



# AAWW Investor Slides

October 2017



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# Safe Harbor Statement

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 that reflect Atlas Air Worldwide Holdings, Inc.’s (AAWW) current views with respect to certain current and future events and financial performance. Such forward-looking statements are and will be, as the case may be, subject to many risks, uncertainties and factors relating to the operations and business environments of AAWW and its subsidiaries that may cause actual results to be materially different from any future results, express or implied, in such forward-looking statements.

For additional information, we refer you to the risk factors set forth in the documents filed by AAWW with the Securities and Exchange Commission. Other factors and assumptions not identified above are also involved in the preparation of forward-looking statements, and the failure of such other factors and assumptions to be realized may also cause actual results to differ materially from those discussed.

AAWW assumes no obligation to update the statements in this presentation to reflect actual results, changes in assumptions, or changes in other factors affecting such estimates, other than as required by law.

This presentation also includes some non-GAAP financial measures. You can find our presentations on the most directly comparable GAAP financial measures calculated in accordance with accounting principles generally accepted in the United States and our reconciliations in our earnings release dated August 2, 2017, which is posted on our Web site at [www.atlasair.com](http://www.atlasair.com).

# AAWW – Key Takeaways



**New era** of significant business growth and development

**Fundamental change** in markets served

Strategic long-term relationship with **Amazon**

**Southern Air** acquisition

**Key new customer agreements** including Cathay Pacific Cargo, Asiana Cargo, Hong Kong Air Cargo, Nippon Cargo Airlines, Yangtze River Airlines, DHL Global Forwarding and FedEx

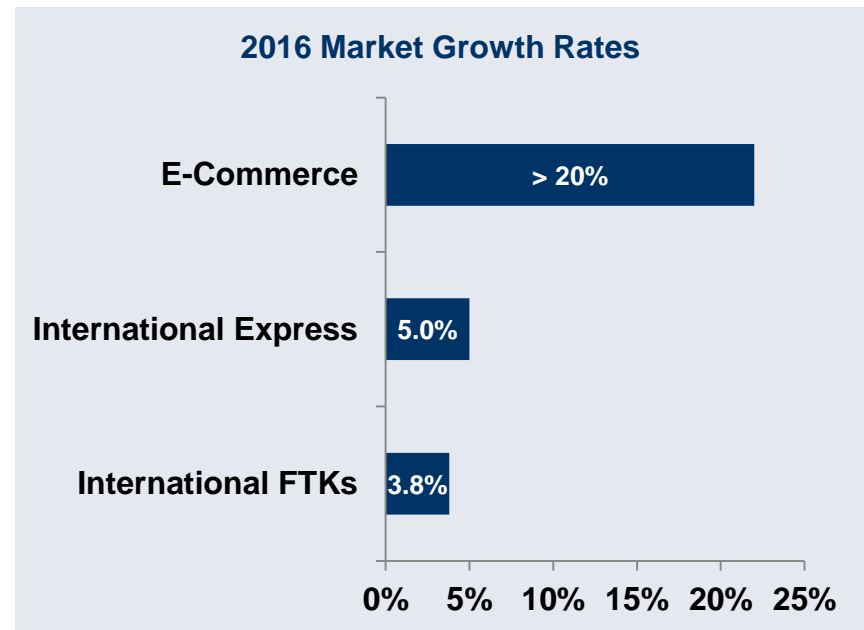
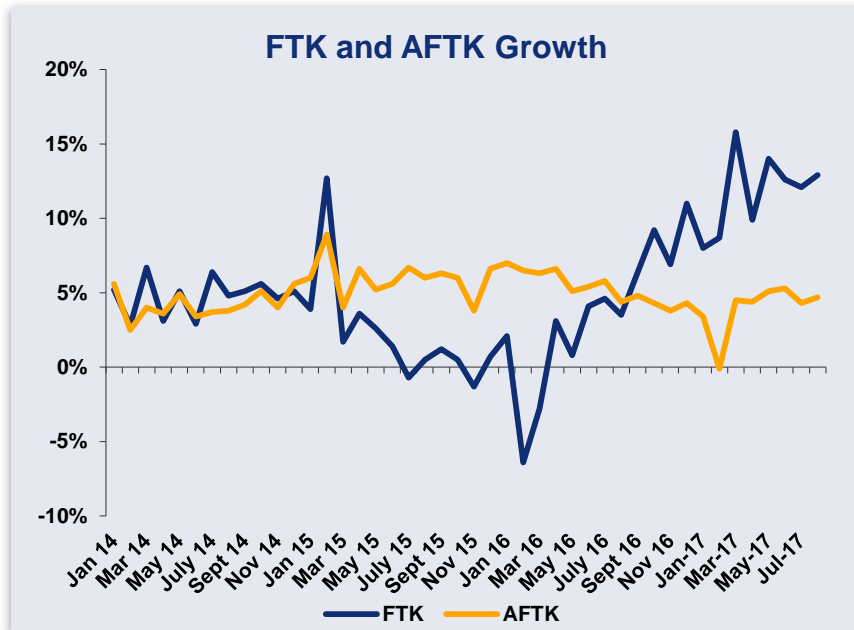
Strong foundation for **earnings and cash flow**

**Capitalizing on initiatives** to drive:

- Value and benefit for customers and investors

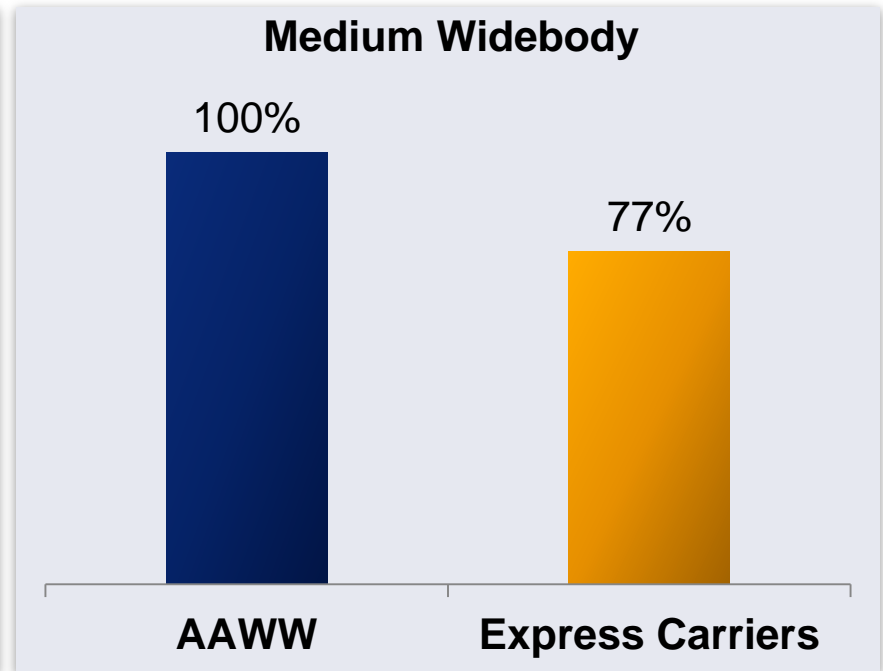
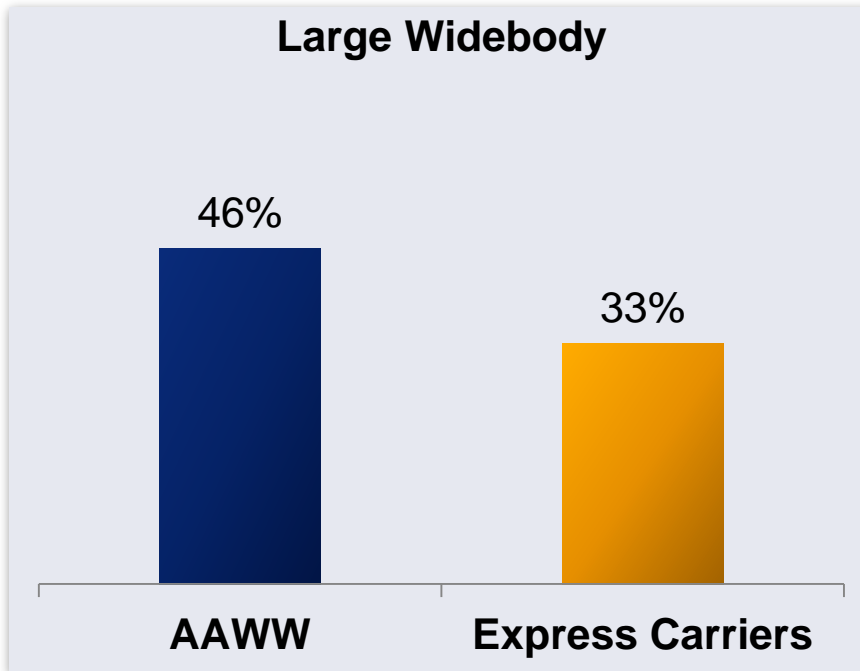
***Shaping a Powerful Future***

