

# Presentation for shareholders

15 November 2013



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# AviaAM Leasing at a Glance

listed on  
**WSE**

A WSE listed global aviation holding company engaged in commercial aircraft acquisition, leasing and sales



Specializes in mid-life mainline narrow-body aircraft as well as high-potential regional jets



Actively operating in 5 countries with main focus on Russia and CIS



Global fleet of 21 aircraft (as of 30 September 2013)



Occupying a lucrative niche with high demand for aircraft



Strong balance sheet with USD 46m in cash and cash equivalents



High yield on aircraft portfolio



Good prospects for growth and strengthening position in the market

## July

- In July 2013 the Group entered into the purchase agreement in respect to acquisition of two Bombardier CRJ200 aircraft. The agreement regarding the subsequent sale of the subject aircraft was entered in June 2013.
- In July 2013 the Group entered into the purchase agreement in respect to acquisition of two Airbus A321 aircraft. The Group entered into the subsequent sale agreement in respect to these aircraft in the same month.
- On 26th July 2013 the Group acquired one Boeing 737-500 aircraft for its leasing activities.
- On 31st July 2013 the lease of one Boeing 737-300 aircraft expired and the aircraft was redelivered to the possession of the Group.

## August

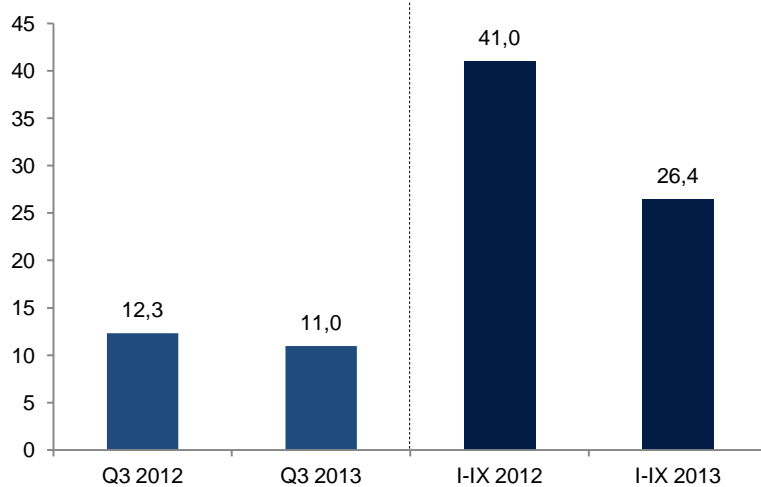
- In August 2013 the Group accepted the delivery of two Bombardier CRJ200 aircraft pursuant to the purchase agreements signed in July 2013.
- In August 2013 the Group signed the Letter of Intent with Sukhoi Civil Aircraft Company regarding the prospective cooperation in the field of financing and leasing of the Sukhoi Superjet 100 aircraft.

## September

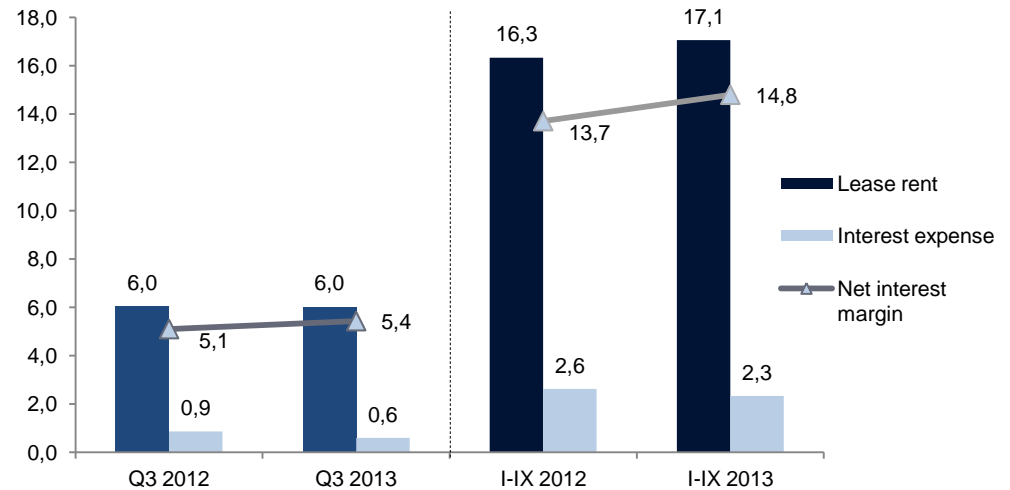
- In September 2013 the Group entered into the lease agreement in respect to one CFM56 engine. The engine was delivered to the lessee on 1st October 2013.
- In September 2013 the Group entered into the agreement in respect to the purchase of one Boeing 737-800 aircraft.
- In September 2013 the Group entered into the cooperation agreement with a recognized aircraft leasing company in respect to the purchase of one Boeing 737-700 aircraft.

