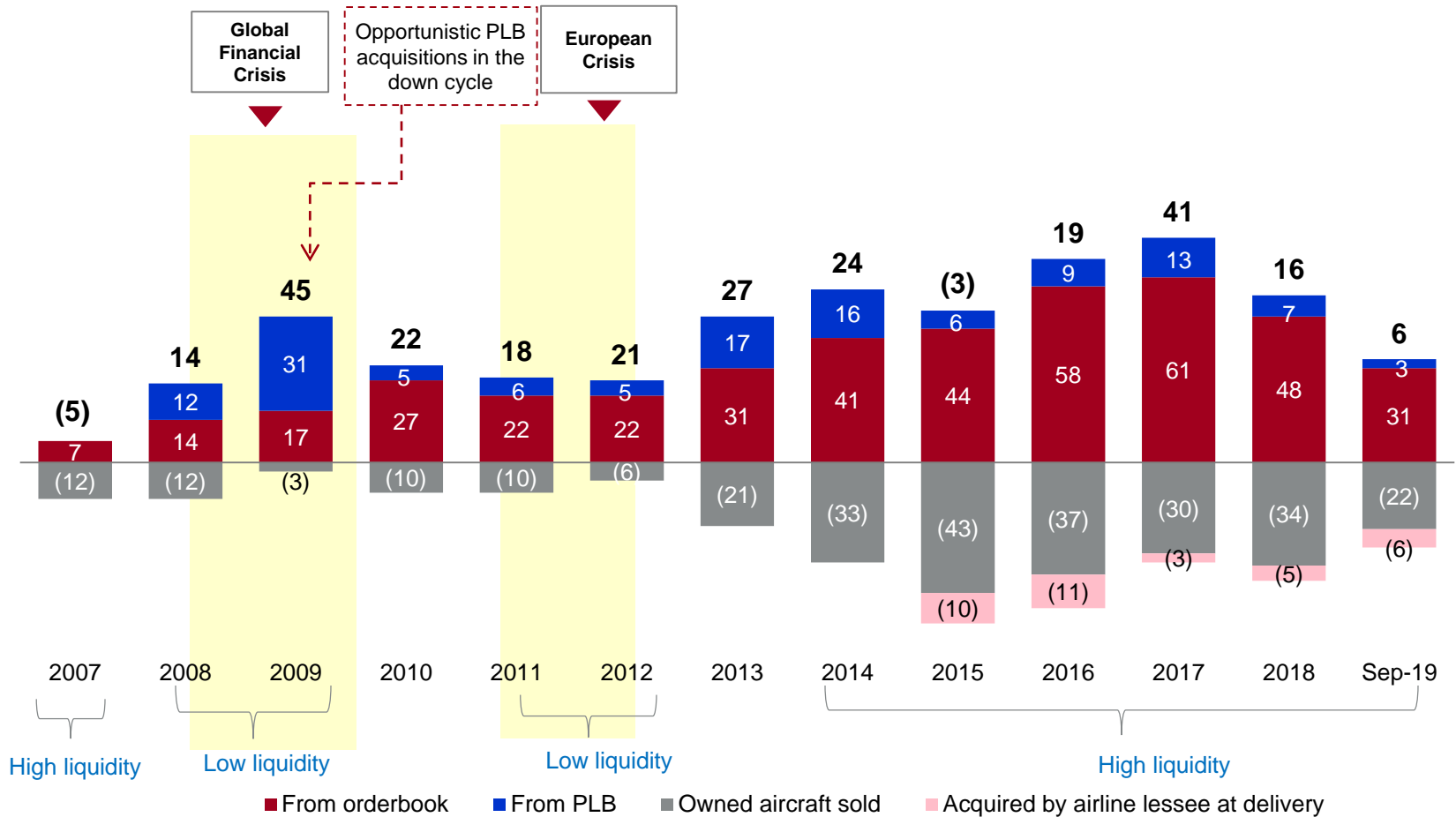
All data as at 30 September 2019, since inception unless otherwise indicated