# Airfreight Demand



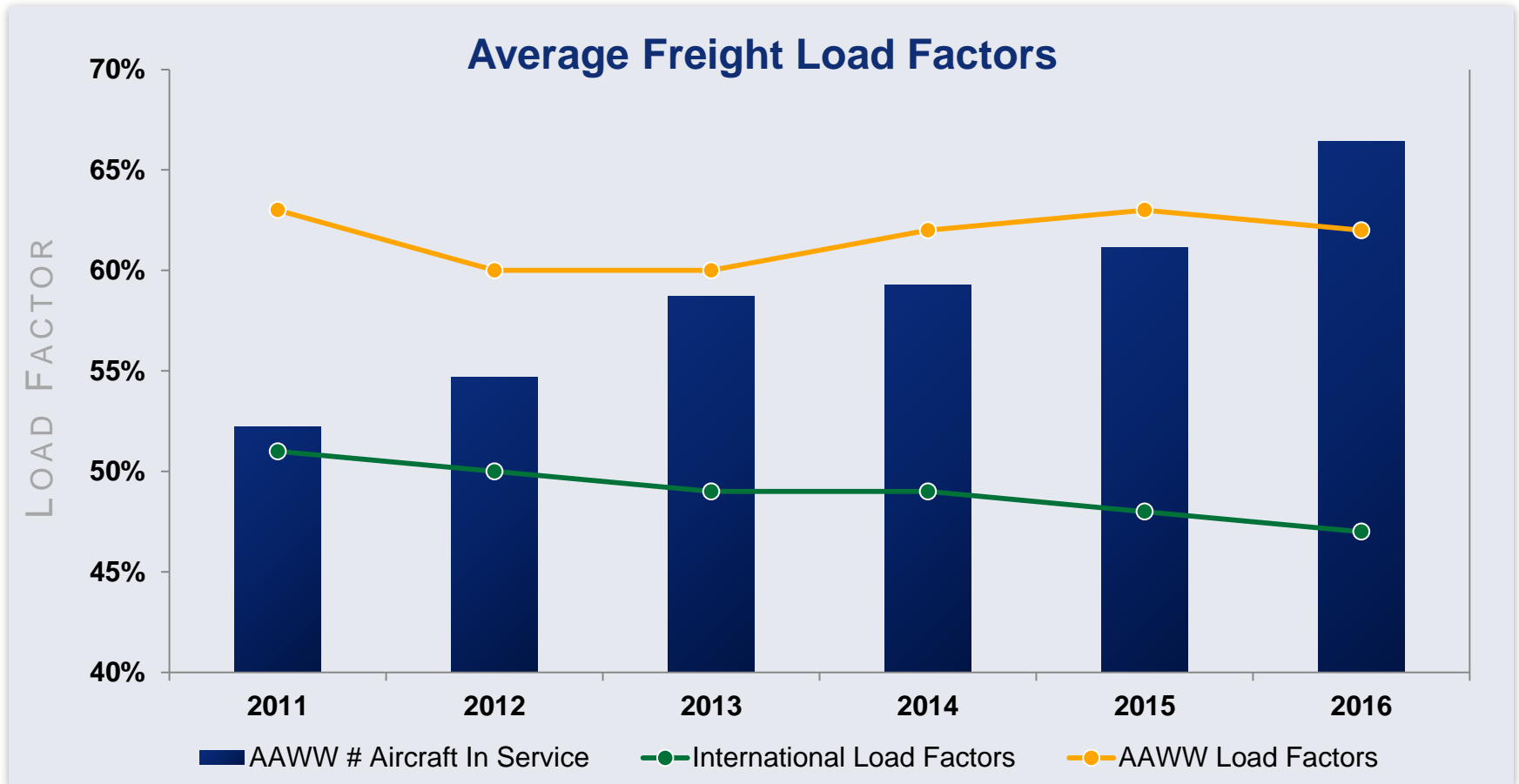
# Our Fleet Is Aligned with the Express Market

## Atlas Fleet in Express Compared with Express Share of Global Fleet



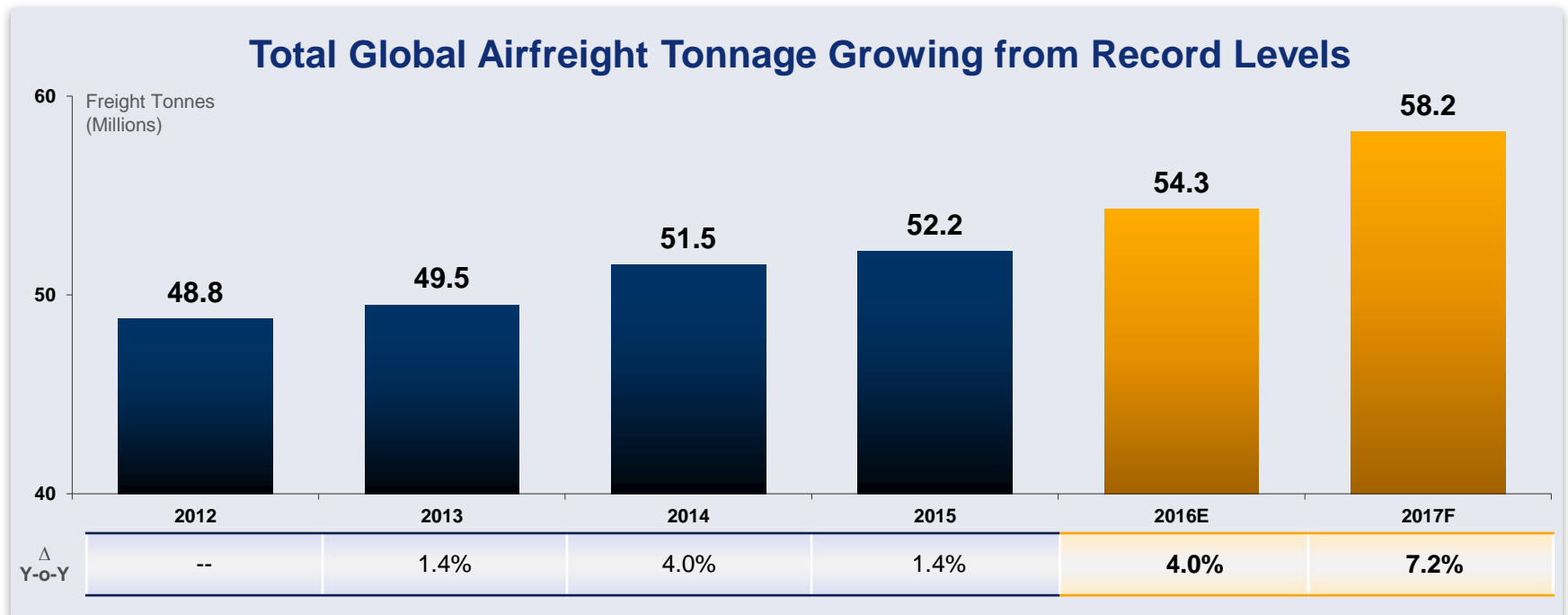
- **Total global large widebody freighters:** 524 (747s, 777s, MD-11s, DC/MD-10-30s)
- **Total global medium widebody freighters:** 478 (767s, A300-600Fs, A330-200Fs, A310-200F/300Fs, DC/MD-10-10Fs)

