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# **ALAFCO Aviation Lease And Finance Co. KSCC**

**Mr. Abulqasim Abdulghaffar Redha**  
Executive Vice President

The 4th Forum for Listed Companies and Analysts  
KUWAIT  
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# ALAFCO

## Highlights

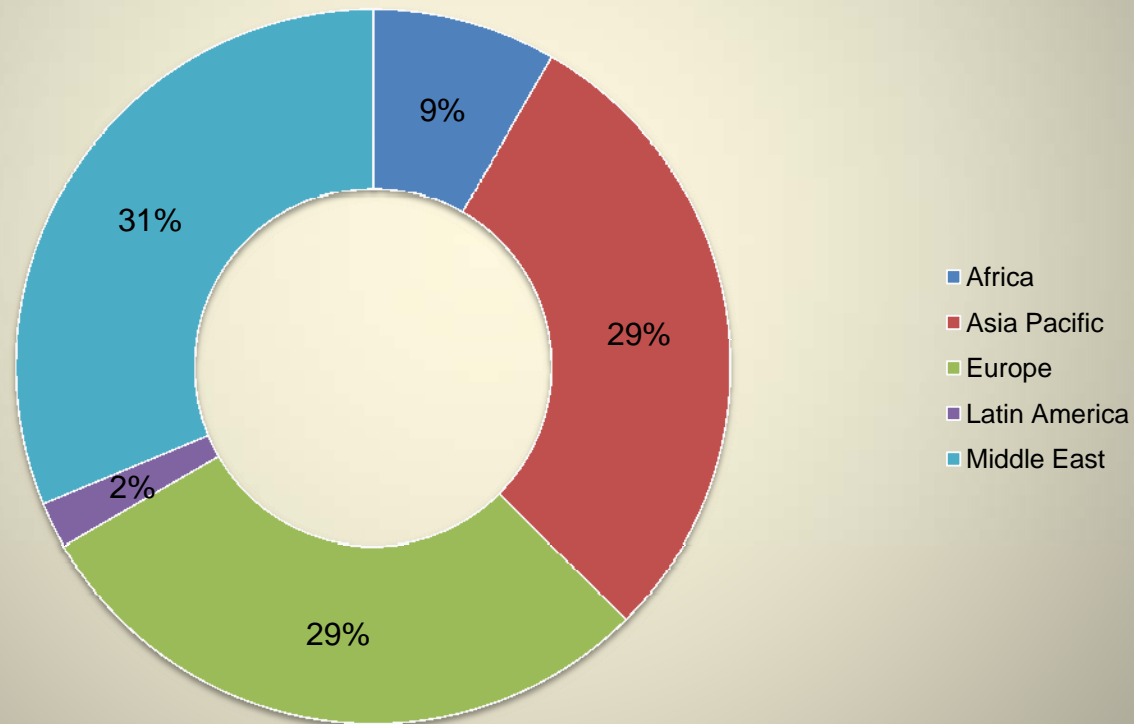
- Currently own 48 aircraft and manage 12 aircraft.
- Order book consists of 105 latest aircraft.
  - 85 Airbus A320NEO .
  - 12 Airbus A350-900XWB (6 aircraft leased to Thai Airways).
  - 8 Boeing B787-9.
- Consistently meet or exceed our financial targets.
- Prudently manage our aircraft portfolio and our aircraft order book.
- When opportunities arose, we released some new aircraft order positions for a profit of KD 50 million.