# Financial Performance Overview

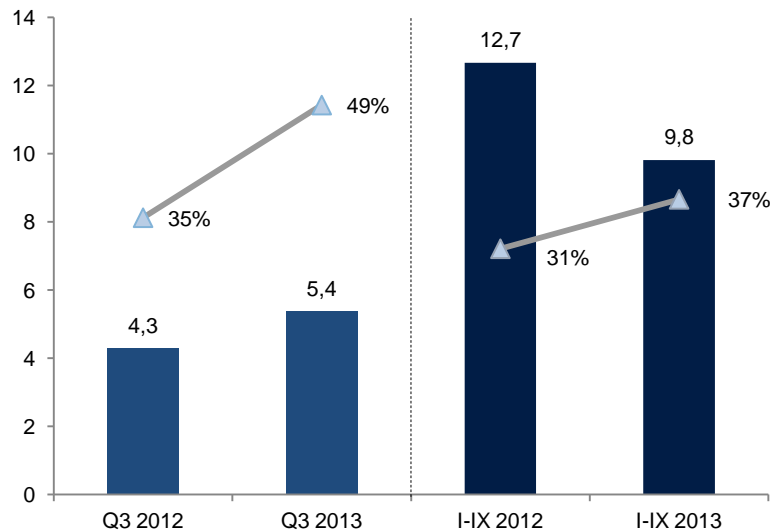
## Revenues (USDm)



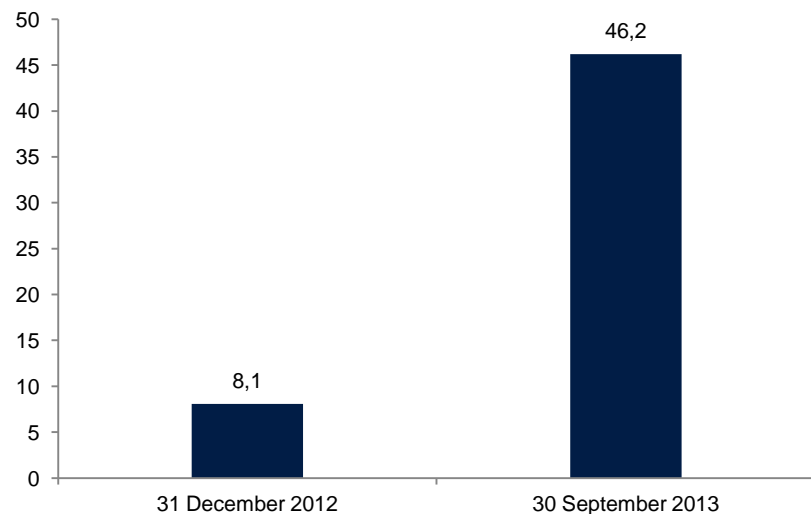
## Net interest margin (USDm)



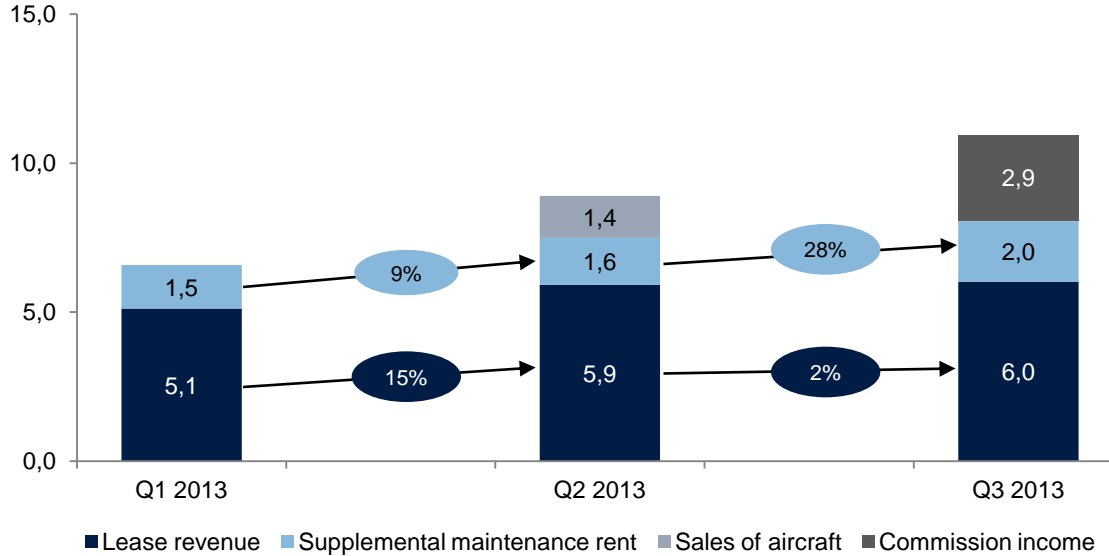
## Net profit (USDm) and net profit margin (%)