Notes:

1. As at 30 June 2019
2. Includes repossessions and consensual early returns

How We Invest

Number of aircraft delivered, purchased and sold

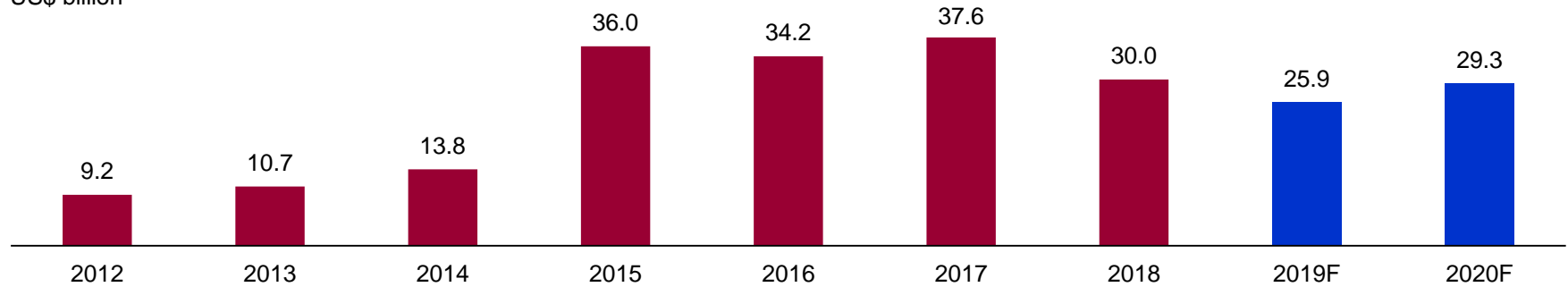


All data as the end of the relevant period

Positive Environment with Sustained Airline Profitability

Elevated airline profitability sustained

Aggregate net profit
US\$ billion

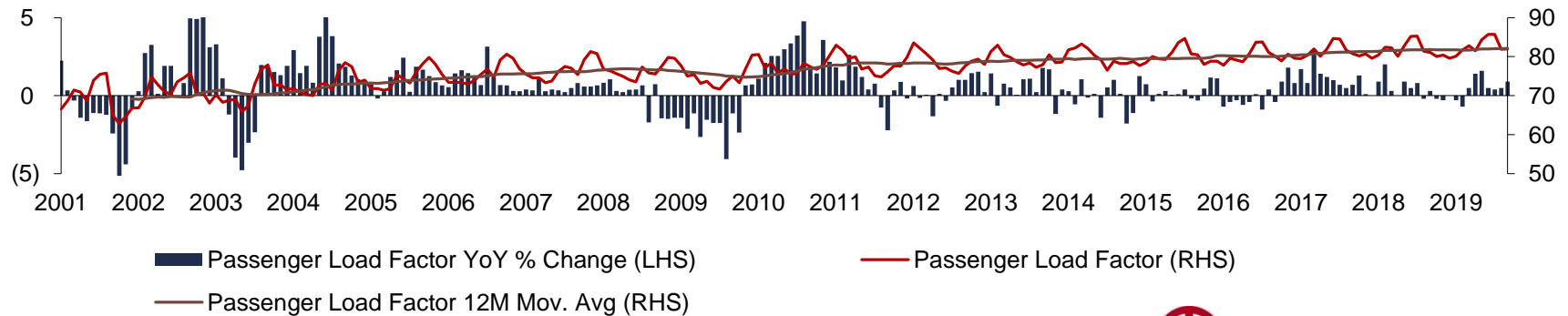


Source: IATA (December 2019)

