

NASDAQ: WLFC \$27.09 11/10/16
FACT SHEET

Year	Lease Rent	Tang. Book Value / Share	Total Debt/ Total Equity	Earnings / Share	Common Equity	Total Assets	Average Utilization
YTD16	\$ 88.73	\$29.88	4.51	\$ 1.69	\$196.47	\$1,291.33	91.00%
2015	\$107.90	\$27.72	4.14	\$ 0.92	\$209.20	\$1,294.30	87.00%
2014	\$101.70	\$25.88	3.82	\$ 0.89	\$216.00	\$1,244.80	82.00%
2013	\$101.70	\$25.31	3.64	\$ 1.89*	\$212.60	\$1,185.80	84.00%
2012	\$94.60	\$22.85	3.50	(\$ 0.43)**	\$199.20	\$1,078.70	83.00%

\$ in millions, except per share data * Includes an \$8.6 million tax benefit related to a reduction of its deferred tax liability **Includes a \$15.5 million pre-tax charge for early extinguishment of debt and derivatives termination, and \$2.8 million charge resulting from the redemption of its Series A Preferred shares.

FINANCIAL HIGHLIGHTS at September 30, 2016

- Pre-tax profits in 3Q16 increased 40% to \$6.5 million, a \$1.9 million increase from 3Q15. For the nine months of 2016, pre-tax profits increased 219% to \$19.3 million from \$6.1 million in the first nine months of 2015.
- Net income grew 18% to \$4.0 million, or \$0.62 per diluted share, in 3Q16 compared to \$3.4 million, or \$0.49 per diluted share, in 2Q16 and \$2.6 million, or \$0.32 per diluted share, in 3Q15.
- Lease rent revenue grew 12% to \$31.3 million in 3Q16, versus the year ago quarter, fueled by the growing lease portfolio, and an increase in the lease rate factor.
- Liquidity provided by this credit facility was \$303 million at quarter end.
- Average utilization was 91% in 3Q16, up from 90% in the preceding quarter and even with the 91% achieved in the 3Q15.
- Book value per share increased to \$29.88 from \$26.41 a year ago.
- A total of 1,058,000 shares were repurchased for \$25.0 million in the first nine months of 2016 under the 5-year repurchase plan reapproved in April 2015. In 2015, share repurchases totaled 912,247 shares for \$16.5 million.
- At 9/30/16, Willis Lease had 208 commercial aircraft engines, 10 aircraft and 5 spare parts packages and other equipment in its lease portfolio valued at \$1.1 billion.
- Purchased the business and assets of Total Engine Support Limited, a UK-based leading asset management, technical service and consultancy business.

COMPANY BACKGROUND

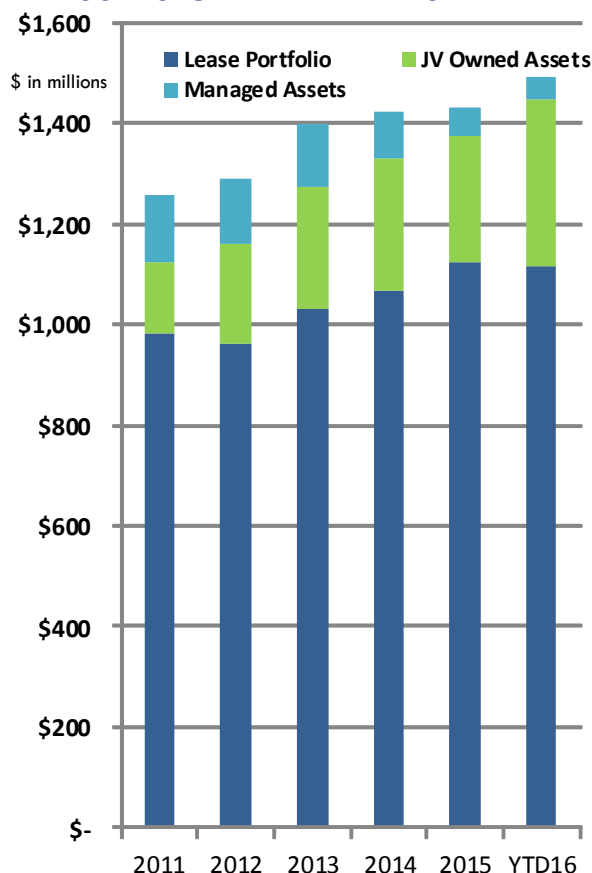
Willis Lease is the premier independent jet engine lessor in commercial finance. It has successfully purchased, leased, and sold more engines in more countries over a longer period of time than any independent competitor. As a well-known, long-established industry leader with a trusted reputation, Willis Lease focuses on commercial jet aircraft engines with the highest demand used on Airbus and Boeing aircraft. Willis Lease also purchases and re-sells aircraft engines and provides aftermarket support solutions for aviation materials.