# Atlas Load Factors Outperforming



# International Global Airfreight: Annual Growth

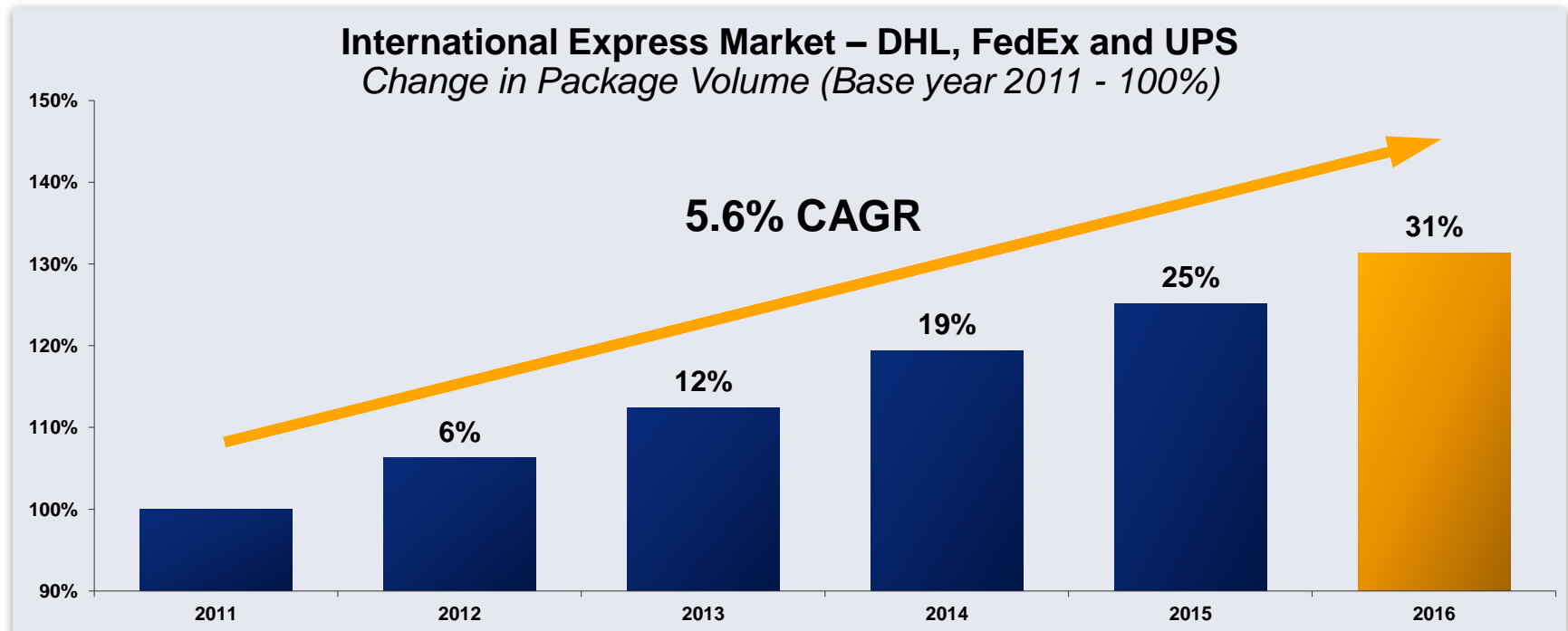
- IATA – Total global airfreight tonnage **growing from record levels**
- IATA – International freight tonne kilometers (FTKs) flown **up 3.8% in 2016**
- IATA – **Strong FTK growth in 2017 – up 11.6%** thru August



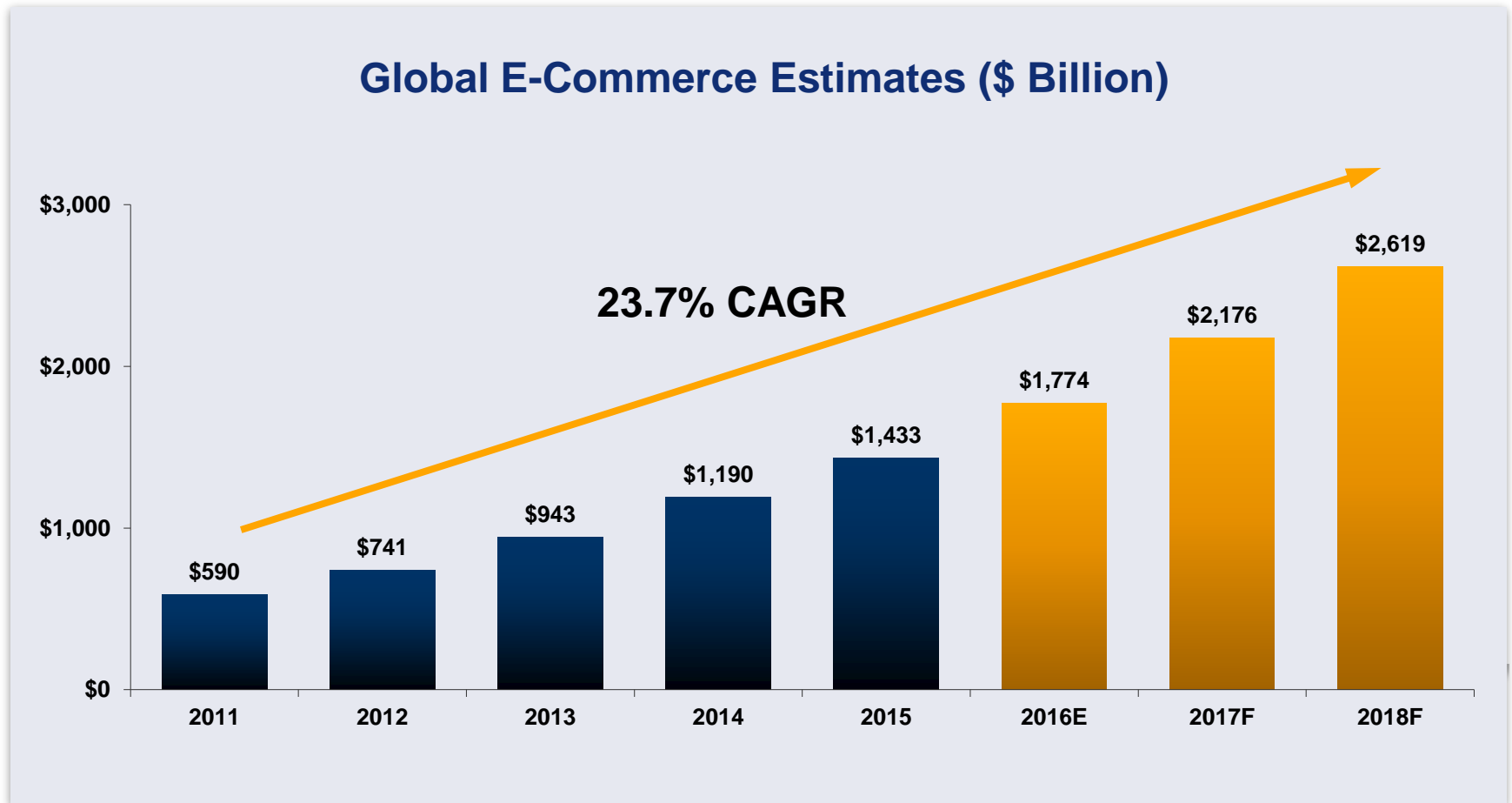


# The Key Underlying Express Market Is Growing

- The International Express market is **showing robust growth**
- **5.6% CAGR** since 2011 versus nominal CAGR for international FTKs