High load factors suggest well-managed capacity

Passenger Load Factor
YoY change, %

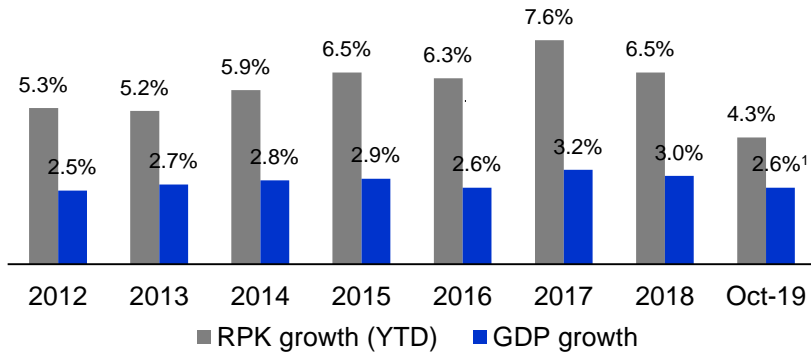
Passenger Load Factor
%



Source: IATA (December 2019)

Underlying Traffic Growth Positive for Core Leasing Business

Change in passenger demand outpaces GDP growth



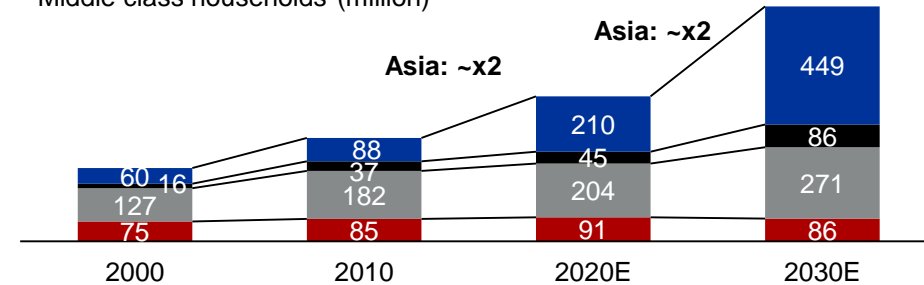
Sources: IATA (December 2019), World Bank

Note:

1. Expected GDP growth for 2019 by the World Bank

Expanding middle classes² to be driven by emerging economies

Middle class households (million)



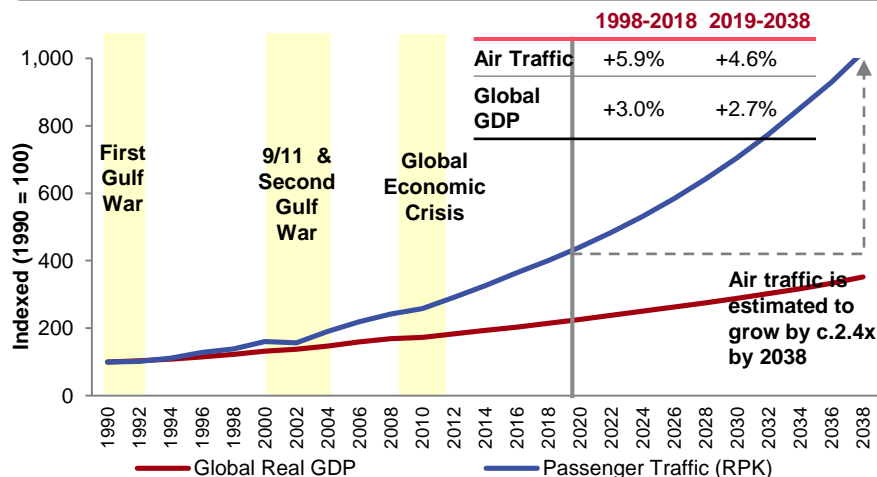
■ North America ■ Europe, Middle East & Africa ■ LATAM ■ Asia Pacific

Source: Euromonitor, August 2019

Note:

