

2020



Stakeholder Engagement

# Stakeholder Engagement

Stakeholders	Engagement	Examples in 2019
<b>Investors</b>	<ul style="list-style-type: none"> <li>▶ Quarterly earning calls and regular calls/meetings to update investors on AerCap's financial and operating performance</li> <li>▶ One-on-one meetings with investors, group meetings and investor conferences</li> <li>▶ ESG issues actively discussed with investors and ESG report publicly available on the Investor Relations section of our website</li> <li>▶ Continuous investor communications through Investor Relations team</li> </ul>	<ul style="list-style-type: none"> <li>▶ We hosted our Capital Markets Day in November to update investors on industry trends, our business progress and our financial updates. We also highlighted our approach to ESG issues</li> <li>▶ Senior executives have participated in thorough discussions with investors at non-deal roadshows and investor conferences and have presented at a number of industry conferences</li> <li>▶ Hosted numerous non-deal roadshows, participated in ~20 industry conferences and conducted over 500 meetings/calls</li> <li>▶ Wide range of corporate governance issues discussed and voted on during AGM</li> </ul>
<b>Government and Regulators</b>	<ul style="list-style-type: none"> <li>▶ Participated in industry conferences to discuss regulatory matters affecting aircraft leasing and the air transportation sector</li> <li>▶ Accounting and financial reporting in compliance with Sarbanes–Oxley ("SOX") requirements</li> <li>▶ SEC disclosures</li> <li>▶ Report lobbying activities in accordance with local laws and regulations</li> </ul>	<ul style="list-style-type: none"> <li>▶ Our financial reports are publicly available</li> <li>▶ We are a member of the Aviation Working Group, advancing international aviation financing and leasing</li> <li>▶ We report our lobbying activities to the Irish Register of Lobbying every four months declaring whether any lobbying activity was conducted and, if so, disclose the specific lobbying activity. We had no lobbying activities in Ireland in 2019</li> </ul>
<b>Customers</b>	<ul style="list-style-type: none"> <li>▶ Enable airlines to grow in a cost-effective, flexible and sustainable way</li> <li>▶ Lease new generation, fuel-efficient aircraft and work with airlines to transition into a lower carbon economy</li> <li>▶ Celebrate landmark events with our customers</li> </ul>	<ul style="list-style-type: none"> <li>▶ We are the largest lessor in the world with \$47 billion in total assets (as of March 5, 2020)</li> <li>▶ We serve ~200 airline customers in ~80 countries</li> <li>▶ The delivery of EGYPTAIR's 5<sup>th</sup> 787 was the longest delivery flight using sustainable aviation fuel</li> <li>▶ We delivered the world's first Embraer E195-E2 aircraft to Azul. The aircraft is 24% more fuel efficient than the current E195-E1</li> </ul>

# Stakeholder Engagement (cont'd)

Stakeholders	Engagement	Examples in 2019
<b>OEMs and Other Suppliers</b>	<ul style="list-style-type: none"> <li>▶ Dedicated and experienced OEM Relations team</li> <li>▶ ESG factors incorporated in our supply chain management</li> </ul>	<ul style="list-style-type: none"> <li>▶ We work closely with the OEMs and delivered 65 new-generation fuel-efficient aircraft (100% of our deliveries) in 2019</li> <li>▶ We consider ESG factors in our service partner selection processes (such as single-use plastic in catering services)</li> </ul>
<b>Employees</b>	<ul style="list-style-type: none"> <li>▶ Company-wide employee portal and email communications</li> <li>▶ One-on-one employee meetings and interaction with senior executives</li> <li>▶ Regular business updates to staff throughout the year</li> <li>▶ Employee health and wellness initiatives</li> <li>▶ Employee training and continuous development programs</li> </ul>	<ul style="list-style-type: none"> <li>▶ Quarterly Town Hall hosted by senior executives communicating financial results and issues impacting AerCap while directly addressing any employees' questions</li> <li>▶ Over 50% of our employees engaged in some form of learning and development initiatives in 2019</li> <li>▶ We continue to provide comprehensive benefit programs to all employees, supplemented by on-site health and wellness initiatives throughout the year</li> </ul>
<b>Lenders</b>	<ul style="list-style-type: none"> <li>▶ Maintained strong relationships with diverse funding partners globally</li> <li>▶ Communicate our ESG progress to our funding partners</li> </ul>	<ul style="list-style-type: none"> <li>▶ Maintained lending relationships with more than 120 financial institutions spread across North America, EMEA and Asia-Pacific</li> <li>▶ Hosted a Bankers' Day in April with over 100 attendees</li> <li>▶ Conducted more than 300 meetings with lenders in 2019</li> </ul>
<b>Community Leaders and NGOs</b>	<ul style="list-style-type: none"> <li>▶ Support a range of charities each year in our communities</li> <li>▶ Social Responsibility Program in place that encourages employees to engage with their local communities and AerCap provides matching funds to help those initiatives</li> <li>▶ Support education initiatives to nurture the next generation of talent for the industry</li> </ul>	<ul style="list-style-type: none"> <li>▶ Ran ~50 charitable initiatives, supporting causes in health, welfare, culture, etc.</li> <li>▶ 15-year partnership with Orbis. Initiatives include Flying Hospital for sight-saving works in southern Ethiopia</li> <li>▶ Partnered with local communities in projects including the National Concert Hall's outreach program to the benefit of communities and institutions across Ireland</li> <li>▶ 4<sup>th</sup> year of our sponsorship of University College Dublin ("UCD") Michael Smurfit Graduate Business School's MSc in Aviation Finance Program</li> <li>▶ Partner with the ISTAT Foundation to help young people from diverse backgrounds develop careers in aviation</li> </ul>