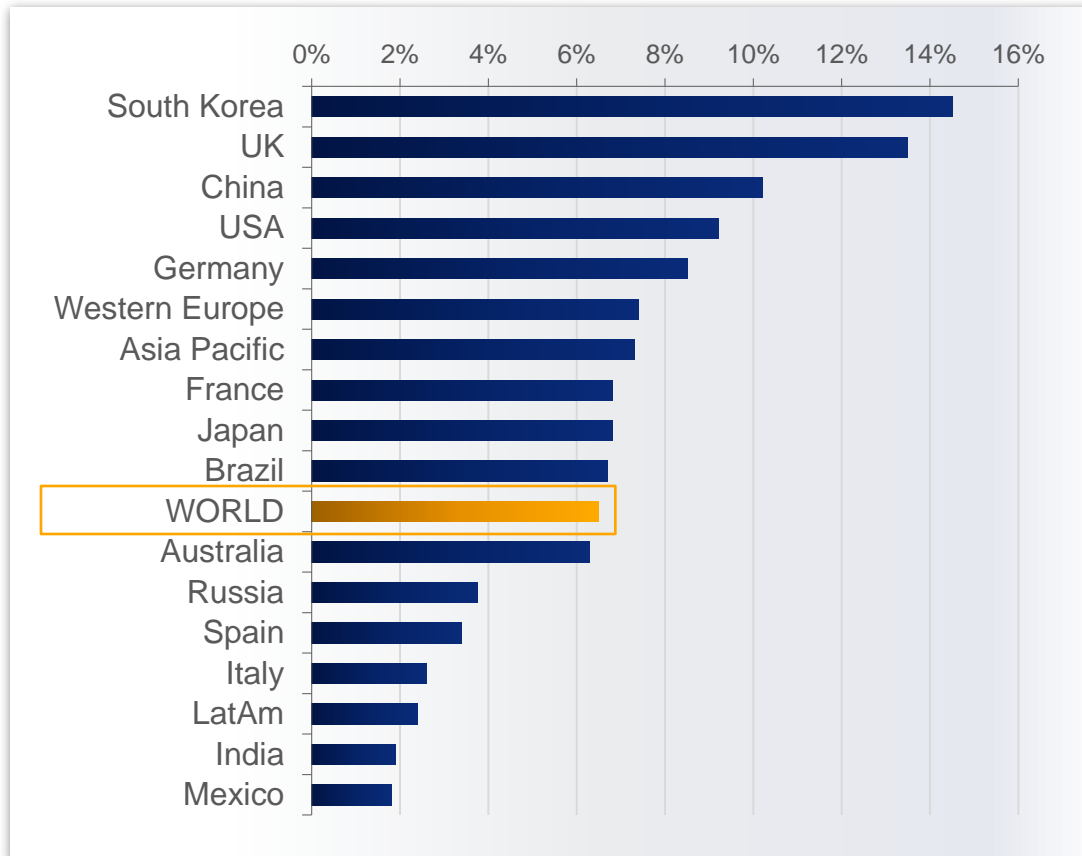


# E-Commerce Projected Growth



# E-Commerce Penetration Levels Are Low; There is Much More to Come

## E-Commerce Penetration by Country in 2015 (as percentage of total B2C retail sales)



- E-Commerce only accounts for ~6-7% of global retail sales and has significant opportunities to expand globally
- Some markets, such as India, are just getting started

# Amazon Service

Strategic **long-term** relationship

**Supporting fast deliveries** for Amazon's customers

**20 B767-300** converted freighters

10-year **dry leases**, 7- to 10-year **CMI**



**Seven Aircraft  
Currently in  
Service for  
Amazon**



Amazon granted **rights to acquire AAWW equity**

- Inherent value creation
- Aligns interests, strengthens long-term relationship

**Meaningfully accretive**

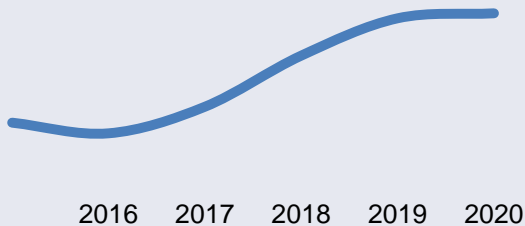
Agreement provides for **future growth opportunities**

# Amazon Service – Financial Impact

Adjusted Income from Continuing Operations and Cash Flow contributions to ramp up as aircraft enter service for Amazon

Net Leverage Ratio to increase initially, then decrease over time

Estimated Amazon Service Adjusted Income from Continuing Operations Accretion Over Time



Estimated Amazon Service Cash Flows Over Time



Estimated Amazon Service Net Leverage Ratio Impact Over Time



# 767-300 Financing

**Aircraft acquisitions to be funded with secured aircraft financing and future cash generated from operations**

**Strength of cash flows to enhance financing:**

- Positive initial reaction
- Multiple financing avenues
- High LTVs
- Low coupons

By year-end 2018,  
**20 B767-300 Converted Freighters**



# Southern Air Acquisition

## Strategically Compelling

- Premier provider of intercontinental and domestic CMI services

## Highly Complementary

- Expands platform into 777 and 737 operations
- Provides access to broadest array of aircraft and operating services

## All-Cash, Debt-Free

- All-cash, debt-free transaction valued at ~\$105.8 million
- Completed April 7, 2016

## Immediately Accretive

- Immediately accretive to earnings
- Adjusted EBITDA/net income margins in line with AAWW's
- Adding ~\$100 million in annualized revenues

## Foundation for Growth

- Drives greater diversification, scale and global footprint
- Provides solid foundation for additional growth

***Atlas is a more diversified and profitable company, offering customers access to the widest range of modern, efficient aircraft***

# AAWW – Executing Strategic Plan





# Our Current Fleet – September 2017

**Total Fleet: 97**

**Operating Fleet: 88**

## 747



### 44 Boeing 747s

- 10 747-8Fs
- 26 747-400Fs
- 4 747-400 passenger
- 4 Boeing Large Cargo Freighters (LCFs)

## 777



### 11 Boeing 777s

- 5 CMI 777Fs
- 6 Titan 777Fs

## 767



### 35 Boeing 767/757s

- 28 767-200/300Fs\*
- 6 767-200/300 passenger
- 1 757-200 freighter Titan

## 737



### 7 Boeing 737s

- 5 737-400Fs
- 1 737-300F Titan
- 1 737-800 passenger Titan

**...Heading to More than 100 aircraft  
...with Over 40 B767s**

# Capital Allocation Strategy

Balance sheet maintenance

Business investment

Share repurchases

## 2015-2017 actions:

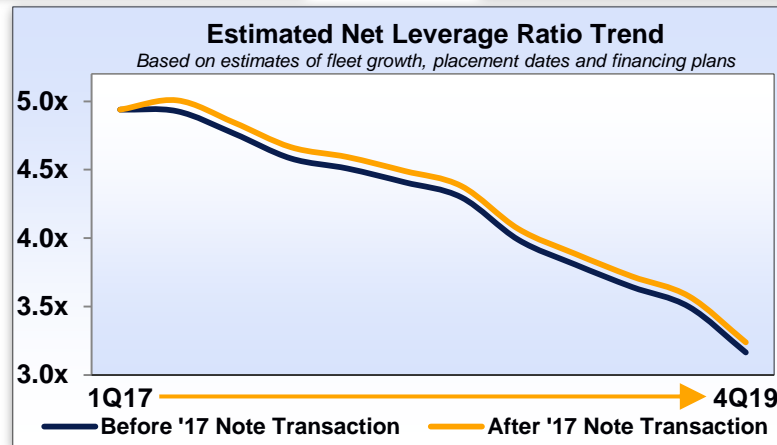
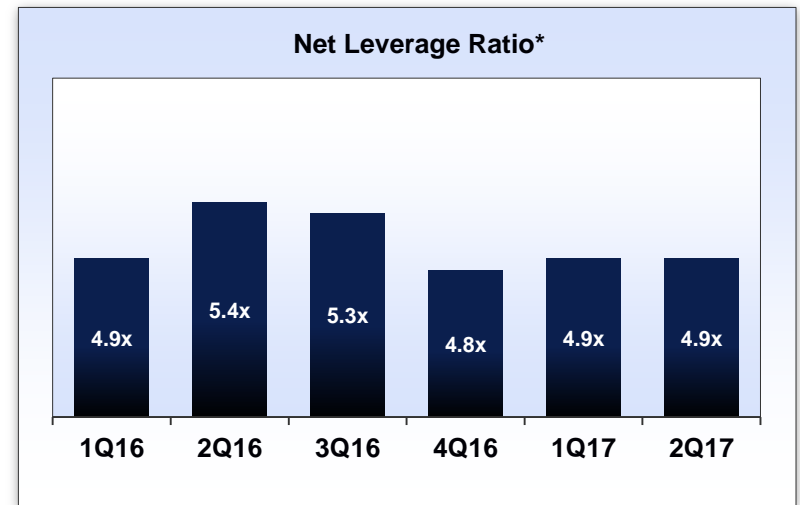
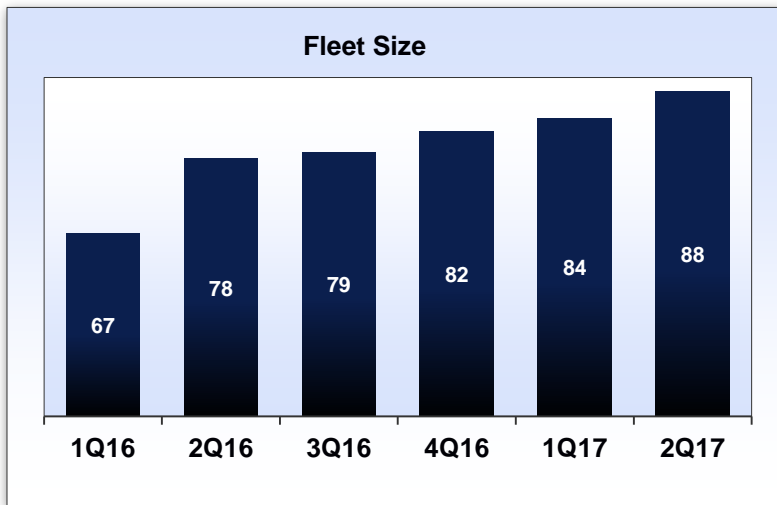
- Acquiring/convertng 20 767-300s for Amazon agreements
- Acquired Southern Air
- Refinanced high-cost 747-400 EETC debt and higher-cost 747-8F term loans
- Acquired 10<sup>th</sup> 747-8F
- Acquired two 767s for Dry Leasing; also operating them in CMI
- Acquired 4th 767 for AMC passenger service
- Focused on maintaining healthy cash position