2. Defined as number of households with annual disposable income between US\$25,000 and US\$150,000

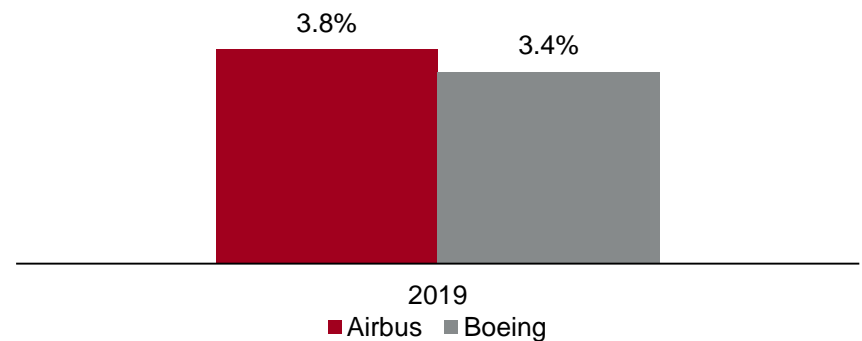
Air traffic estimated to grow by c.140% in the next two decades...



Source: Ascend Flightglobal Fleet Forecast 2015, Oxford Economics, Boeing Current Market Interactive Forecast 2019-2038