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## ALAFCO Fleet Worldwide

*Regional Distribution of owned aircraft*





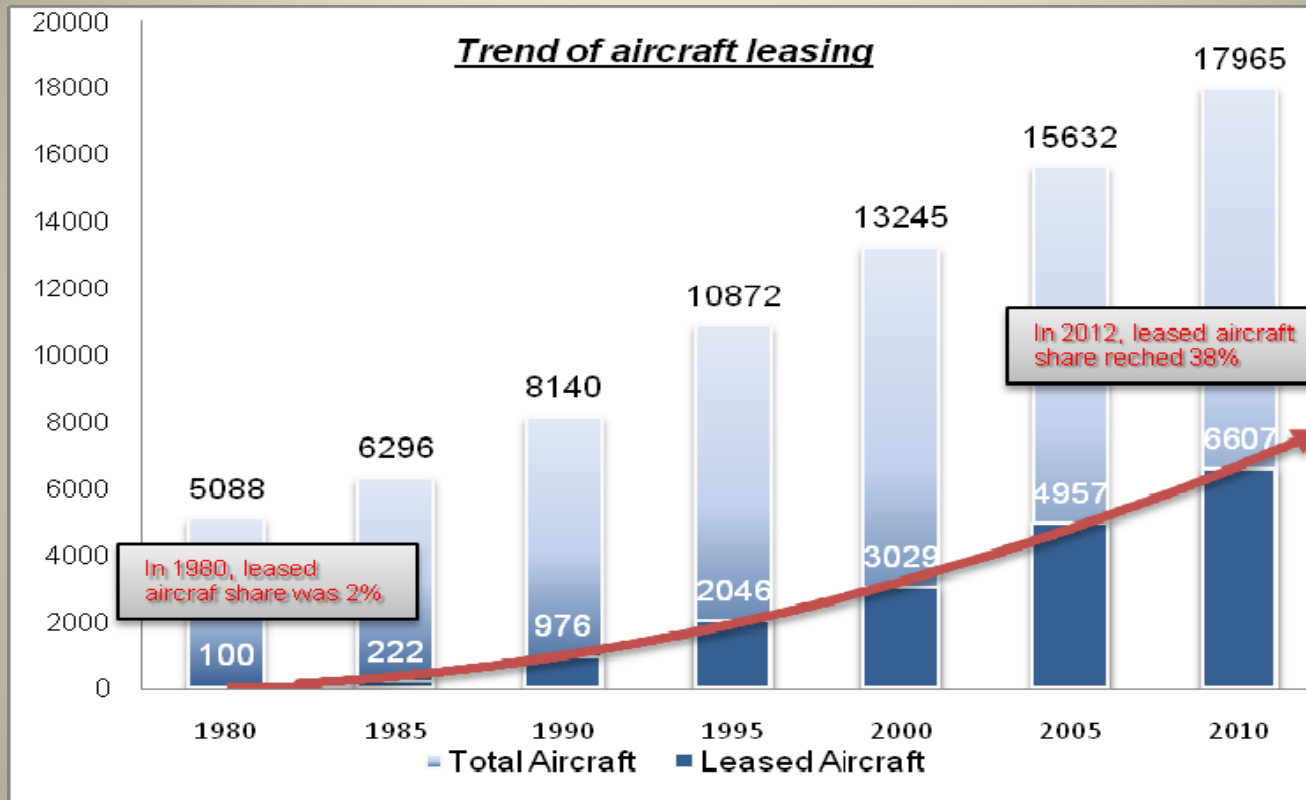
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**Why is ALAFCO in The Aircraft Leasing Business?**



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## Aircraft Leasing Evolution