## Cash and Cash Equivalents (USDm)



## Revenue split - quarterly overview (USDm)

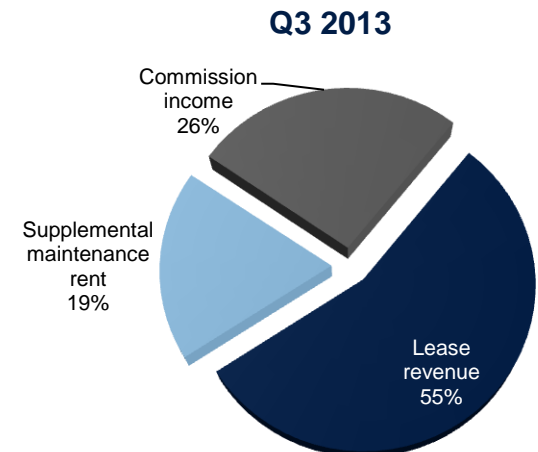
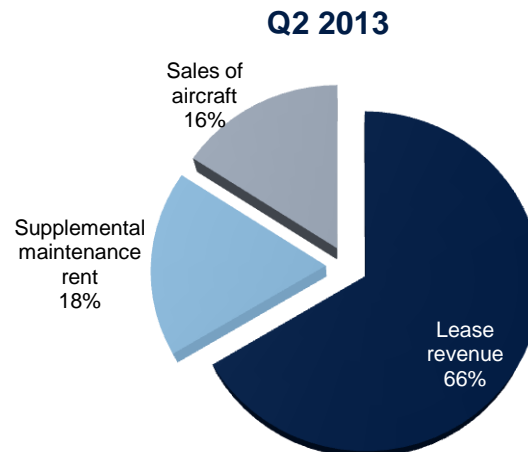
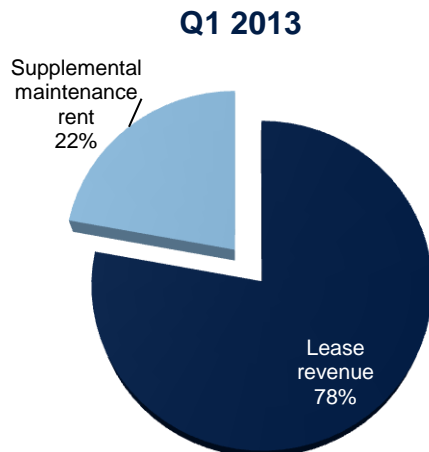


## Commentary

The main factors that contributed to increase in Q3 2013 revenue as compared to Q2 2013 :