## Repurchased >10% of outstanding stock since 2013

- Remaining authority for up to \$25 million



# Fleet Size and Leverage Ratio



**Growing and diversifying fleet and managing leverage**

# AAWW – Key Takeaways



**New era** of significant business growth and development

**Fundamental change** in markets served

Strategic long-term relationship with **Amazon**

**Southern Air** acquisition

**Key new customer agreements** including Cathay Pacific Cargo, Asiana Cargo, Hong Kong Air Cargo, Nippon Cargo Airlines, Yangtze River Airlines, DHL Global Forwarding and FedEx

Strong foundation for **earnings and cash flow**

**Capitalizing on initiatives** to drive:

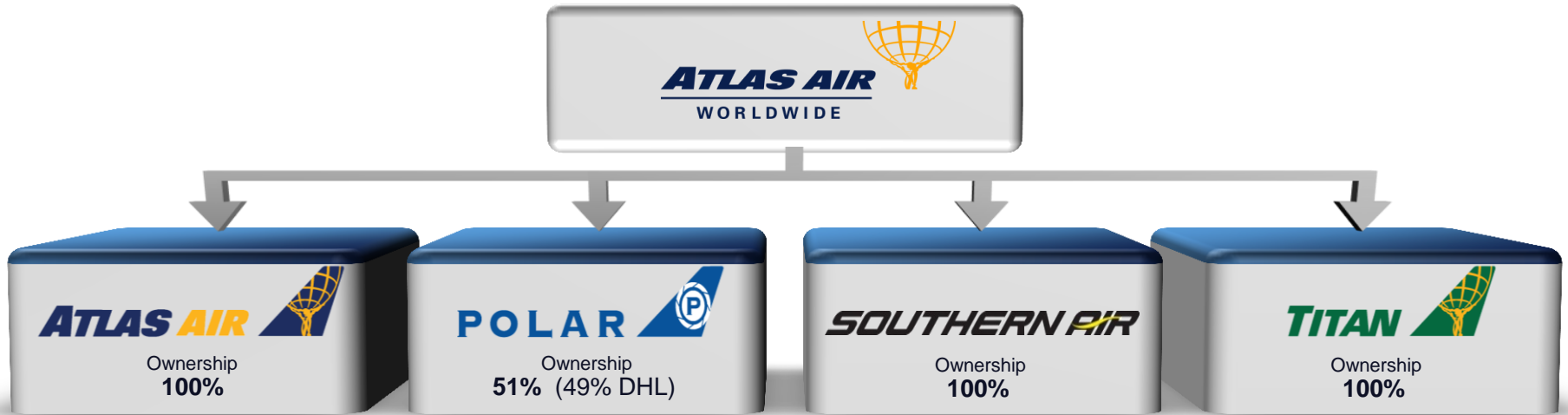
- Value and benefit for customers and investors

***Shaping a Powerful Future***

# Appendix



# Atlas Air Worldwide



- We manage **diverse, complex and time-definite global networks**
- We **deliver superior performance and value-added solutions** across our business segments
- We manage a **world-class fleet** to service **multiple market segments**
- We are **strategically positioned in a strengthening market and focused** on new opportunities to **continue to deliver future growth**

# Our Customers Reflect Our Focus on Quality

## Long-term, profitable relationships

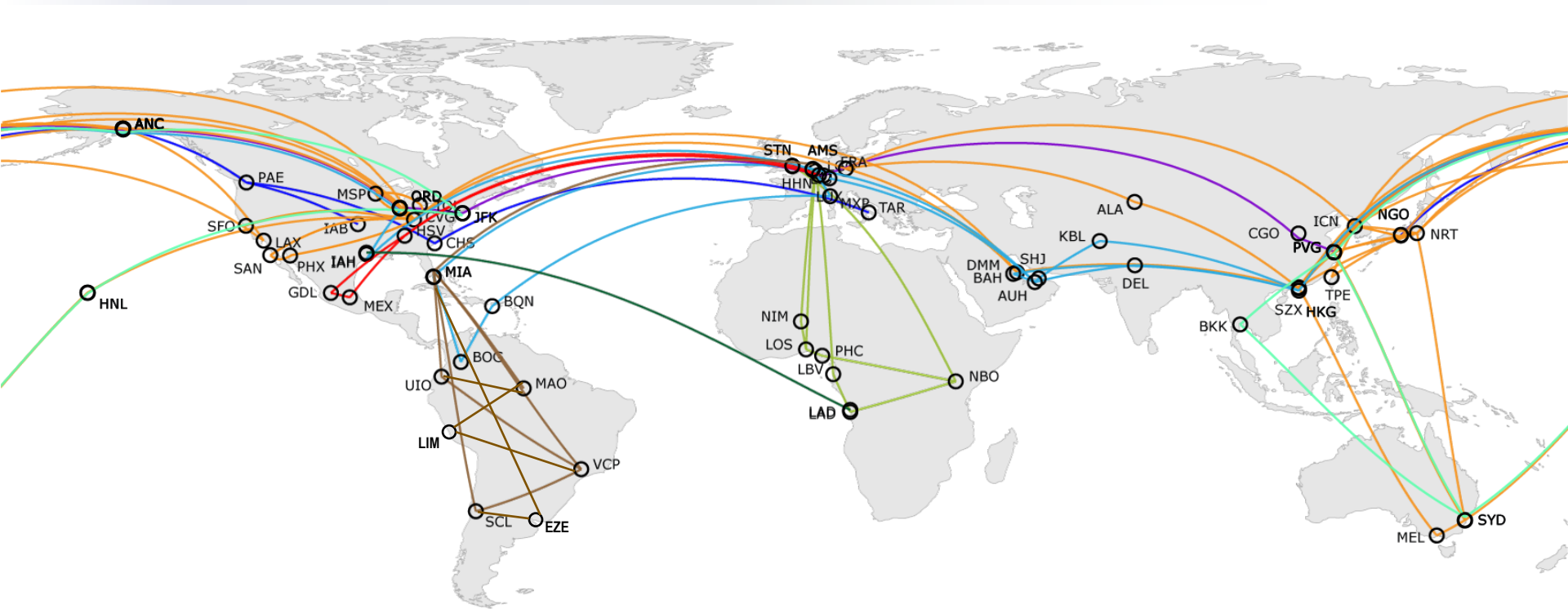
Resilient business model and predictable revenues

Shippers	Forwarders / Brokers	Airlines	Express
<p><b>BOEING</b> <b>Formula 1</b> <b>DEPARTMENT OF DEFENSE</b> <b>INDITEX</b> ... and Amazon</p>	<p><b>PANALPINA</b> <b>chapman freeborn</b> The Global Aircraft Charter Specialists <b>ACS</b> <b>DHL</b> GLOBAL FORWARDING <b>DB SCHENKER</b> <b>KUEHNE+NAGEL</b></p>	<p><b>AeroLogic</b> <b>QANTAS FREIGHT</b> <b>Emirates</b> <b>NCA</b> Nippon Cargo Airlines <b>ASIANA AIRLINES</b> <b>CATHAY PACIFIC CARGO</b> <b>Yangtze River Airlines</b> 扬子江航空 <b>SonAir</b></p>	<p><b>DHL</b> EXPRESS <b>FedEx</b> Express <b>ups</b></p>