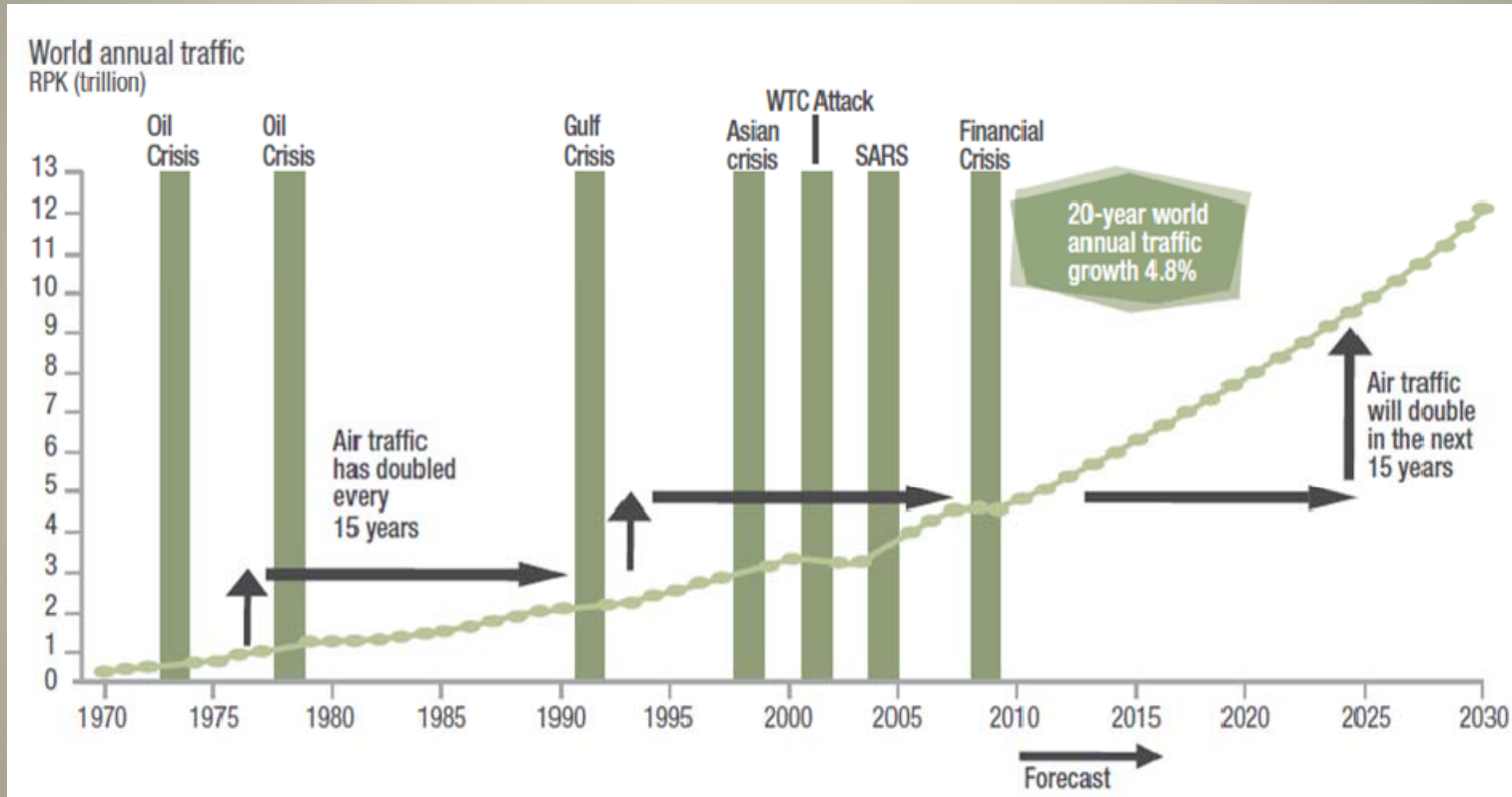
Data source – Ascend

Aircraft leasing has grown 36% during the past 30 plus years



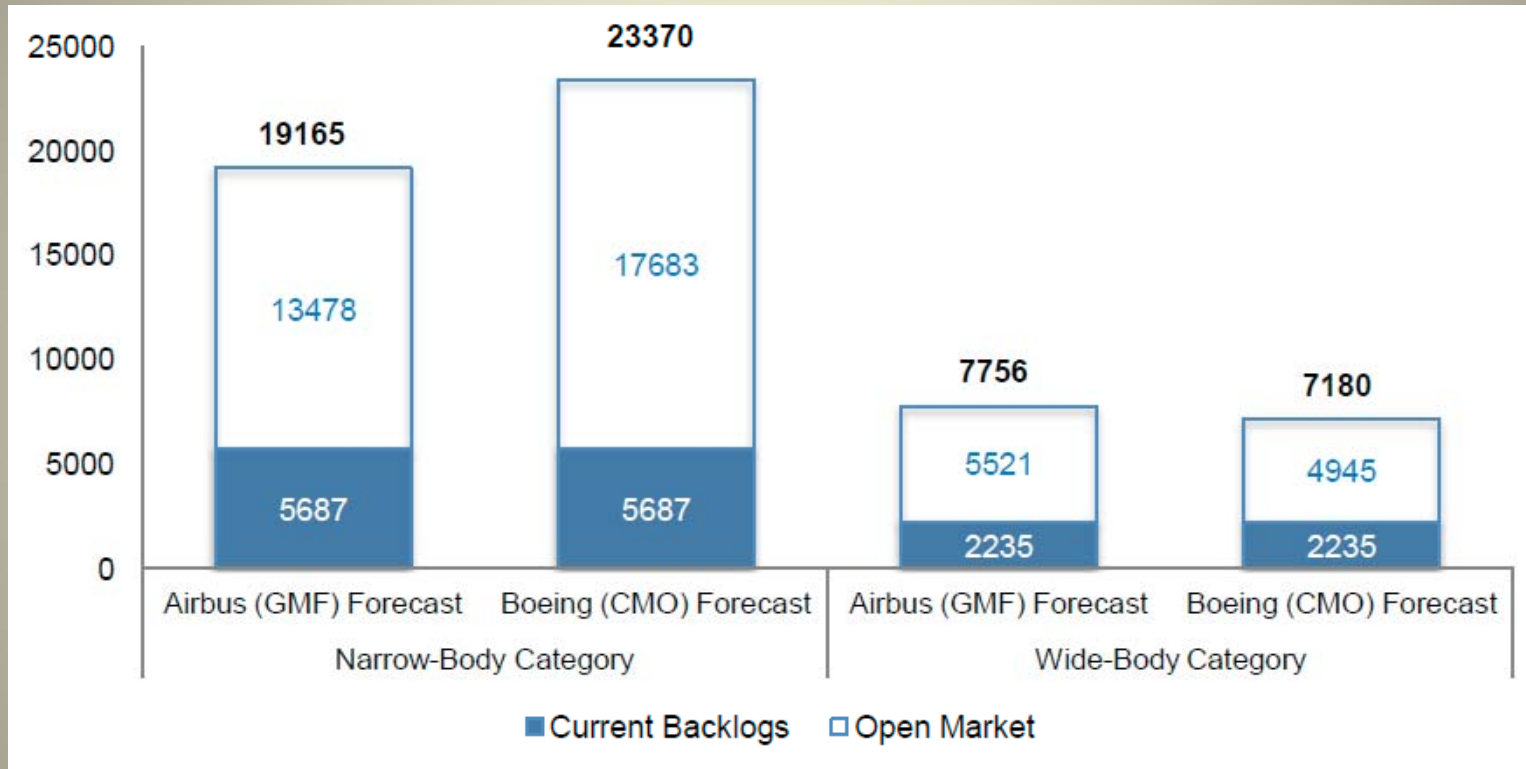
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## Resilience of the Industry