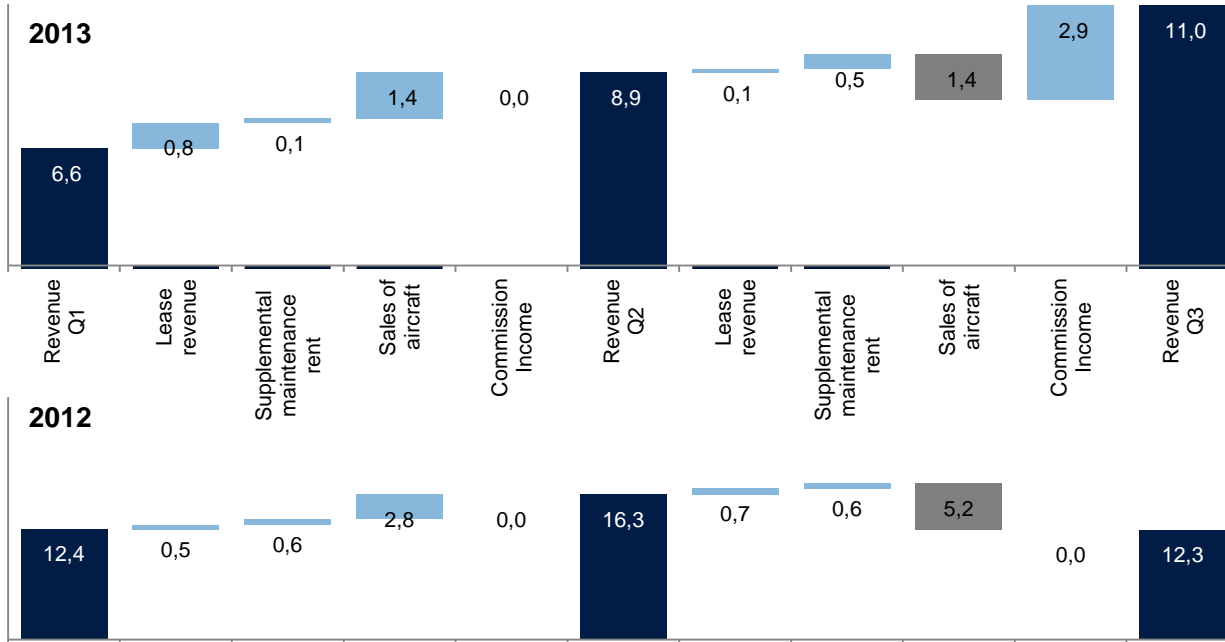
- USD 0.1m increase in lease revenue
- USD 0.4m increase in supplemental maintenance rent
- USD 2.9m increase in commission income

