

## Air Lease Corporation (AL)

**\$30.82** (As of 08/10/20)

Price Target (6-12 Months): **\$33.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 05/27/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:B

Value: B

Growth: C

Momentum: C

### Summary

Shares of Air Lease have declined more than 28% since the beginning of February due to the coronavirus-related woes. Low lease demand due to declining air travel demand, and lease deferrals are hurting revenues. The company's collection rate is also declining and is expected to continue doing so in the remainder of the year due to reduced travel demand. Due to this headwind, Air Lease reduced capital expenditures in aircraft investments for the current year. Persistent delivery delays from Airbus and Boeing are an added concern. Escalating operating expenses are also worrisome (up 12.5% in first-half 2020). However, impressive rise in revenues from rentals of flight equipment are helping to partly offset the adversities. The company's measures to reward its shareholders are also appreciative. It also has a sound cash position.

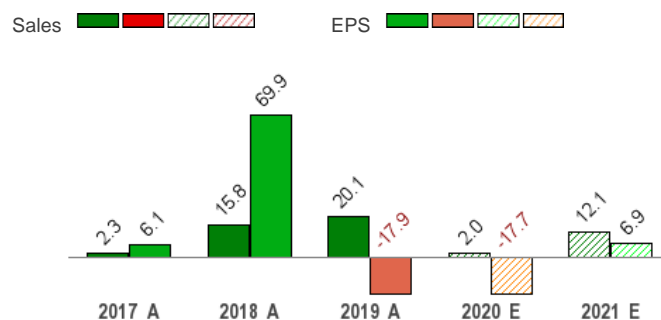
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$49.96 - \$8.41
20 Day Average Volume (sh)	880,168
Market Cap	\$3.5 B
YTD Price Change	-35.1%
Beta	1.94
Dividend / Div Yld	\$0.60 / 1.9%
Industry	<a href="#">Transportation - Equipment and Leasing</a>
Zacks Industry Rank	Top 45% (113 out of 253)

### Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	23.5%
Last Sales Surprise	4.4%
EPS F1 Est- 4 week change	7.0%
Expected Report Date	11/05/2020
Earnings ESP	-11.4%
P/E TTM	5.9
P/E F1	7.4
PEG F1	1.0
P/S TTM	1.7

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021					2,307 E
2020	511 A	521 A	510 E	538 E	2,058 E
2019	466 A	471 A	531 A	549 A	2,017 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021					\$4.48 E
2020	\$1.17 A	\$1.26 A	\$1.05 E	\$0.89 E	\$4.19 E
2019	\$1.23 A	\$1.10 A	\$1.34 A	\$1.42 A	\$5.09 A

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 08/10/2020. The reports text is as of 08/11/2020.

## Overview

Founded in 2010, Los Angeles, CA-based Air Lease Corporation is a leading aircraft leasing company. It is primarily involved in purchasing commercial aircraft directly from the manufacturers, leasing the same to its airline customers across the globe. Some noteworthy manufacturers that the company works with are The Boeing Company and Airbus S.A.S.

Besides leasing, the company sells planes from its portfolio to third parties such as other leasing companies, financial services and corporate airline entities. It also provides investors and owners with fleet management services and charges a management fee in return. The company faces competition from aircraft manufacturers, banks, financial institutions, other leasing companies, aircraft brokers and airlines. Air Lease reduces the risks of lessee defaults and adverse economic conditions by diversifying its operating lease portfolio.

The company's operating performance depends on growth of its fleet, the terms of its leases, interest rates on its debt and the aggregate amount of its indebtedness alongside gains from aircraft sales, trading activities and management fees.

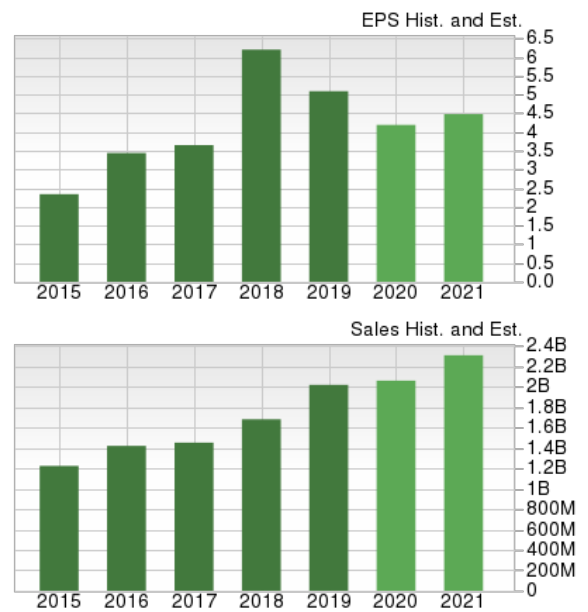
Air Lease currently covers more than 200 airlines across 70 countries. It has markets in all major geographies, namely Asia, the Pacific Rim, Latin America, the Middle East, Europe, Africa and North America. The company expects to benefit from significant replacement opportunities going forward as many of its airline customers look to replace their old planes with new, modern and more fuel efficient ones.