## Our Strengths

- Expanded portfolio of growth-oriented market leaders
- Covering the entire air cargo supply chain
- High degree of customer integration
- Focused on continuous development and growth
- Long-term contractual commitments

# Global Operating Network – 2016



Astral

Boeing

BST

DHL

Etihad

Qantas

Panalpina

SonAir

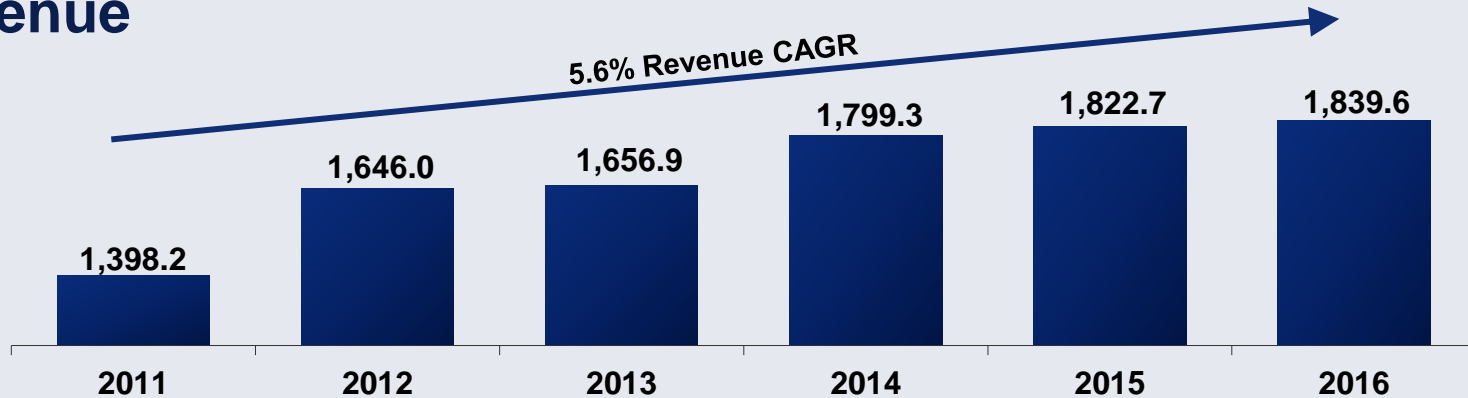
Scheduled Service

**210,444** Total Block Hours Operated in 2016\*  
**39,882** Flights\*  
**425** Airports in 119 Countries  
**730** Charters Completed  
**80+** Unique Customers

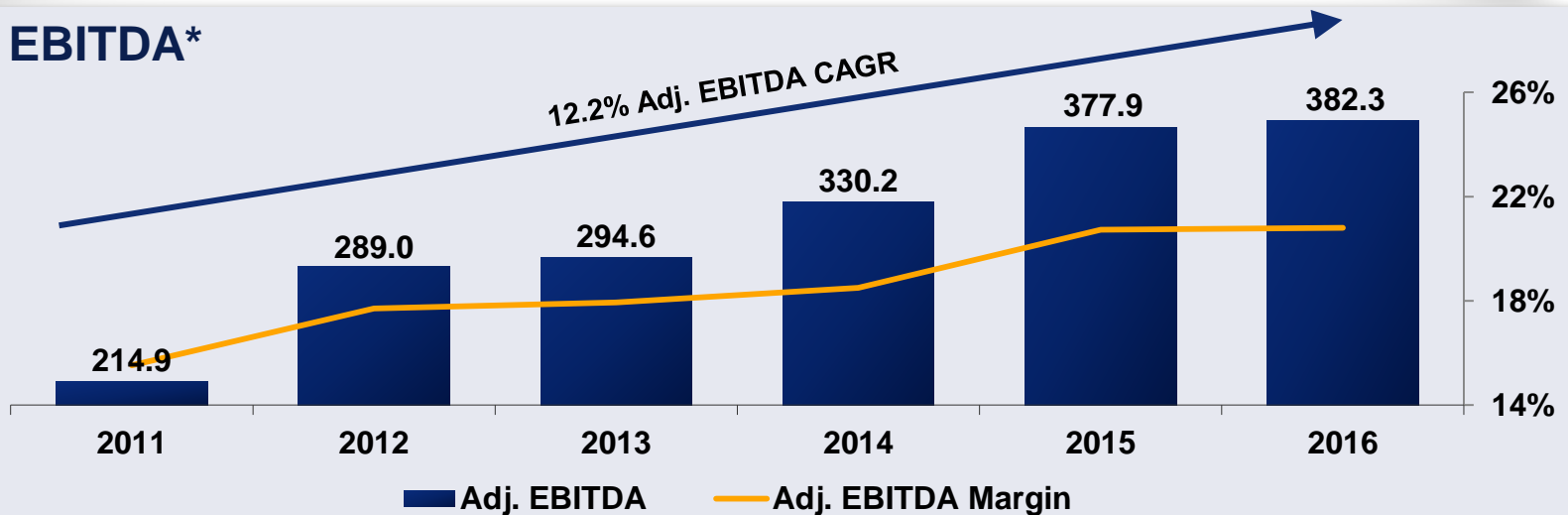


# Revenue and Adjusted EBITDA Growth

## Revenue



## Adj. EBITDA\*



# Convertible Note Offering

## Convertible Offering

- \$289.0 million of 1.875% Convertible Senior Notes due 2024

## Strengthen Balance Sheet

- Repay higher-cost revolving credit facility
- Enhance business and financial flexibility

## Support Long-Term Growth

- New liquidity to support long-term growth

## Debt-Like Structure

- Bond hedge mitigates dilution
- Intent to net share settle limits shares issued at conversion

# 2017 Objectives

- Achieve **earnings goals**
- Deliver **superior service quality**
- Maximize **business opportunities**
- Implement **Amazon** service
- Complete **Southern Air** integration
- Realize **Continuous Improvement**



*In other words...*

***Continued Growth and Innovation***

# 2Q17 Summary

**Adjusted income from continuing ops\* \$29.1 million**

**Reported income from continuing ops \$39.0 million**

- Reflects unrealized gain on financial instruments of \$13.8 million related to outstanding warrants

**Benefited from:**

- 17% increase in revenue
- 15% increase in block hours
- Higher contribution by all segments



# 2017 Framework

**Stronger company**  
**Solid demand from our customers**

**Adjusted income from continuing operations, net of taxes, to grow by**

- **A mid-teens percentage compared with 2016**

**3Q17 adjusted income from continuing operations, net of taxes, to increase by**

- **A low- to mid-teens percentage compared with 3Q16**
  - **Includes \$2.7 million maintenance timing impact**