## Total revenue breakdown by quarter (%)



# Revenue – Quarterly Overview

## Revenue bridge (USDm)

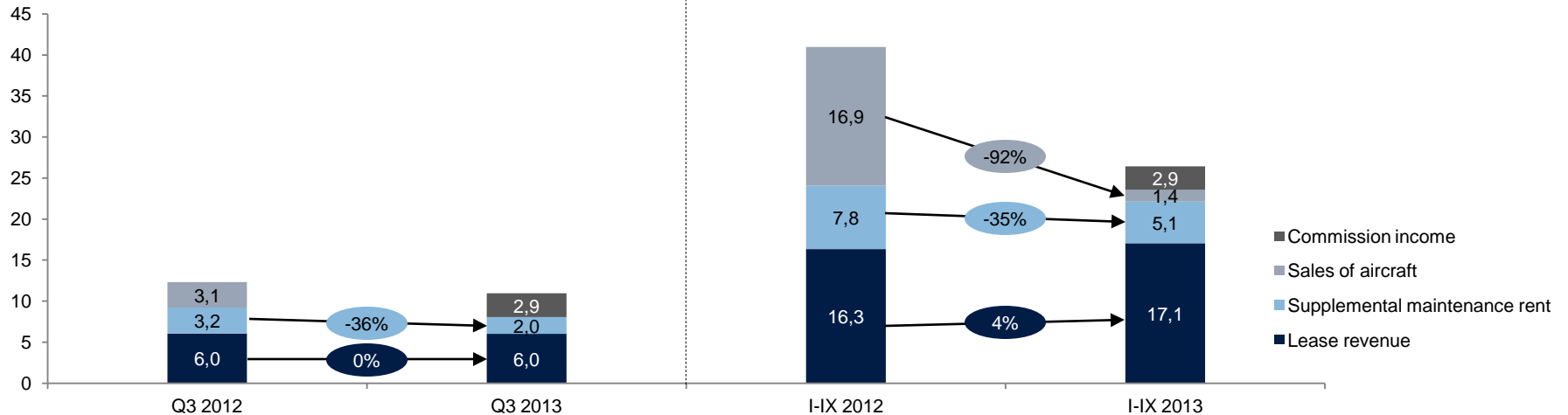


## Commentary

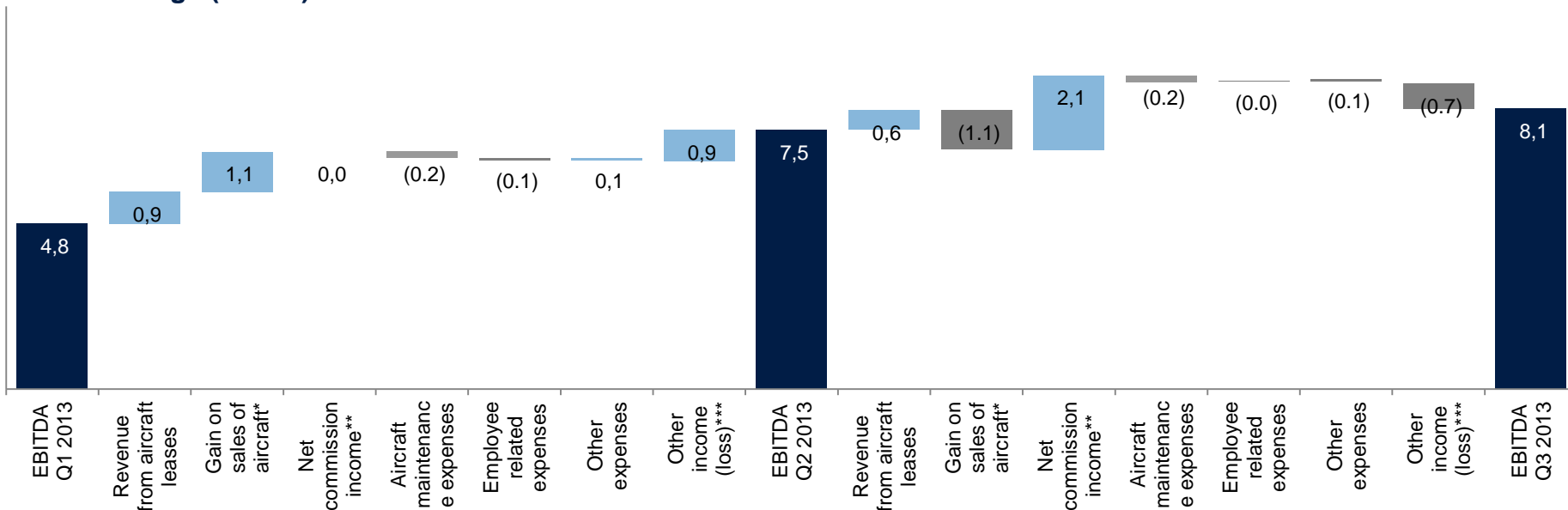
The main factors that affected Q3 2013 revenue as compared to Q3 2012 :

- USD 1.2m decrease in supplemental maintenance rent due to lower utilization of leased aircraft by their lessees
- USD 3.1m decrease in revenue from aircraft sales due to lesser number of aircraft being traded
- USD 2.9m increase in commission income due to execution of transaction management services under aircraft servicing agreements

## Total revenue split (USDm)



## EBITDA bridge (USDm)



## Major factors affecting Q3 2013 EBITDA as compared to Q2 2013 EBITDA

- USD 0.6m increase in revenue from aircraft leases due to higher utilization of aircraft by lessees
- USD 1.1m decrease in gain on sales of aircraft due to lesser number of aircraft being traded
- USD 2.1m increase in net commission income due to execution of transaction management services under aircraft servicing agreements
- USD 0.7m decrease in other income (loss) due to no one-time transactions out of the scope of the ordinary business activity

\* Calculated as revenue from aircraft sales less costs of aircraft sold

\*\* Calculated as commission income less cost of services

\*\*\* Calculated as a sum of interest income on loans and other gain (losses) net



■ Borrowings

Debt maturing in less than 1 year (USDm)	31 December 2012	30 September 2013
	16,0	11,4
(% of total debt)	(31%)	(26%)
Debt maturing between 1 and 5 year (USDm)	34,8	32,2
(% of total debt)	(69%)	(74%)
<b>Total debt</b>	<b>50,845</b>	<b>43,606</b>
Cash	8,081	46,202
<b>Net debt</b>	<b>42,764</b>	<b>-2,596</b>
<b>Ratios</b>		
Debt/assets	0.55	0.26
Net debt/Equity	1.89	-0.04
Weighted average interest rate	8.08%	6.85%

## Aircraft models

4 x Boeing 737-300



7 x Boeing 737-500



9 x CRJ200LR

Inc. 1 aircraft owned by a joint venture and being converted into business jet



1 x Boeing 757-200



## Fleet distribution

Country	Number of aircraft on lease as of	
	30 September 2013	31 December 2012
Lithuania	1	1
Kazakhstan	5	4
Italy	1	1
Tajikistan	2	2
Russia	8	7
<b>Total</b>	<b>17</b>	<b>15</b>