Willis Lease is a pioneer in establishing cooperative engine sharing pools. The North American engine sharing agreement, covering more than 600 aircraft, includes AirTran, Alaska Airlines, American Airlines, Delta Airlines, Enerjet, Southwest Airlines, Sunwing and WestJet providing CFM56-7B engines used to power Boeing 737 NG aircraft.

In 2013, Willis Lease launched Willis Aeronautical Services, Inc. ("Willis Aero") a wholly-owned subsidiary, whose primary focus is the sale of aircraft engine parts and materials through the acquisition or consignment of third parties of aircraft and engines.

VALUATIONS (11/10/16)

Price: WLFC	\$27.09
Market Cap	\$181.3 million
Total Revenue (ttm)	\$207.0million
EPS (diluted) (ttm)	\$2.04
P/E (ttm)	13.28
Book Value/Share (9/30/16)	\$29.88
Price/Book	92.4%
Equity/Assets	15.21%

ASSETS UNDER MANAGEMENT


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Common Shares (Nasdaq: WLFC)

 Outstanding: 6.7 million
 Estimated Float: 3.6 million
 Insider Ownership: 46.59%
 Institutional Ownership: 34.5%

52-week Trading Range

 High \$27.51
 Low \$15.62
 Recent \$26.34

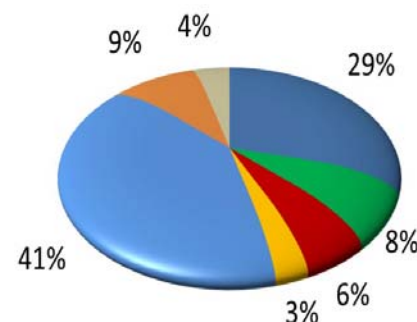
Top Ten Owners

 Charles F. Willis IV
 Dimensional Funds
 Renaissance Technologies
 Rutabaga Capital
 Vanguard Group
 Bridgeway Capital
 BlackRock Inc.
 EAM investors
 Acadian Asset Management
 Northern Trust Global Investments

FINANCIAL HIGHLIGHTS
Consolidated Statements of Income
(In thousands, except EPS data, unaudited)

	Three Months Ended		
	Sept. 30, 2016	June 30, 2016	Sept. 30, 2015
REVENUE			
Lease rent revenue	\$31,270	\$29,181	\$28,055
Maintenance reserve revenue	14,229	15,514	16,119
Spare parts and equipment sales	4,160	3,673	9,133
Gain on sale of leased equipment	180	258	3,804
Other revenue	1,622	992	619
Total revenue	\$51,461	\$49,618	\$57,730
EXPENSES			
Depreciation and amortization expense	16,628	16,188	17,102
Cost of spare parts and equipment sales	3,066	2,787	5,919
Write-down of equipment	1,995	1,893	5,498
General and administrative	12,257	10,685	11,742
Technical expense	1,414	1,803	3,570
Net finance costs	10,230	10,534	9,805
Total expenses	45,590	43,890	53,636
Earnings from operations	\$5,871	\$5,728	\$4,094
Earnings from joint ventures	631	56	558
Income before income taxes	\$6,502	\$5,784	\$4,652
Income tax expense (benefit)	2,517	2,418	2,101
NET INCOME	\$3,985	\$3,366	\$2,551
DILUTED EARNINGS PER SHARE	\$ 0.62	\$ 0.49	\$ 0.32
Diluted average shares outstanding	6,448	6,819	7,963

	Sept. 30, 2016	June 30, 2016	Sept. 30, 2015
Consolidated Balance Sheets			
Cash and cash equivalents inc. restricted cash	\$ 38,870	\$ 59,870	\$ 36,128
Lease portfolio, net	\$1,118,202	\$1,081,481	\$1,087,551
Total assets	\$1,291,328	\$1,292,397	\$1,269,959
Total liabilities	\$1,094,854	\$1,096,247	\$1,051,282
Total shareholders' equity	\$ 196,474	\$ 196,150	\$ 218,677

Lease Rent Revenue by Geographic Region 2015


- Asia
- United States
- Mexico
- Canada
- Europe
- South America
- Africa & Mid-East


The Cereghino Group
 Corporate Investor Relations

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