



NASDAQ: WLFC \$24.97 12/31/17

FACT SHEET

Year	Lease Rent Revenue	Book Value / Diluted Share	Total Debt/ Total Equity	Net Income to Common	Common Equity	Total Assets	Average Utilization
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%
2013	\$101.7	\$25.65	3.70	\$ 15.63**	\$212.6	\$ 1,199.2	84%

\$ 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 ** Includes an \$8.6 million tax benefit related to a reduction of its deferred tax liability

FINANCIAL HIGHLIGHTS at December 31, 2017

- Total revenue grew 32.6% to \$274.8 million in 2017 from \$207.3 million in 2016.
- Average utilization for the year was 90%, in line with 2016 performance.
- Maintenance reserve revenue was \$80.2 million, up 40.5% year-over-year.
- The equipment portfolio grew 18.1% to \$1.343 billion, from \$1.137 billion in 2016, net of asset sales and depreciation expense.
- Tangible book value per diluted weighted average common share increased 42.4% to \$41.63 at December 31, 2017, as compared to \$29.23 per share at December 31, 2016.
- The Company maintained \$399 million of undrawn revolver capacity at December 31, 2017.
- The company purchased \$345 million of equipment in 2017, compared to \$149 million in 2016.
- The Company closed a \$336 million asset backed securitization, Willis Engine Structured Trust III; the Notes are secured by a portfolio of 56 engines.
- The Company issued 1,500,000 shares of 6.5% Series A-2 Preferred Stock, \$0.01 par value per share at a gross issue price of \$20.00 per share in 2017.
- The Company repurchased 155,312 shares of common stock in 2017 for \$3.5 million

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.

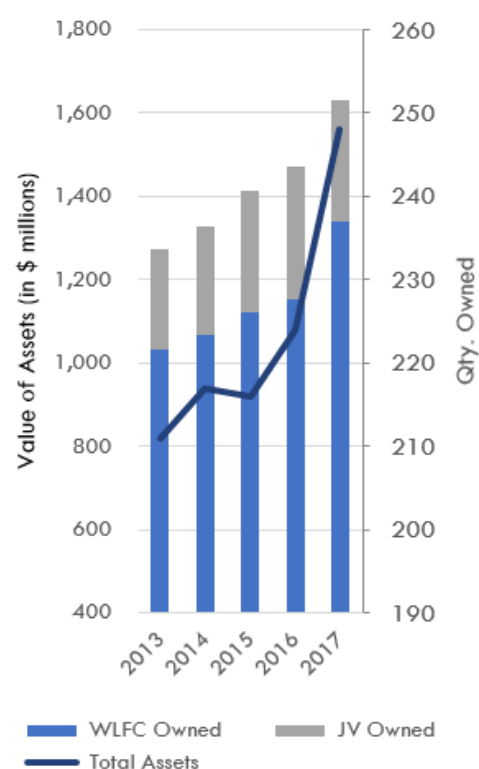
Through its wholly-owned subsidiary, Willis Aeronautical Services, Inc. ("Willis Aero") Willis Lease offers 'end-of-life' solutions for aviation materials and services related to aircraft engines. Willis Aero's inventory stock is comprised primarily of current generation, in demand, engine types and 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 (12/31/17)

Price: WLFC	\$24.97
Market Cap	\$160.3 million
Total Revenue	\$274.8 million
EPS (diluted)	\$9.69
P/E	2.58
Book Value/Diluted Share	\$41.63
Price/Book	52.0%
Equity/Assets	19.11%

ASSETS UNDER MANAGEMENT



CORPORATE HEADQUARTERS

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INVESTOR RELATIONS CONTACT

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 Chief Financial Officer
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COMMON SHARES (Nasdaq: WLFC)

Outstanding: 6.42 million
 Estimated Float: 3.47 million
 Insider Ownership: 47.24%
 Institutional Ownership: 38.67%

52-WEEK TRADING RANGE

High \$27.16
 Low \$21.35
 Recent \$24.97

TOP 10 OWNERS

Charles F. Willis IV
 Dimensional Funds
 Renaissance Technologies
 Vanguard Group
 M3F, Inc.
 BlackRock Inc.
 Bridgeway Capital
 Austin C. Willis
 LSV Asset Management
 State Street Corporation

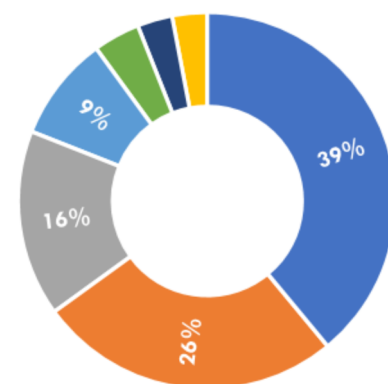
FINANCIAL HIGHLIGHTS**Consolidated Statements of Income**

(in thousands, except per share data)

	Dec 31, 2017	Dec 31, 2016
REVENUE		
Lease Rent Revenue	\$ 130,369	\$ 119,895
Maintenance Reserve Revenue	80,189	57,091
Spare Parts and Equipment Sales	51,423	17,783
Gain on Sale of Leased Equipment	4,929	3,482
Other Revenue	7,930	9,023
Total Revenue	274,840	207,274
EXPENSES		
Depreciation and Amortization expense	66,023	66,280
Cost of Spare Parts and Equipment Sales	40,848	13,293
Write-down of equipment	24,930	9,514
General and Administrative	55,737	47,780
Technical Expense	9,729	6,993
Net Finance Costs	48,720	41,281
Total Expenses	245,987	185,141
Earnings from operations	28,853	22,133
Earnings from joint ventures	7,158	1,813
Income before income taxes	36,011	23,946
Income tax (benefit) expense	(26,147)	9,877
Net income	62,158	14,069
Preferred stock dividends	1,813	281
Accretion of preferred stock issuance costs	46	8
Net income attributable to common shareholders	\$ 60,299	\$ 13,780
Diluted Weighted Average Earnings Per Share	\$ 9.69	\$ 2.05
Diluted Weighted Average Shares Outstanding	6,220	6,714

Consolidated Balance Sheets

	Dec 31, 2017	Dec 31, 2016
Cash and cash equivalents inc. restricted cash	\$ 47,324	\$ 32,374
Lease Portfolio, net	1,342,571	1,136,603
Total assets	1,603,431	1,337,887
Total liabilities	1,295,050	1,121,867
Total redeemable preferred stock and shareholders' equity	308,381	216,020

**LEASE RENT REVENUE
 BY GEOGRAPHIC REGION
 2017**


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