Fleet expected to double in the next 20 years

20-year fleet growth rate, %

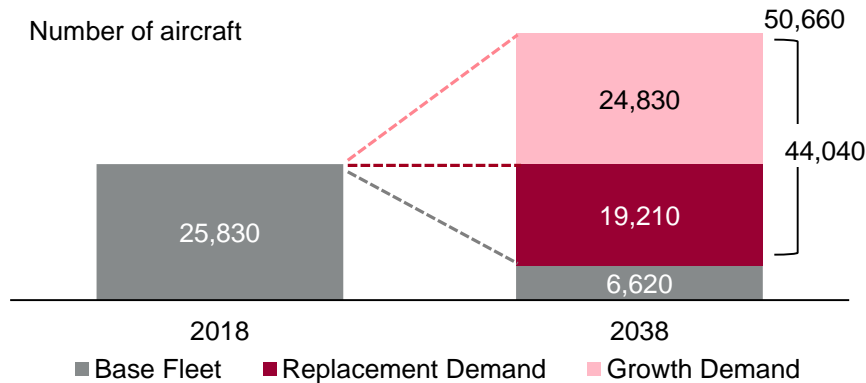


Source: Airbus Global Market Forecast, Boeing CMO



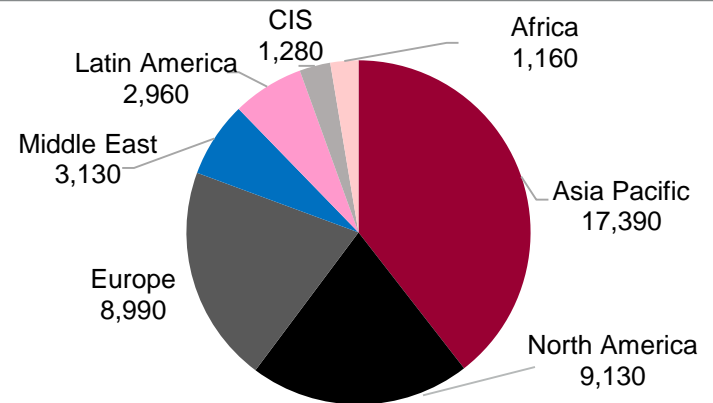
Aircraft Operating Leasing Drivers

Demand driven by market growth and replacement of old aircraft



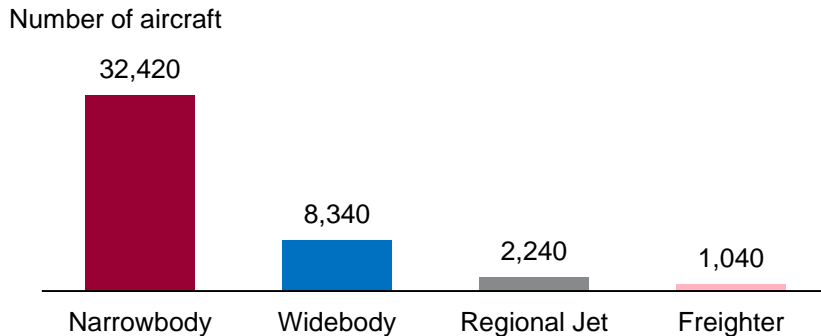
Source: Boeing CMO 2019-2038

New aircraft demand led by Asia Pacific



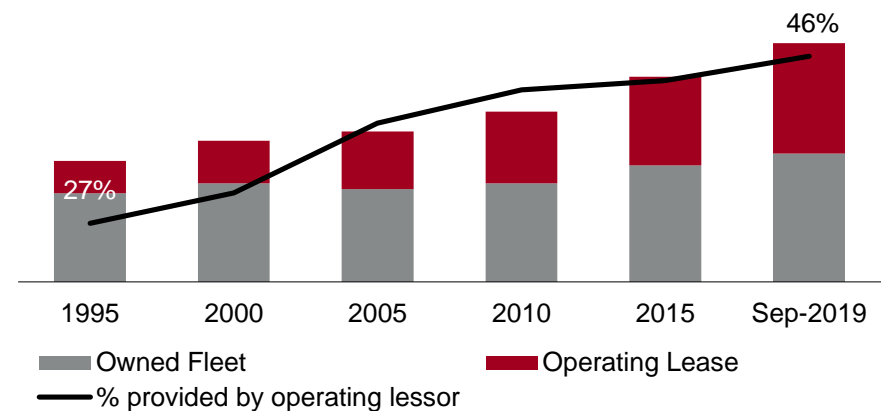
Source: Boeing CMO 2019-2038

Predominantly single aisle aircraft