The company's debt financing strategy, used for funding its business activities, is aimed at raising unsecured debt with minimal usage of export credit or any other secured financing variant.

The company entered into a joint venture with Blackbird Capital I LLC in 2014 and owns 9.5% of the joint venture. The collaboration is aimed at supplementing the growth of the company.

Air Lease is constantly making efforts to expand its fleet. It has multiple owned and managed aircraft in its portfolio. The company's total revenues increased 20% to \$2.02 billion in 2019. Revenues from rentals of flight equipment accounted for bulk (95%) of the top line. Remaining revenues came from aircraft sales, trading and other sources.

The company's fiscal year coincides with the calendar year.



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## Reasons To Buy:

- ▲ We are impressed by Air Lease's endeavors to reward shareholders. In fact, the company has an impressive dividend payment history. In November 2019, its board approved a 15.4% hike in its quarterly cash dividend to 15 cents per share (annualized 60 cents). This raise marked the 7th dividend increase in the company's history. Moreover, it rewarded its shareholders with dividends for 29 consecutive quarters. As investors prefer an income-generating stock, a high dividend-yielding one is much coveted. Needless to say that investors are always on the lookout for companies, which boast an impressive history of regular and incremental dividend payments.
  - ▲ We are also encouraged by the impressive revenues from rentals of flight equipment. Revenues from the segment rallied 17.5% in 2019 and led to a 20% improvement in the company's top line. The same rose 8.1% in the first-half 2020 and led to a 10.2% increase in the top line. Given the coronavirus-related setback, the segment's performance in the first half is quite encouraging.
  - ▲ Steady growth in Air Lease's fleet is also appreciative. During the March-quarter, the company received delivery of eight aircraft and purchased one aircraft from the secondary market, which represented \$709 million in aircraft investments. As of Jun 30, Air Lease owned 301 aircraft in the operating lease portfolio, with a net book value of \$19.1 billion. This compares with 292 aircraft at the end of 2019, with a net book value of \$18.7 billion. This fleet growth is aiding the company's top line. We are also pleased by Air Lease's decision to deliver one new Airbus A320-200neo aircraft on long-term lease to Atlantic Airways, the national carrier of the Faroe Islands. Additionally, Air Lease exited the June quarter with cash and cash equivalents of \$926.4 million compared with \$317.4 million at 2019 end.
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The rise in revenues from rentals of flight equipment is encouraging.

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## Reasons To Sell:

- ▼ The fortunes of Air Lease are tied to the airline industry. Given how severely coronavirus is impacting the airline industry, in terms of declining air traffic, Air Lease is experiencing weakness in lease demand. Airline companies deferring aircraft deliveries to cope with the crisis are also weighing on the company. The company's collection rate (total cash collected from lease rentals and maintenance reserves) also declined substantially. While collection rate was 91% in the second quarter, it declined to 89% in July. Collection rate is expected to remain subdued going forward due to declining travel demand. Additionally, persistent delivery delays from Airbus and Boeing (as a result of the MAX groundings) are affecting the company's operations.
- ▼ Due to the coronavirus-led disruptions, Air Lease reduced its capital expenditures in aircraft investments and is expecting to minimize aircraft sales for the rest of 2020. The lower capital expenditures will in turn affect revenues.
- ▼ Rising operating expenses pose a threat to the company's bottom line. Notably, operating expenses increased more than 23% during 2019, thanks to higher interest expenses, and selling, general and administrative expenses. The same rose 12.5% in the first half of 2020 and in turn limited bottom-line growth.

Collection rate is expected to remain subdued going forward due to declining travel demand.