## Operating status as of 30 September 2013\*

Model	On lease	Off-lease & under preparation for lease	Conversion into business jet	Total
B737-300	3	1	-	4
B737-500	5	2	-	7
CRJ200	8	-	1**	9
B757-200	1	-	-	1
<b>Total</b>	<b>17</b>	<b>3</b>	<b>1**</b>	<b>21</b>



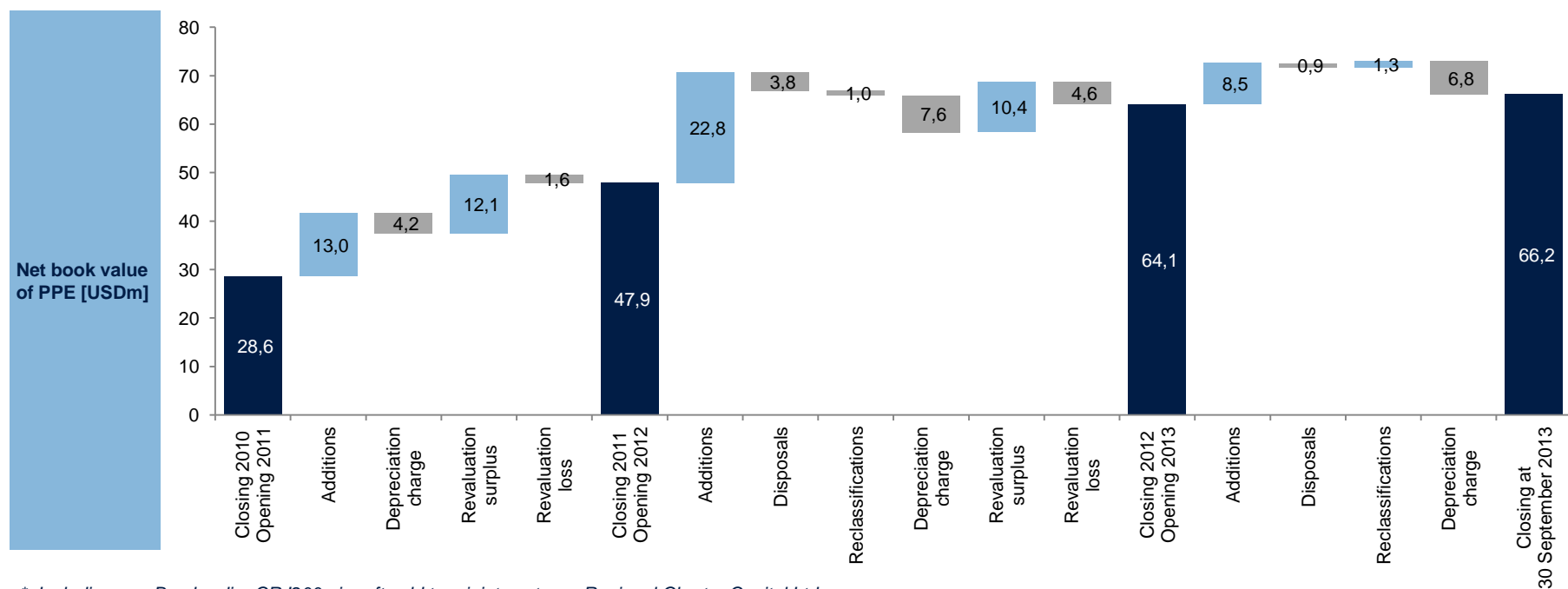
\* Not including two Bombardier CRJ200 aircraft held for sale and accounted as inventory.

