

NASDAQ: WLFC \$31.59 6/30/18

FACT SHEET

Year	Lease Rent Revenue	Book Value / Diluted Share	Total Debt/ Total Equity	Net Income to Common	Common Equity	Total Assets	Average Utilization
1H18	\$82.7	\$43.33	4.65	\$13.79	\$265.3	\$1,783.4	88%
2017	\$130.4	\$41.63	4.19	\$ 60.30*	\$258.9	\$1,603.4	90%
2016	\$119.9	\$29.23	5.19	\$ 13.78	\$196.2	\$1,337.9	90%
2015	\$108.0	\$26.35	4.18	\$ 6.46	\$210.3	\$1,294.3	87%
2014	\$101.4	\$26.64	3.88	\$ 7.18	\$216.9	\$1,245.8	82%

\$ in millions, except per share data *Includes a \$43.6 million tax benefit related to a decrease in corporate tax rate from the Tax Cut and Jobs Act of 2017

FINANCIAL HIGHLIGHTS - JUNE 30, 2018

- Lease rent revenue achieved a record high of \$82.7 million in the first half of 2018; 34.4% growth from \$61.6 million in the first half of 2017.
- Our equipment lease portfolio grew 14.9% to \$1.542 billion, from \$1.343 billion at December 31, 2017, net of asset sales and depreciation expense. The book value of lease assets we own directly or through our joint ventures was \$1.9 billion at June 30, 2018.
- The Company purchased \$243.1 million of equipment in the first half of 2018, compared to \$112.2 million in the first half of 2017.
- Utilization at June 30, 2018 was 88% compared to 89% at December 31, 2017. Utilization was negatively impacted by delivery of new, off lease engines over the period.
- The Company maintained \$224 million of undrawn revolver capacity at June 30, 2018.
- Tangible book value per diluted weighted average common share outstanding increased to \$43.33 at June 30, 2018, compared to \$41.63 at December 31, 2017.

COMPANY BACKGROUND

Willis Lease is the premier independent jet engine lessor in the commercial finance space and has been a pioneer in aviation solutions for over 30 years. As a long-established industry leader with a trusted reputation and global footprint, not only does Willis Lease offer innovative leasing solutions for the highest demand engines for Airbus and Boeing aircraft, but the Willis Lease platform provides its diverse customer base with industry leading trading, materials, and asset management offerings.

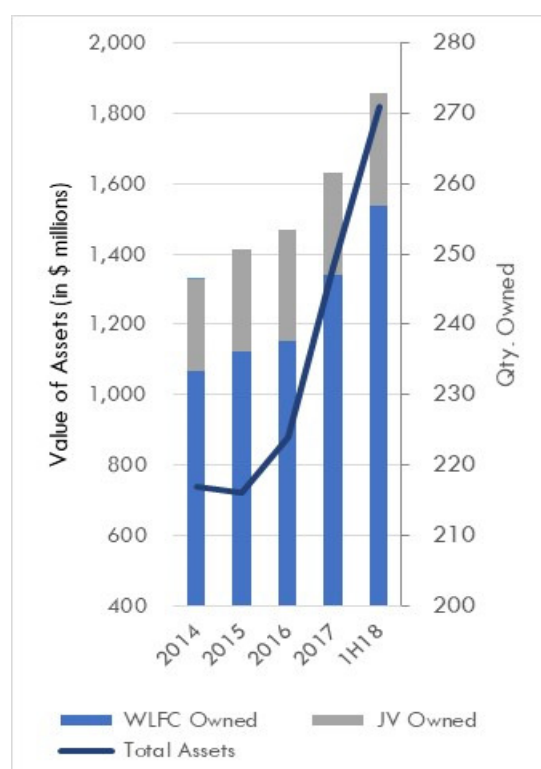
Through its wholly-owned subsidiary, Willis Aeronautical Services, Inc. ("Willis Aero") Willis Lease offers 'end-of-life' solutions for aviation materials and services related to aircraft engines. Willis Aero's inventory stock is comprised primarily of current generation, in demand, engine types and has a history of successfully assisting its customers in driving down the price of costly shop-visits.

Its wholly owned subsidiary Willis Asset Management Limited ("Willis Asset Management") is focused on the engine management and consulting business and provides Willis Lease and its customers with best in class fleet management, aviation consultancy, and technical services solutions.