## Last Earnings Report

### Air Lease's Q2 Earnings Surpass Estimates

Air Lease's earnings of \$1.26 per share surpassed the Zacks Consensus Estimate of \$1.02. Also, the bottom line increased 14.5% on a year-over-year basis. Also, quarterly revenues of \$521.3 million beat the Zacks Consensus Estimate of \$499.4 million and increased 10.6% on a year-over-year basis.

This year-over-year uptick can be primarily attributed to 7.3% increase in revenues from the rental of flight equipment. Notably, rental of flight equipment revenues contributed 95.5% to the top line.

Revenues from aircraft sales, trading activity and other sources surged more than 100% to \$23.5 million in the reported quarter. Total expenses rose 8.5% to \$337.4 million due to higher interest expenses, depreciation of flight equipment costs as well as other factors.

As of Jun 30, Air Lease owned 301 aircraft in the operating lease portfolio, with a net book value of \$19.1 billion. Total fleet size at the end of first quarter was 800 (including owned fleet of 301) compared with 858 (including owned fleet of 292) at 2019-end.

Thanks to the COVID-19 outbreak, the company reduced capital expenditures in aircraft investments and is expecting to minimize aircraft sales for the rest of 2020. In order to counter the COVID-19 impact in the financial market, Air Lease has an impressive liquid position of \$6.9 billion.

### Liquidity

Air Lease exited the quarter with cash and cash equivalents of \$926.4 million compared with \$317.4 million at 2019 end. As of June end, the company had \$14.6 billion of debt financing, net of discount and issuance costs compared with \$13.6 billion as of Dec 31, 2019.

Quarter Ending 06/2020

Report Date	Aug 06, 2020
Sales Surprise	4.40%
EPS Surprise	23.53%
Quarterly EPS	1.26
Annual EPS (TTM)	5.19

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## Recent News

### Dividend Update — Aug 6, 2020

Air Lease's board cleared a quarterly cash dividend of 15 cents per share (annualized 60 cents). The amount will be paid on Oct 9, 2020 to shareholders on record as on Sep 11.

### Second Lease Placement with HiSky Moldova — Jun 24, 2020

Air Lease announced its second long-term lease placement for a solitary Airbus A320-200 jet with HiSky Moldova. The aircraft is scheduled to be delivered this September.

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## Valuation

Air Lease shares are down 35.1% and 21.5% in the year-to-date period and over the trailing 12-month period respectively. Stocks in the Zacks sub-industry and the Zacks Transportation sector are down 15.8% and 2.5% in the year-to-date period respectively. Over the past year, the Zacks sub-industry is down 1.6% while the sector is up 4.6%.

The S&P 500 index is up 3.9% and 16.4% in the year-to-date period and in the past year, respectively.

The stock is currently trading at 5.94X trailing 12-month price to earnings, which compares to 13.84X for the Zacks sub-industry, 34.5X for the Zacks sector and 23.76X for the S&P 500 index.

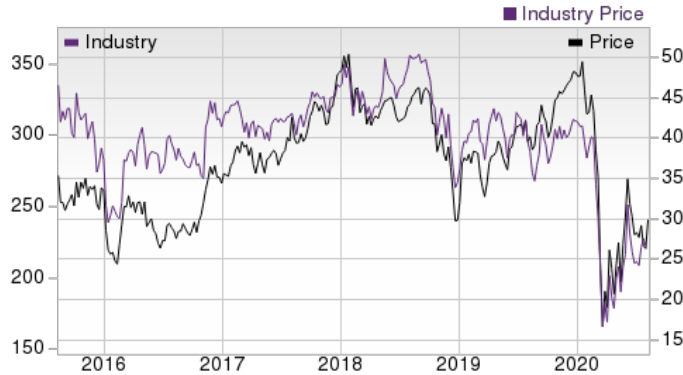
Over the past five years, the stock has traded as high as 14.16X and as low as 2.12X, with a 5-year median of 10.21X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$33 price target reflects 6.36X trailing 12-month earnings.