Data source – Airbus

ALAFCO operates in the air travel industry which is resilient and grows consistently (forecast 4.8% per annum) despite short term adversities



Data Source Ascend, Airbus & Boeing

Ample opportunity for future growth

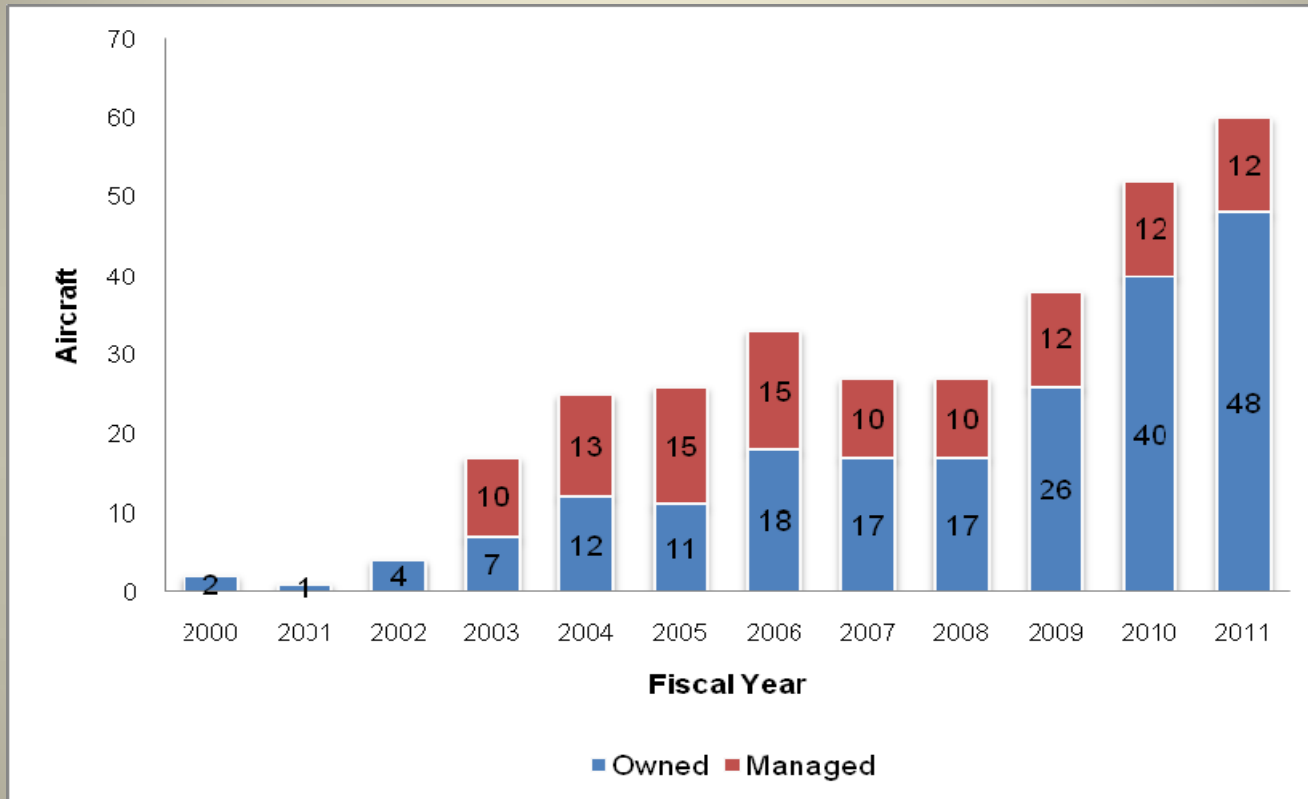
- On average, Boeing & Airbus forecast demand for over 15,580 narrow-body and 5,233 wide-body aircraft over the next 20 years.



