Moving to a Paperless Environment
Doug Walker, Technical Vice President, Head of the Americas

November 2016
Introduction

Evolving technology makes it even more compelling

More than 40% of the global fleet is now leased with hundreds of aircraft transferring between airlines each year. Proper maintenance and supporting documentation that meets lease or sale contract guidelines will continue to be a major undertaking for Lessors and airlines alike.

Retention and transition of paper documents remains a barrier to efficiency for lessors, airlines, parts traders and MROs. Electronic records offer a vastly improved and searchable level of record keeping accountability and security, in addition to the obvious environmental and cost reduction benefits.

IT’S TIME TO EVOLVE

PAPERLESS ENVIRONMENT
Key Issues

Real or artificial challenges in the adoption of a paperless environment

Challenges facing the industry

AUTHORITIES
Need for additional regulatory guidance material, other than FAA (worldwide acceptance)

LESSORS
Need to establish a standard for electronic records (folder structure)
Communicate acceptability

AIRLINES
Fear of the new/comfort with the old (if it’s not broken don’t fix it mentality)
Benefits for Airlines

Benefits from a paperless environment for airlines

**Reduced audit time and presence**
- Reduces the need for consultants to be onsite for mid-term audits and the return process. 30 days and growing.

**Reduced onsite audit time**
- Reduces the time aviation authorities need to be on site performing audits.

**Reduced printing & storage costs**
- Drastically decreases cost of printing and storing paper Approx. 11,000 pages per aircraft per year.

**Remote due diligence research**
- Enables airlines to conduct due diligence remotely prior to accepting aircraft saving travel cost and stress.

**Minimized hosting & escorting**
- Minimizes hosting and escorting next airline customers and consultants, office space and distractions.

**Reduced aircraft return delays**
- Reduces the potentially for delayed returns and associated exposure to continued lease payments.

**Reduced disputed/misfiled records**
- Reduces disputes and cost caused by misfiled or lost records.

**Increased record search efficiency**
- Search and filter capabilities which paper does not offer.

**Improved record access & update**
- On-line masters can be updated in real time with instant access to researchers.
Benefits for Lessors

Benefits from a paperless environment for lessors

Increased record retrieval efficiency
Reduces time to locate and search for critical records

Reduce potential aircraft delays
Ability to respond quickly to the next airline’s questions reducing records disputes

Remote due diligence research
Enables airlines to conduct records due diligence remotely prior to accepting aircraft, allowing the prior airline to focus

Reduced onsite consultation costs
Reduces costs for consultants to be onsite during audits and returns

Eliminate risk of records loss
Eliminates risks of catastrophic loss of paper records, to include hostage taking
Solutions

**Obtain industry-wide acceptance of digital documents as originals**

<table>
<thead>
<tr>
<th>ACCEPTABLE INDUSTRY STANDARD</th>
<th>DOCUMENT MANAGEMENT SYSTEMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lessors and Airlines <strong>develop an acceptable industry standard</strong> through joint cooperation with IATA and other industry organizations</td>
<td>Users <strong>agree on a pre-approved list of 3rd party and/or internal document management systems</strong>, the goal being ease of documentation transferability</td>
</tr>
</tbody>
</table>
This presentation contains certain statements, estimates and forecasts with respect to future performance and events. These statements, estimates and forecasts are “forward-looking statements”. In some cases, forward-looking statements can be identified by the use of forward-looking terminology such as “may,” “might,” “should,” “expect,” “plan,” “intend,” “estimate,” “anticipate,” “believe,” “predict,” “potential” or “continue” or the negatives thereof or variations thereof or similar terminology. All statements other than statements of historical fact included in this presentation are forward-looking statements and are based on various underlying assumptions and expectations and are subject to known and unknown risks, uncertainties and assumptions and may include projections of our future financial performance based on our growth strategies and anticipated trends in our business. These statements are only predictions based on our current expectations and projections about future events. There are important factors that could cause our actual results, level of activity, performance or achievements to differ materially from the results, level of activity, performance or achievements expressed or implied in the forward-looking statements. As a result, we cannot assure you that the forward-looking statements included in this presentation will prove to be accurate or correct. In light of these risks, uncertainties and assumptions, the future performance or events described in the forward-looking statements in this presentation might not occur. Accordingly, you should not rely upon forward-looking statements as a prediction of actual results and we do not assume any responsibility for the accuracy or completeness of any of these forward-looking statements. Except as required by applicable law, we do not undertake any obligation to, and will not, update any forward-looking statements, whether as a result of new information, future events or otherwise.

No warranty or representation is given concerning such information, which must not be taken as establishing any contractual or other commitment binding upon AerCap Holdings N.V. or any of its subsidiaries or associated companies.

In addition to presenting financial results in conformity with U.S. generally accepted accounting principles (“GAAP”), this presentation includes certain non-GAAP financial measures. Reconciliations of such non-GAAP financial measures are set forth or referred to in the presentation where relevant. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in conformity with GAAP.