

NASDAQ: WLFC \$34.28 3/31/18
FACT SHEET

Year	Lease Rent Revenue	Book Value / Diluted Share	Total Debt/ Total Equity	Net Income to Common	Common Equity	Total Assets	Average Utilization
Q1 18	\$39.6	\$41.02	4.60	\$6.26	\$256.6	\$1,724.5	86%
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 AT March 31, 2018

- Lease rent revenue achieved a record quarterly high of \$39.6 million in the first quarter of 2018; 31.1% growth from \$30.2 million in the same quarter of 2017.
- Our equipment lease portfolio grew 9.2% to \$1.466 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 \$1.7 billion at March 31, 2018.
- The Company purchased \$154.9 million of equipment in the first quarter of 2018, compared to \$40.3 million in the first quarter of 2017.
- The Company maintained \$286 million of undrawn revolver capacity at March 31, 2018.
- A total of 297,367 shares of common stock were repurchased in the first three months of 2018 for \$10.2 million.
- During the first quarter of 2018, the Company entered into agreements to purchase \$217.1 million of engines and related equipment for our lease portfolio.

COMPANY BACKGROUND

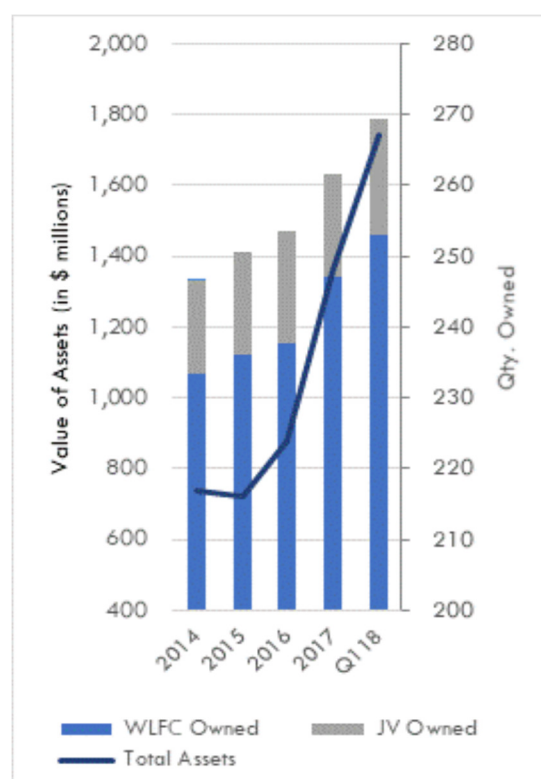
Willis Lease is the premier independent jet engine lessor in the commercial finance space and has been a pioneer in aviation solutions for over 30 years. As a long-established industry leader with a trusted reputation and global footprint, not only does Willis Lease offer innovative leasing solutions 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.

In 2016, the Company launched Willis Asset Management, Limited ("WAML") a wholly-owned subsidiary, that provides WLFC and its customers with best in class fleet management, aviation consultancy, and technical services solutions.

VALUATIONS (3/31/18)

Price: WLFC	\$34.28
Market Cap	\$209.7 million
Total Revenue	\$63.9 million
EPS (diluted)	\$1.00
P/E	34.25
Book Value/Diluted Share	\$41.02
Price/Book	68.5%
Equity/Assets	14.88%

ASSETS UNDER MANAGEMENT


CORPORATE HEADQUARTERS

773 San Marin Drive, Suite 2215
 Novato, CA 94998
 415-408-4700
 www.willislease.com

INVESTOR RELATIONS CONTACT

Scott B. Flaherty
 Chief Financial Officer
 415-408-4700

COMMON SHARES

Outstanding: 6.12 million
 Estimated Float: 3.20 million
 Insider Ownership: 49.97%
 Institutional Ownership: 35.52%

52-WEEK CLOSING PRICE TRADING RANGE (AS OF 3/31/18):

High \$34.28
 Low \$21.66

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)

	Mar 31, 2018	Mar 31, 2017
REVENUE		
Lease Rent Revenue	\$ 39,644	\$ 30,233
Maintenance Reserve Revenue	15,440	31,961
Spare Parts and Equipment Sales	6,286	12,596
Gain on Sale of Leased Equipment	640	983
Other Revenue	1,882	2,173
Total Revenue	63,892	77,946
EXPENSES		
Depreciation and Amortization expense	17,355	16,628
Cost of Spare Parts and Equipment Sales	4,783	10,318
Write-down of equipment	—	12,091
General and Administrative	15,611	13,201
Technical Expense	3,677	2,292
Interest Expense	13,595	10,865
Total Expenses	55,021	65,395
Earnings from operations	8,871	12,551
Earnings from joint ventures	747	1,854
Income before income taxes	9,618	14,405
Income tax expense	2,536	6,238
Net income	7,082	8,167
Preferred stock dividends	801	321
Accretion of preferred stock issuance costs	20	7
Net income attributable to common shareholders	\$ 6,261	\$ 7,839
Diluted Weighted Average Earnings Per Share	\$ 1.00	\$ 1.25
Diluted Weighted Average Shares Outstanding	6,256	6,263

Consolidated Balance Sheets

	Mar 31, 2018	Mar 31, 2017
Cash and cash equivalents inc. restricted cash	\$ 57,173	\$ 47,324
Lease Portfolio, net	1,466,144	1,342,571
Total assets	1,724,505	1,603,431
Total liabilities	1,418,396	1,295,050
Total redeemable preferred stock and shareholders' equity	306,109	308,381

**LEASE RENT REVENUE
BY GEOGRAPHIC REGION
Q1-18**