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**Why Invest in ALAFCO?**





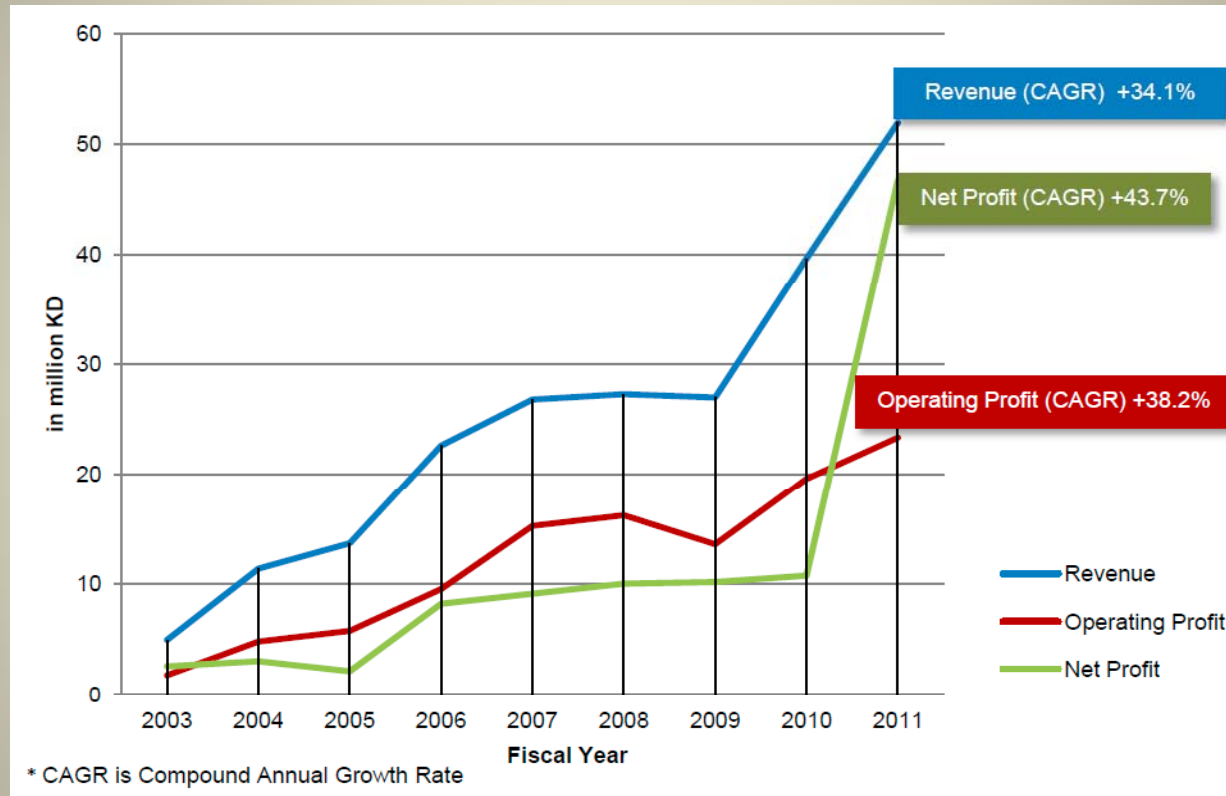
Source – ALAFCO

- Strong operating model.
- Consistent growth in assets.



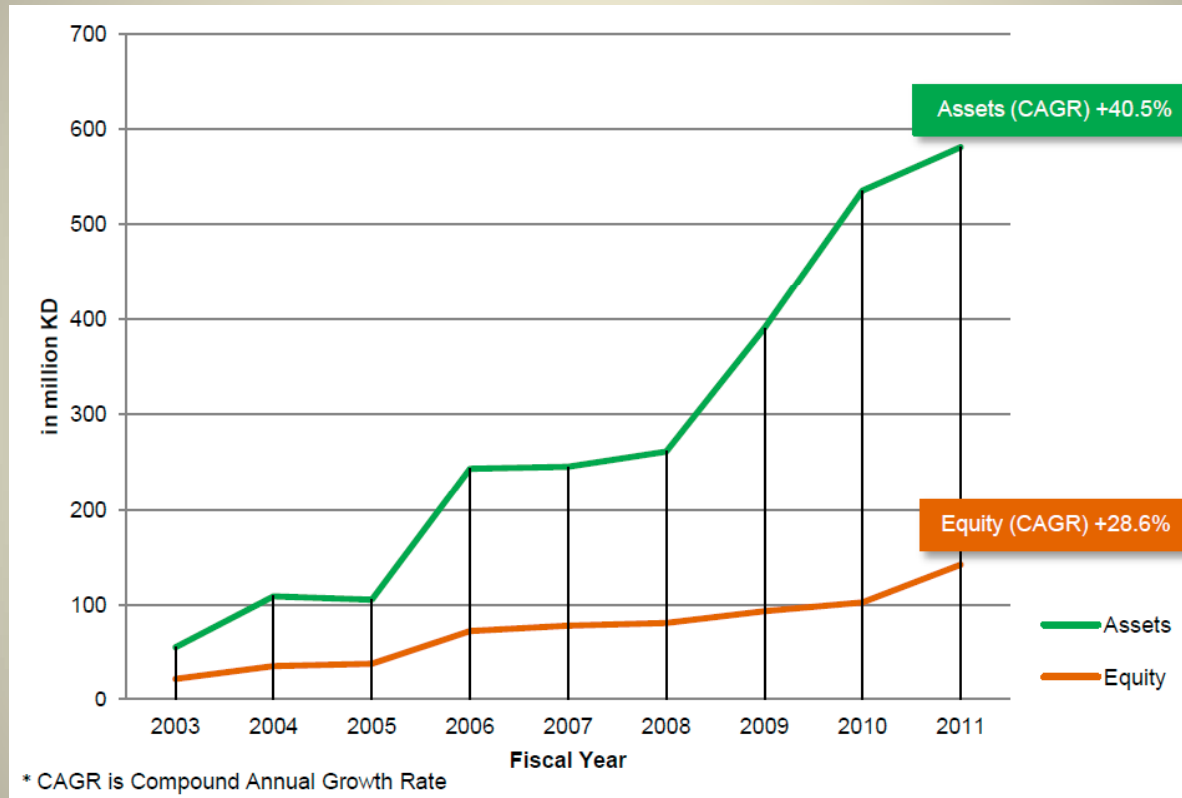
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## Historical Financials



Source – ALAFCO

- 34% CAGR rate in revenue.
- 38% CAGR rate in operating profit.
- 44% CAGR rate in net profit.