**Seasonal business, >70% of earnings generated in second half of the year**

**Block Hours including Amazon, Southern Air to increase ~20% over 2016**

- **More than 75% of total in ACMI**
- **Balance in Charter**

**Maintenance expense: ~\$255 million**

**Depreciation/amort.: ~\$170 million**

**Core capex: ~\$65 to \$75 million**

# Global Airfreight Drivers

## Market Size

Airfreight share:  
1.5-2.5% global  
volume, 35%  
global value

## Products

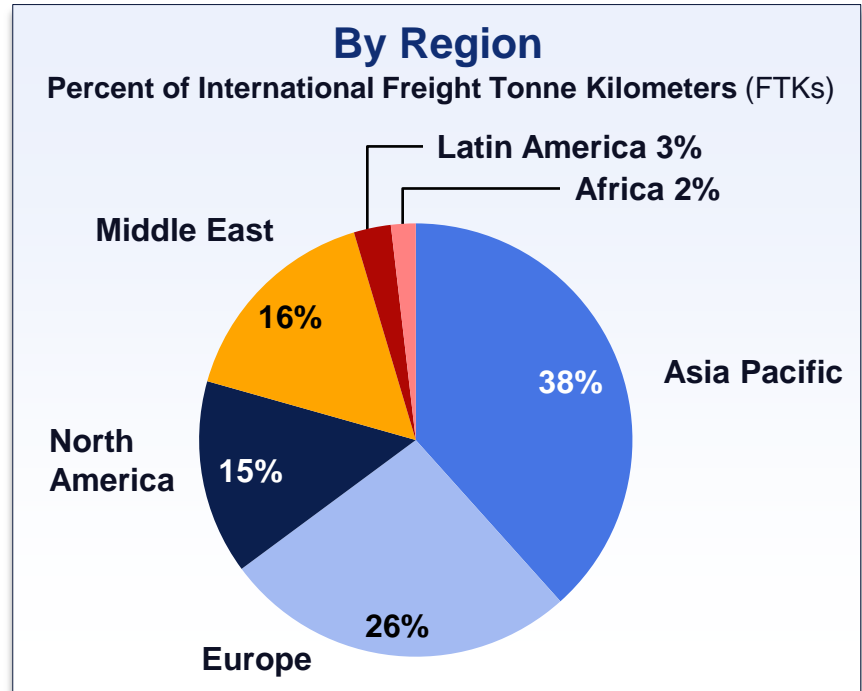
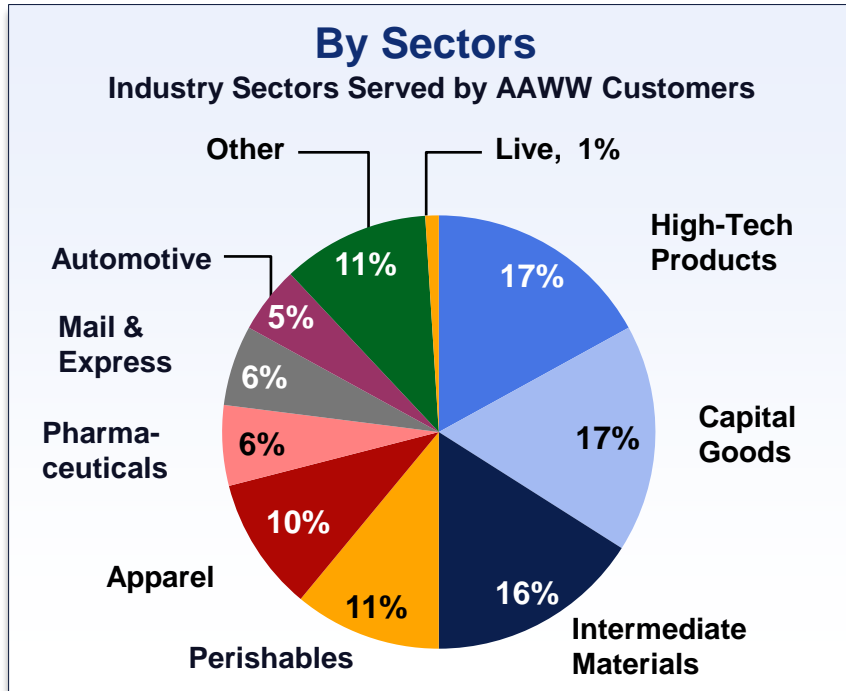
High-value,  
time-sensitive  
items; items with  
short shelf lives

## Strategic Choice

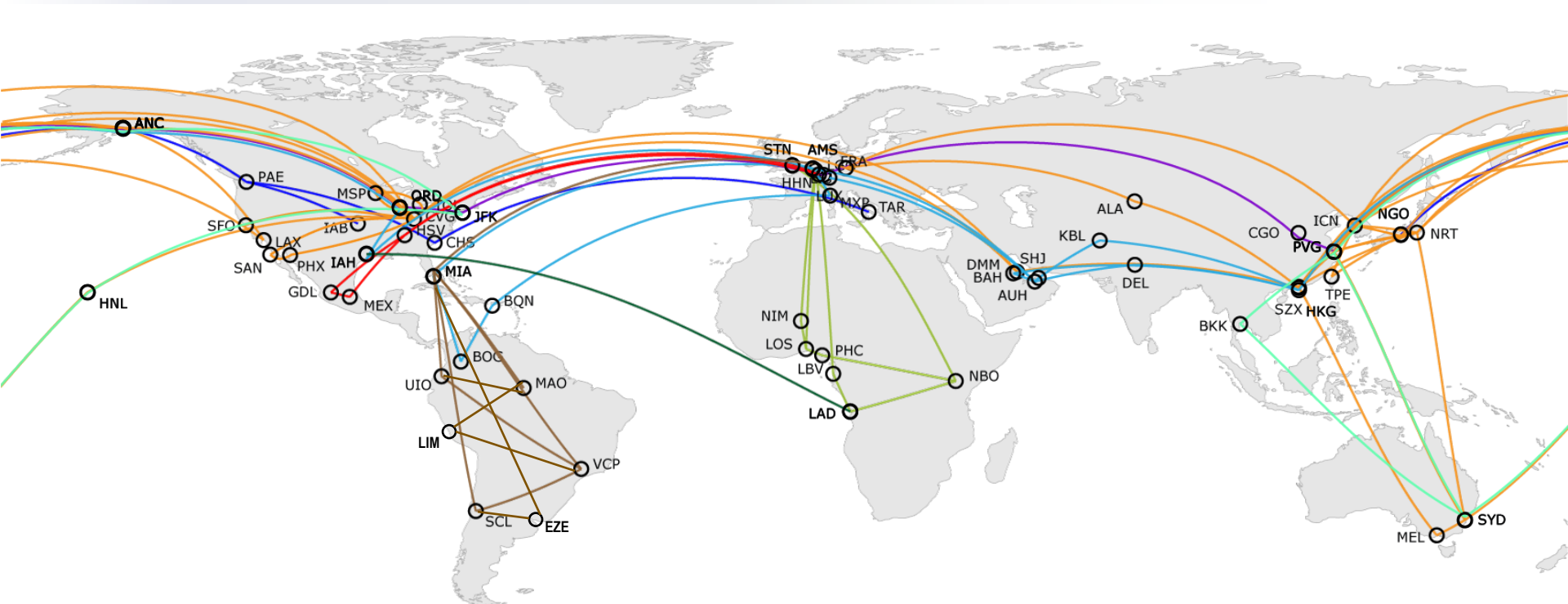
Products/supply  
chains with  
just-in-time delivery  
requirements

## Specialty Consideration

Products with  
significant security  
considerations



# Delivering Value to the General Air Cargo Market



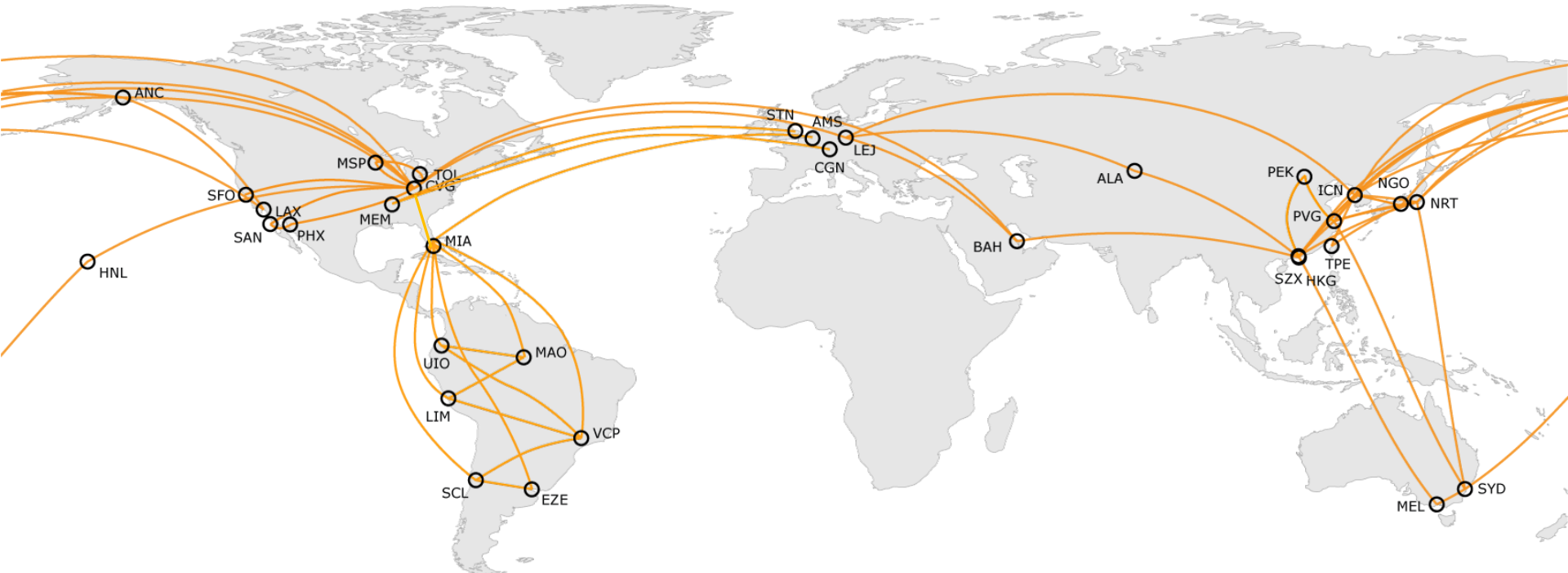
## Today

- Largest ACMI / CMI / Charter footprint
- Multiple aircraft platforms
- Expanded our position on five continents