Source: Boeing CMO 2019-2038

Share of operating leases high and stable

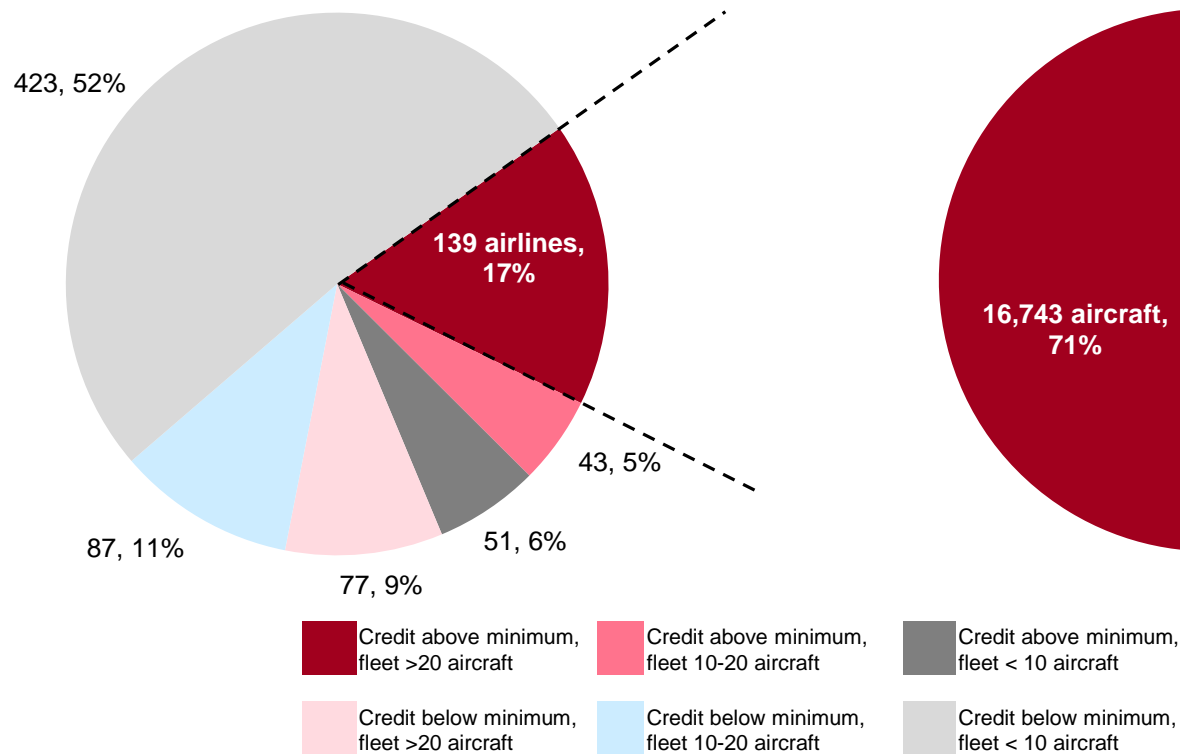


Source: Ascend, 30 September 2019

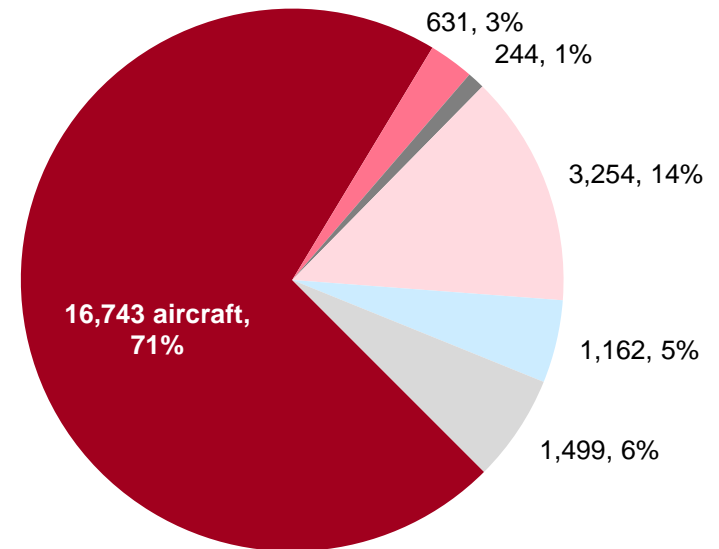
Leasing: Customer Segmentation

- 820 airlines in service today
- Focus on 139 airlines or only 17% of the airlines in the market – minimum credit score, above 20 aircraft

Airline segmentation by credit score and fleet size



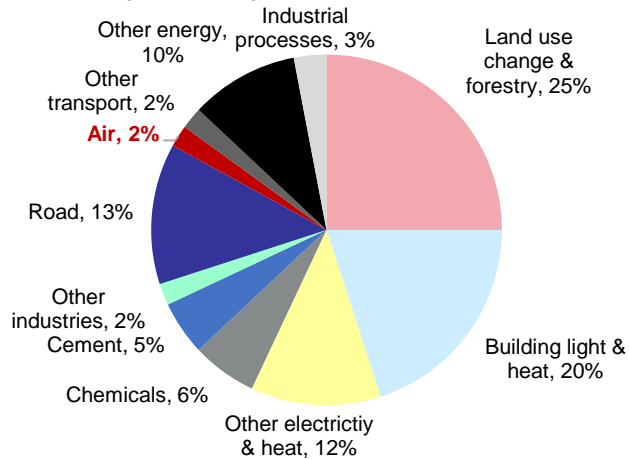
Our target 139 airlines operate 71% of the current in-service aircraft