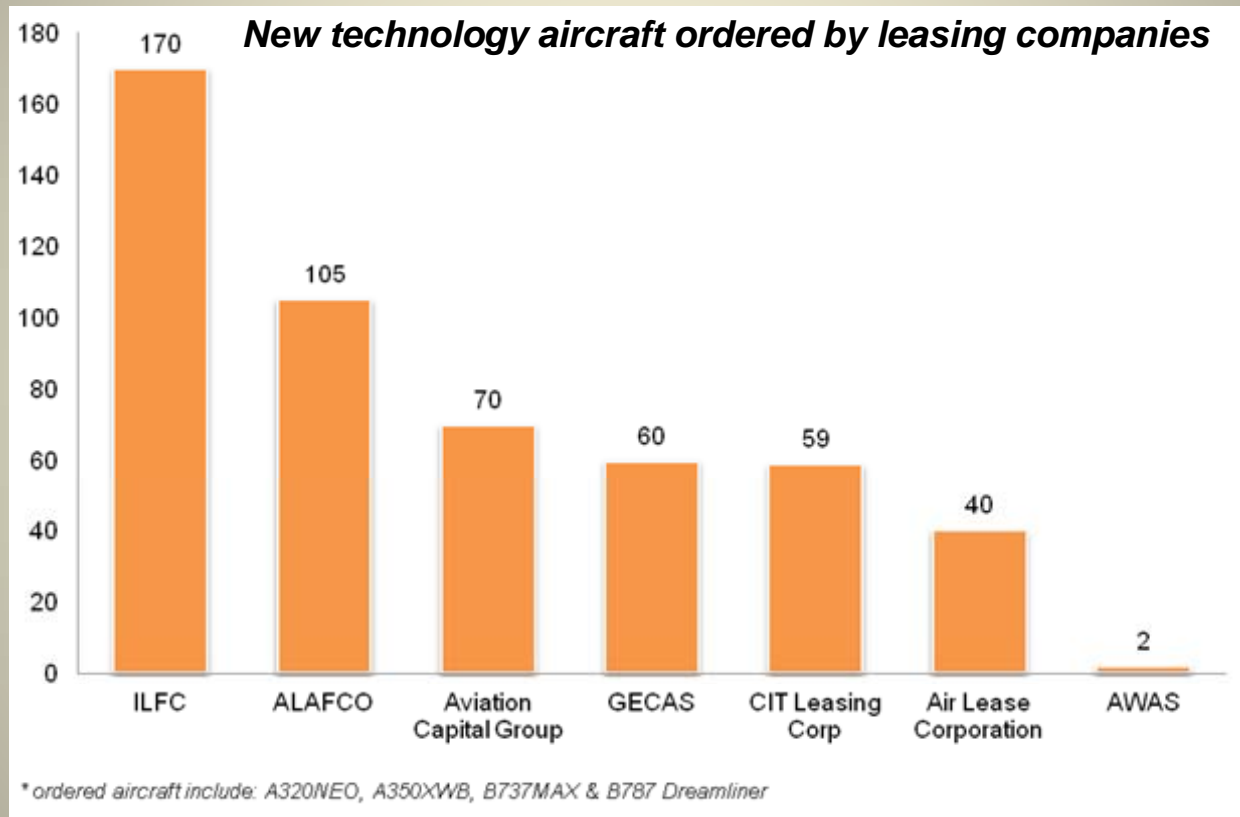
Source – ALAFCO

- 41% CAGR rate in total assets.
- 29% CAGR rate in shareholders' equity.



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## Strategic Aircraft Orders



Data Source – Ascend

Securing ALAFCO's future by investing in tomorrow's technology



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## **Goals & Strategy**



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## Goals & Strategy

- Build A 100 aircraft portfolio by the end of the decade.
- Acquire only new technology fuel efficient aircraft for the following reasons:
  - ✓ Help airline customers reduce fuel costs.
  - ✓ Provide airlines high operating efficiencies.
  - ✓ Preserve residual value for ALAFCO.
  - ✓ Profit potential from sale of premium delivery slots.
- Studying the redesigned Boeing 737MAX narrow body aircraft.



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## Goals & Strategy

- Aircraft acquisitions will be done by way of:
  - ✓ Sale and lease back transaction.
  - ✓ Placement of direct orders with manufacturers.
  - ✓ Acquiring aircraft with lease attached.
- Develop markets in Asia, Europe, North & South America, Africa and the Middle East.
- Diversify sources of financing aircraft.



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**Questions ?**





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**Thank You**