The table below shows summary valuation data for AL

Valuation Multiples - AL					
		Stock	Sub-Industry	Sector	S&P 500
P/ETTM	Current	5.94	13.84	34.5	23.76
	5-Year High	14.16	20.03	34.5	23.76
	5-Year Low	2.12	8.88	11.53	15.98
	5-Year Median	10.21	13.27	15.52	19.26
EV/EBITDA TTM	Current	8.51	8.83	9.74	12.62
	5-Year High	13.69	14.38	11.09	12.84
	5-Year Low	7.45	5.6	5.41	8.24
	5-Year Median	9.64	9.61	7.24	10.9
P/S F 12M	Current	1.59	0.92	1.34	3.66
	5-Year High	3.36	1.73	1.41	3.66
	5-Year Low	0.48	0.69	0.85	2.53
	5-Year Median	2.17	1.36	1.2	3.05

As of 08/10/2020

## Industry Analysis Zacks Industry Rank: Top 45% (113 out of 253)



## Top Peers

Company (Ticker)	Rec	Rank
Herc Holdings Inc. (HRI)	Outperform	3
Aercap Holdings N.V. (AER)	Neutral	3
Fly Leasing Limited (FLY)	Neutral	3
GATX Corporation (GATX)	Neutral	3
Freightcar America, Inc. (RAIL)	Neutral	3
The Boeing Company (BA)	Underperform	4
General Electric Company (GE)	Underperform	4
Trinity Industries, Inc. (TRN)	Underperform	4

Industry Comparison Industry: Transportation - Equipment And Leasing				Industry Peers		
	AL	X Industry	S&P 500	AER	FLY	GATX
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	B	-	-	B	B	C
Market Cap	3.51 B	1.07 B	23.56 B	4.28 B	247.19 M	2.33 B
# of Analysts	5	2	14	4	2	2
Dividend Yield	1.95%	0.00%	1.71%	0.00%	0.00%	2.88%
Value Score	B	-	-	A	A	A
Cash/Price	0.22	0.30	0.07	0.64	1.67	0.22
EV/EBITDA	8.96	7.96	13.39	7.50	3.80	10.23
PEG Ratio	1.02	2.47	2.92	NA	NA	NA
Price/Book (P/B)	0.60	1.06	3.18	0.44	0.28	1.24
Price/Cash Flow (P/CF)	2.56	2.56	12.69	1.52	0.61	4.30
P/E (F1)	7.56	18.24	22.16	4.80	2.82	18.24
Price/Sales (P/S)	1.66	0.95	2.55	0.88	0.44	1.76
Earnings Yield	13.60%	5.31%	4.33%	20.85%	35.50%	5.48%
Debt/Equity	2.49	2.49	0.77	3.16	2.47	2.91
Cash Flow (\$/share)	12.06	10.88	6.94	21.45	13.03	15.49
Growth Score	C	-	-	D	D	D
Hist. EPS Growth (3-5 yrs)	15.48%	-3.62%	10.41%	6.59%	22.94%	-3.62%
Proj. EPS Growth (F1/F0)	-17.68%	-29.94%	-6.51%	-19.48%	-63.35%	-33.76%
Curr. Cash Flow Growth	18.20%	18.20%	5.26%	7.37%	57.24%	1.08%
Hist. Cash Flow Growth (3-5 yrs)	16.99%	6.12%	8.55%	8.11%	8.74%	2.02%
Current Ratio	1.89	1.56	1.34	0.75	1.44	4.28
Debt/Capital	71.38%	71.38%	44.59%	75.97%	71.18%	74.43%
Net Margin	28.67%	5.82%	10.13%	22.57%	38.97%	14.12%
Return on Equity	10.67%	9.66%	14.59%	11.68%	29.19%	9.66%
Sales/Assets	0.09	0.29	0.51	0.11	0.15	0.16
Proj. Sales Growth (F1/F0)	2.03%	-1.38%	-1.54%	-3.33%	-36.41%	0.00%
Momentum Score	C	-	-	B	C	F
Daily Price Chg	3.35%	3.35%	0.91%	3.14%	5.54%	2.73%
1 Week Price Chg	13.73%	8.96%	2.30%	17.23%	16.80%	6.26%
4 Week Price Chg	11.79%	14.61%	8.54%	9.12%	14.61%	10.91%
12 Week Price Chg	18.04%	21.66%	13.68%	11.43%	30.72%	11.97%
52 Week Price Chg	-21.46%	0.30%	3.71%	-38.22%	-52.20%	-10.66%
20 Day Average Volume	880,168	241,630	2,015,804	1,319,464	241,630	248,472
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	7.03%	0.00%	1.67%	5.03%	0.00%	0.69%
(F1) EPS Est 12 week change	17.54%	1.30%	2.27%	12.97%	12.25%	-10.98%
(Q1) EPS Est Mthly Chg	19.32%	0.00%	0.67%	9.86%	0.00%	NA

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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	<b>B</b>
Growth Score	<b>C</b>
Momentum Score	<b>C</b>
VGM Score	<b>B</b>

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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