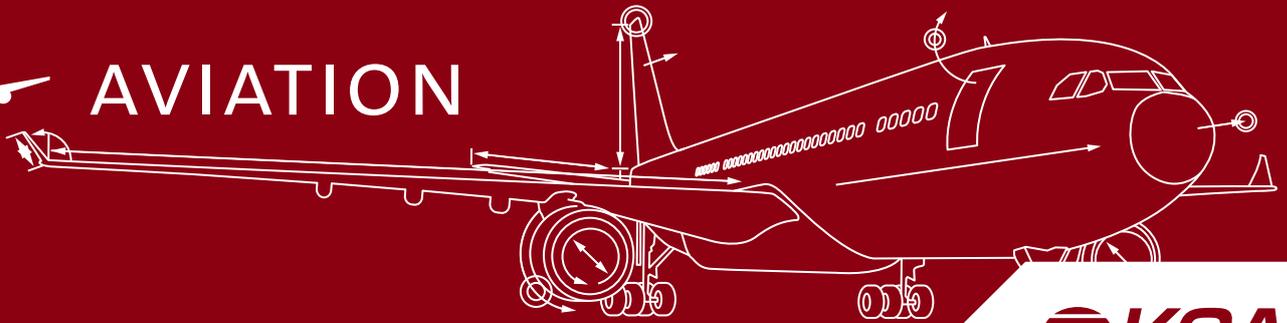




AVIATION



AIR TRAVEL: A GROWTH MARKET

The aviation industry has continued to grow in the recent past. The growth rates of passenger air traffic were significantly above the long-term average – a doubling of the world fleet in the next 20 years is forecast. Efficiency enhancement and fleet renewal programs have helped to further improve the profitability of the industry. On this basis many companies have the opportunity to increase the share of energy-efficient aircraft models in their fleets and thus be better prepared for the challenges of the future. In view of the forecast growth rates and environmental aspects that cannot be ignored, the aviation industry is at the center of a controversial debate. As a leading asset manager in the aviation sector, KGAL not only feels committed to its investors, but is also aware of its social responsibility. In order to fulfill this, KGAL has anchored sustainable and responsible entrepreneurship in its business strategy and, as a signatory to the principles of responsible investment by the United Nations (UN PRI), is committed to responsible and sustainable business practices and the promotion of innovations and new technologies.

INVESTMENT FOCUS

The Aviation Portfolio Funds (APF) are widely diversified aircraft funds operated by KGAL for

>800
transactions

3
*portfolio funds for
institutional investors*

>140
aviation funds

€7.9
*billion
accumulated
investment volume*

institutional investors. The target objects are highly fungible passenger aircraft, which are also highly stable in terms of value. Diversification is achieved through a variety of aircraft types and a range of international airlines. GOAL functions as a renowned asset manager.

JOINT VENTURES WITH LUFTHANSA

Lufthansa Leasing GmbH and GOAL German Operating Aircraft Leasing GmbH & Co. KG were founded in 1989 and 1998 respectively, as joint ventures between KGAL and Deutsche Lufthansa. In GOAL, both partners bring together their many years of expertise in the areas of aircraft leasing, financing, aircraft asset management, and aircraft remarketing. Since its establishment, GOAL has implemented more than 300 aircraft and jet engine transactions in its role as exclusive technical asset manager for KGAL. The joint venture has evolved to become the largest operating lessor for aircraft in Germany, and is one of the top 50 lessors worldwide. Customers of GOAL value its range of services, in particular the quality of the technical support, and the active asset management which secures both value retention and marketing potential for the supported aircraft.

EXPERTISE

The KGAL aircraft strategy is built from four components: asset expertise, active management, financing skills, and leasing skills. With products which unite a range of aircraft types that are established in the market, as well as a variety of lease holders in one fund, KGAL makes it possible to hold well-diversified investments in the aircraft asset class.

- Active in the aircraft segment since 1979
- Two joint ventures with Deutsche Lufthansa AG
- three aviation portfolio funds for institutional investors
- 81 private placements
- 58 public funds in the aviation segment
- Accumulated fund investment volume of over € 7.9 billion



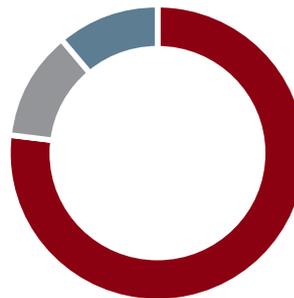
“Today, transport is significantly better equipped for future challenges than was previously the case.” *Jochen Hörger*

OVERALL AIRCRAFT PORTFOLIO OF KGAL GROUP



- Assets under management €1.9 billion
 - Assets under administration €0.1 billion
- Active investment volume in aircraft as at December 31, 2019

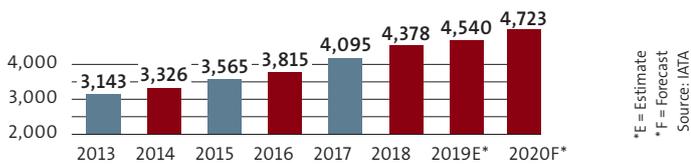
AIRCRAFT CLASSES IN THE PORTFOLIO



- Narrow body 77%
 - Wide body 12%
 - Regional aircraft 17%
- aircraft classes in the portfolio, by total investment costs

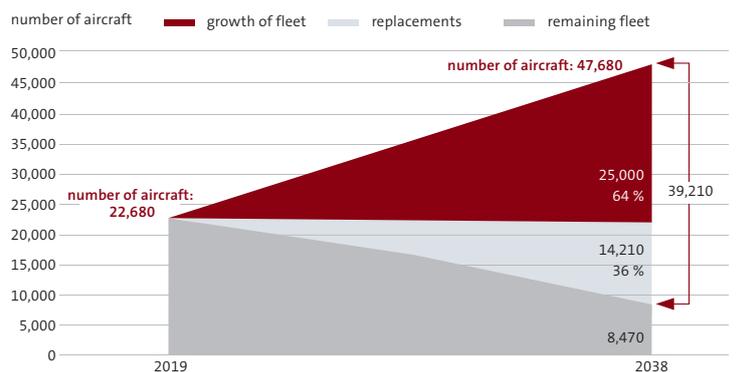
PASSENGER FIGURES

Passenger numbers in millions (2013 – 2020F)



For passenger traffic (passenger kilometers sold), IATA (International Air Transport Association) expects an increase of around 4.2 percent in 2019 after years of above-average global growth. A similar growth rate is expected in 2020.

DEVELOPMENT OF THE GLOBAL AIRCRAFT FLEET



REFERENCES



Fully allocated (institutional investors):

APF 1 €800 million*

APF 4 €600 million*

In placement (institutional investors):

APF 3 up to €500 million*

*Total investment costs

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