VALUATIONS (6/30/18)

Price: WLFC	\$31.59
Market Cap	\$201.1 million
Total Revenue	\$138.2 million
EPS (diluted)	\$2.25
P/E	25.14
Book Value/Diluted Share	\$44.28
Price/Book	63.9%
Equity/Assets	14.88%

ASSETS UNDER MANAGEMENT



CORPORATE HEADQUARTERS

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INVESTOR RELATIONS CONTACT

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COMMON SHARES

Outstanding: 6.37 million
 Estimated Float: 3.23 million
 Insider Ownership: 49.68%
 Institutional Ownership: 35.42%

52-WEEK CLOSING PRICE TRADING RANGE (AS OF 6/30/18):

High \$36.70
 Low \$23.64

TOP 10 OWNERS

Charles F. Willis IV
 Dimensional Funds
 Renaissance Technologies
 Vanguard Group
 BlackRock Inc.
 Bridgeway Capital
 Austin C. Willis
 LSV Asset Management
 State Street Corporation
 Northern Trust Corp.

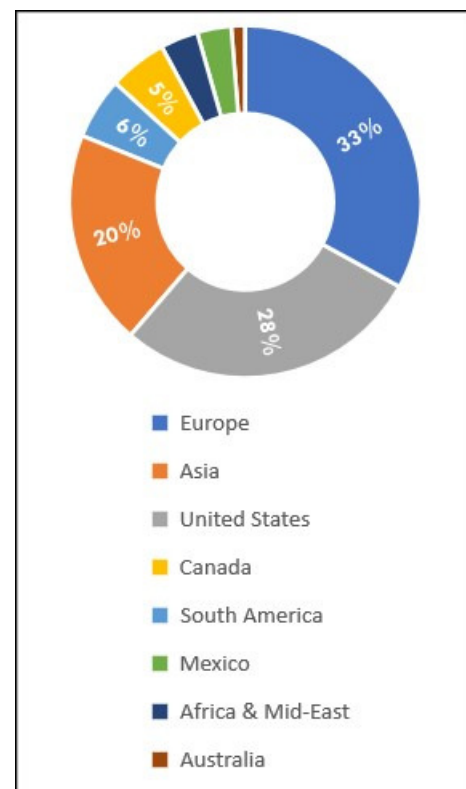
FINANCIAL HIGHLIGHTS**Consolidated Statements of Income**

(in thousands, except per share data)

	Jun 30, 2018	Mar 31, 2018	Jun 30 2017
REVENUE			
Lease Rent Revenue	\$ 43,081	\$ 39,644	\$ 31,337
Maintenance Reserve Revenue	22,045	15,440	11,881
Spare Parts and Equipment Sales	7,061	6,286	19,383
Gain on Sale of Leased Equipment	245	640	3,527
Other Revenue	1,871	1,882	1,716
Total Revenue	74,303	63,892	67,844
EXPENSES			
Depreciation and Amortization expense	18,384	17,355	16,015
Cost of Spare Parts and Equipment Sales	5,906	4,783	14,656
Write-down of equipment	3,578	-	1,351
General and Administrative	16,782	15,611	13,065
Technical Expense	3,232	3,677	2,448
Interest Expense	15,138	13,595	11,312
Total Expenses	63,020	55,021	58,847
Earnings from operations	11,283	8,871	8,997
Earnings from joint ventures	316	747	1,161
Income before income taxes	11,599	9,618	10,158
Income tax (benefit) expense	3,240	2,536	4,168
Net income	8,359	7,082	5,990
Preferred stock dividends	810	801	324
Accretion of preferred stock issuance costs	21	20	9
Net income attributable to common shareholders	\$ 7,528	\$ 6,261	\$ 5,657
Diluted Weighted Average Earnings Per Share	\$ 1.26	\$ 1.00	\$ 0.92
Diluted Weighted Average Shares Outstanding	5,991	6,256	6,158

Consolidated Balance Sheets

	Jun 30, 2018	Dec 31, 2017
Cash and cash equivalents inc. restricted cash	\$ 46,818	\$ 47,324
Lease Portfolio, net	1,542,329	1,342,571
Total assets	1,783,435	1,603,431
Total liabilities	1,468,636	1,295,050
Total redeemable preferred stock and shareholders' equity	314,799	308,381

**LEASE RENT REVENUE
BY GEOGRAPHIC REGION
1H-18**

This report was prepared using information obtained from management and from publications available to the public. This report does not purport to be a complete statement of all material facts and is not to be construed as a recommendation or solicitation to buy or sell securities of the company described herein.