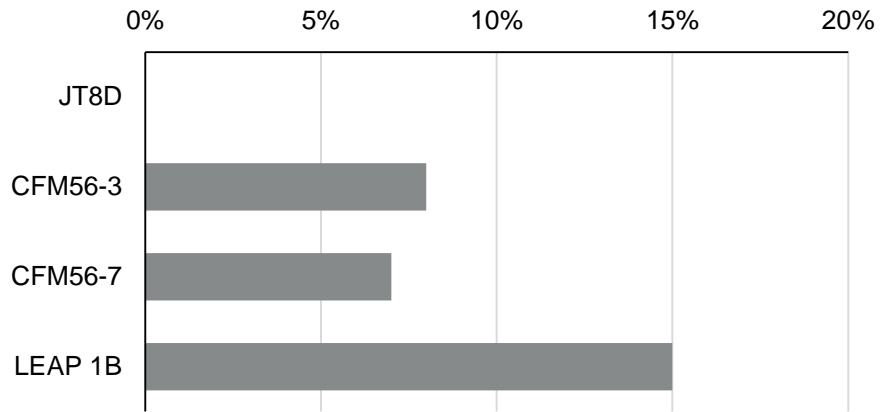
Source: Ascend, as at 30 September 2019
Only commercial aircraft with 100 seats and above

Aviation and Environment – a Greener Future

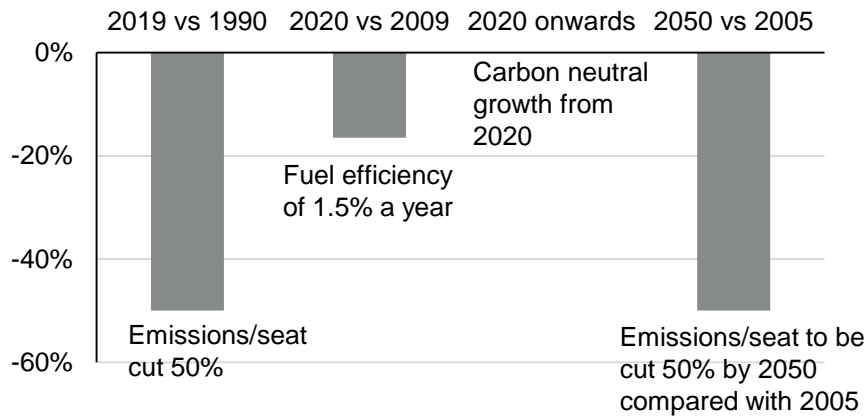
Emissions by industry¹



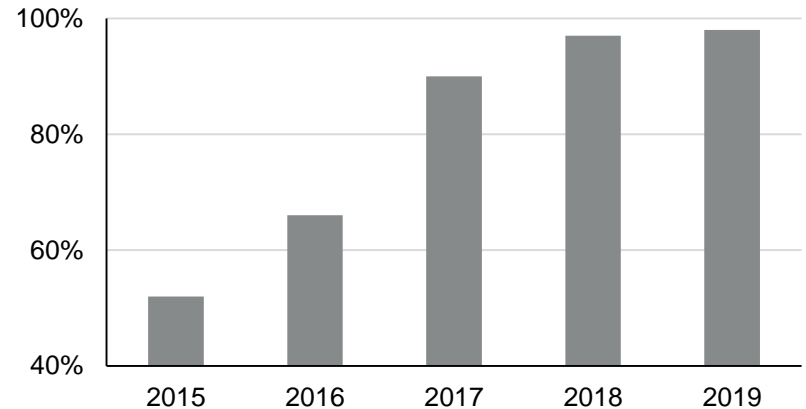
Relative fuel efficiency of successive engine types³



Aviation industry's emission commitments²



New Technology aircraft: % of BOC Aviation orderbook⁴



BOC Aviation has youngest lessor fleet and over 99% of our orderbook is new technology aircraft

Source:

¹ Citi research, IPCC, WRI

² IATA

³ Pratt & Whitney

⁴ BOC Aviation





www.bocaviation.com