\*\* The aircraft that is currently undergoing conversion into business jet is owned by joint venture – Regional Charter Capital Ltd., in which AviaAM Leasing AB holds a stake of 50%

# Aircraft fleet – Transaction and Value Perspective

## Aircraft transactions summary 31 December 2010 - 30 September 2013

	2010			2011			2012			30 September 2013
Bombardier CRJ200	0	+5	-1	4	+10	-7*	7	+3		10
Boeing 737-500	4			4	+2		6	+1		7
Boeing 737-300	4			4	+2	-1	5		-1	4
Boeing 757-200	1			1			1			1
	<b>Σ 9</b>			<b>Σ 13</b>			<b>Σ 19**</b>			<b>Σ 22**/***</b>



\* Including one Bombardier CRJ200 aircraft sold to a joint venture - Regional Charter Capital Ltd

\*\* The total number of aircraft does not include Bombardier CRJ 200 owned by Regional Charter Capital Ltd

\*\*\* The total number of aircraft includes two Bombardier CRJ200 aircraft held for sale and accounted as inventory

**On 9th October 2013** the Group entered into the purchase agreement in respect to one Boeing 737-800 aircraft. The Group entered into the subsequent sale agreement in respect to this aircraft in the same month.

**On 14th October 2013** the Group entered into the sale agreement in respect to one Boeing 737-800 aircraft, the purchase agreement of which was entered in September 2013.

**On 21st October 2013** the Group entered into the agreement with the Italian operator to extend the lease of one Boeing 737-300 aircraft for another 12 months. The original lease was scheduled to expire on 31st October 2013.

**On 24th October 2013** the lease of one Boeing 737-300 aircraft expired and the aircraft was redelivered to the possession of the Group. In the same month the Group entered into the Letter of Intent with the major Belorussian airline regarding the lease of the subject aircraft, which is scheduled to commence in December 2013.

# P&L Summary

P&L (USD '000)	Q3 2013	Q3 2012	I-IX 2013	I-IX 2012
Lease revenue	6,025	6,043	17,063	16,329
Supplemental maintenance rent	2,029	3,170	5,062	7,758
Sales of aircraft	20	3,095	1,431	16,895
Commission income	2,878	-	2,878	-
<b>Total revenue</b>	<b>10,952</b>	<b>12,308</b>	<b>26,434</b>	<b>40,982</b>
<b>Operating expenses</b>	<b>(5,223)</b>	<b>(4,473)</b>	<b>(13,136)</b>	<b>(16,334)</b>
<b>Other income / expenses</b>	<b>(127)</b>	<b>(1,765)</b>	<b>159</b>	<b>(826)</b>
<b>Operating profit</b>	<b>5,602</b>	<b>6,070</b>	<b>13,457</b>	<b>23,822</b>
<b>EBITDA<sup>1</sup></b>	<b>8,063</b>	<b>6,932</b>	<b>20,271</b>	<b>17,861</b>
<b>Profit (loss) before income tax</b>	<b>6,311</b>	<b>5,042</b>	<b>11,545</b>	<b>14,905</b>
<b>Profit (loss) for the year</b>	<b>5,364</b>	<b>4,285</b>	<b>9,813</b>	<b>12,669</b>

1. EBITDA is calculated as Operating profit excluding Depreciation and Amortisation.

# Cash Flow & Balance Sheet Summary

Cash flow (USD '000)	I-IX 2013	I-IX 2012
<b>Profit (loss) before income tax</b>	<b>11,545</b>	<b>14,905</b>
<b>Net cash generated from (used in) operating activities</b>	<b>22,612</b>	<b>8,428</b>
<b>Net cash used in investing activities</b>	<b>(4,709)</b>	<b>(4,107)</b>
<b>Net cash generated from (used in) financing activities</b>	<b>20,218</b>	<b>(9,426)</b>
<b>Cash at the beginning of the period</b>	<b>8,081</b>	<b>13,646</b>
Increase in cash and cash equivalents	38,121	(5,105)
<b>At end of the period</b>	<b>46,202</b>	<b>8,541</b>

Balance sheet (USD '000)	30 September 2013	31 December 2012
<b>Non-current assets</b>	<b>69,817</b>	<b>66,989</b>
<b>Current assets</b>	<b>98,849</b>	<b>24,971</b>
<b>Total assets</b>	<b>168,666</b>	<b>91,960</b>
<b>Equity</b>	<b>64,957</b>	<b>22,600</b>
<b>Non-current liabilities, of which</b>	<b>47,191</b>	<b>47,827</b>
Borrowings	32,157	34,840
Security deposits received	11,811	11,520
Deferred income tax liabilities	3,223	1,467
<b>Current liabilities, of which</b>	<b>56,518</b>	<b>21,533</b>
Borrowings	11,449	16,005
Trade and other payables	6,054	3,932
Advances received	37,960	-
Current income tax liabilities	1,055	1,596
<b>Total Equity and Liabilities</b>	<b>168,666</b>	<b>91,960</b>

# Thank you



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