## Opportunity

- Continued ACMI / CMI outsourcing by airlines, integrators, forwarders and shippers
- Growth, particularly regarding 777, 767 and 737
- Customer efficiency challenges will drive growth

# Delivering Value to the Express Market



## Today

- ACMI, CMI and dry-leasing solutions
- Multiple aircraft platforms
- Operating on five continents

## Opportunity

- Expanding all products and services
- Increasing fleet count
- Expanding in fast-growing economies



# Delivering Value to E-Commerce Market



## Today

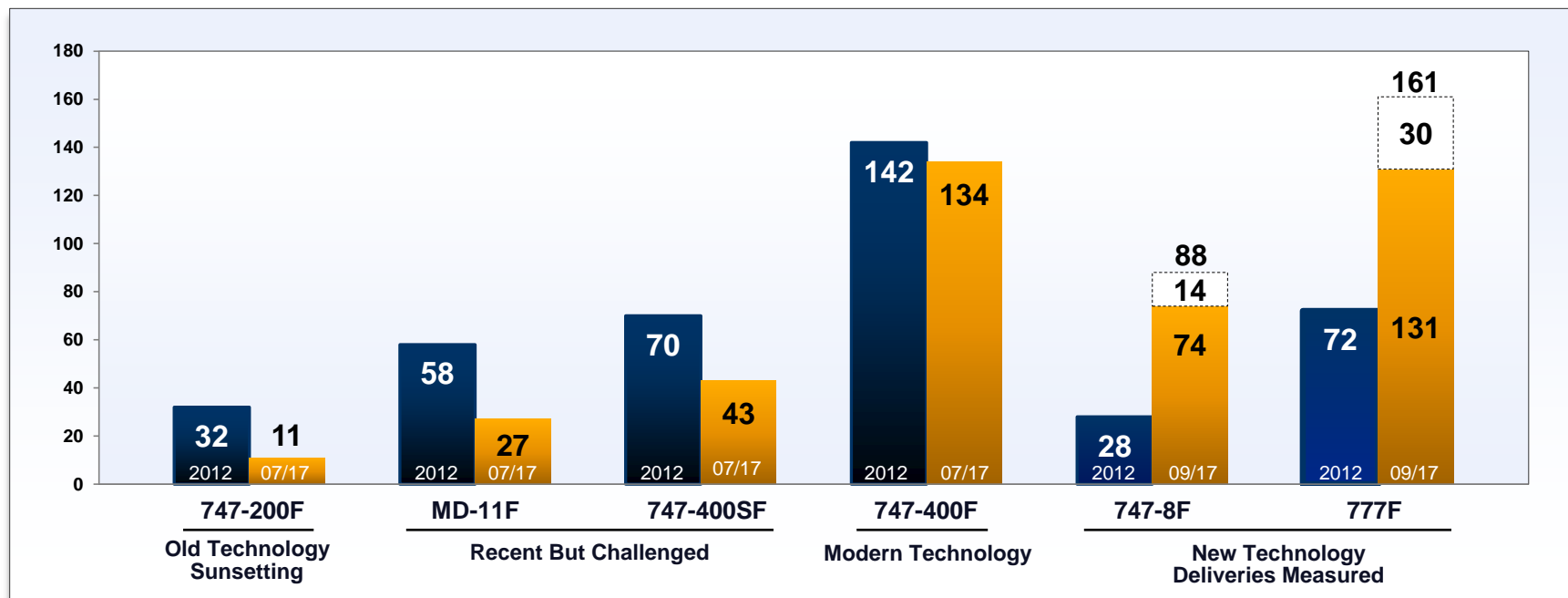
- ACMI, CMI and dry-leasing solutions
- Multiple aircraft platforms (747, 777, 767, 757, 737)
- Operating on five continents

## Opportunity

- Very high growth rate with low penetration
- Large scale expansion opportunity across several aircraft platforms
- Expanding in fast-growing economies

# Large Freighter Supply Trends

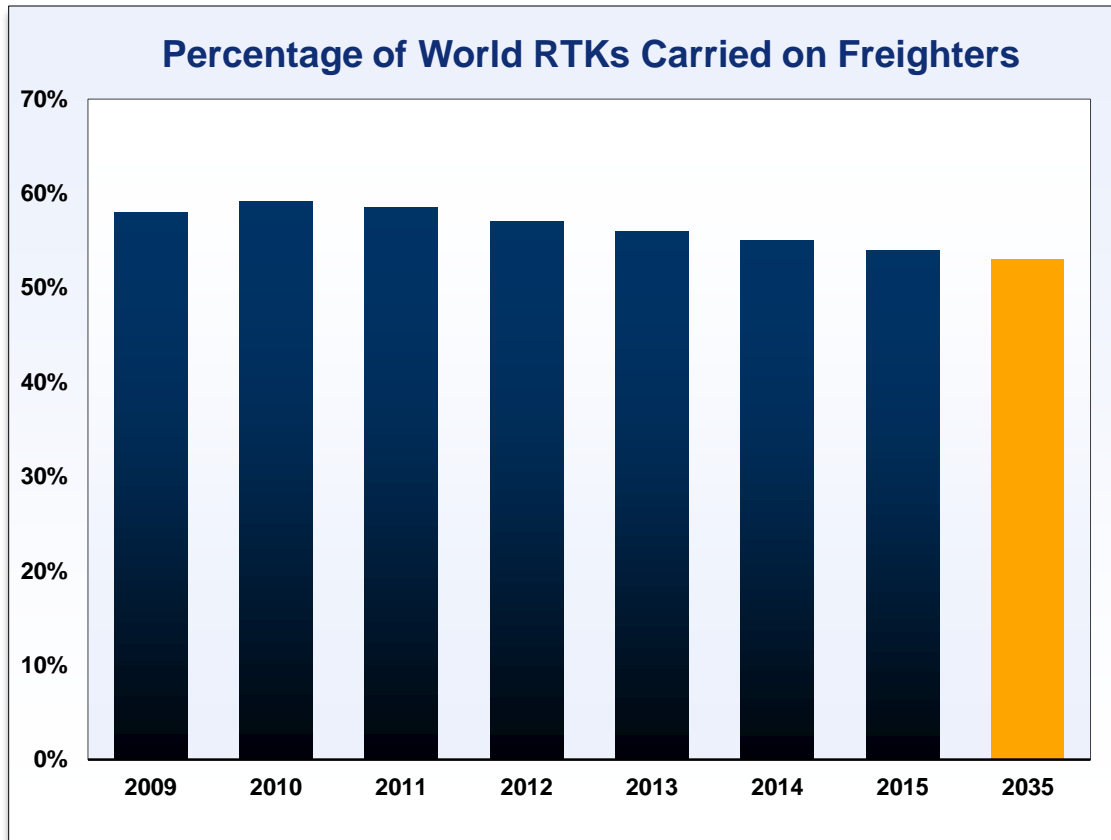
- Projected production capacity will grow in line with **forecast long-term demand growth of ~4%**
- **Older technology is nearly gone**
- **MD-11F and 747-400 converted freighter fleets are shrinking**
- **Large wide-body freighters will continue to dominate the major trade lanes**
- **Belly capacity cannot displace freighters**



# Main Deck to Belly?

Main deck freighters **carry more than half of air cargo traffic** and are **forecast to continue to do so** (more reliable schedules, service)

## Key Considerations



- 10% shift of Trans-Pac market from main deck to Pax belly requires 50 incremental aircraft
- Limitations on slot and route availability; not enough passenger demand; limited access to aircraft
- Global average capacity availability on a 777-300ER is 18-20 tonnes\*
- New Pax 787s fly point-to-point, e.g. London to Phoenix; good for passengers, not cargo

# A Strong Leader in a Vital Industry

## Global Aviation

At center of modern, global economy

Long-term growth industry

Efficient access to markets; catalyst to international trade

Contributes to economic and social development

Drives increased competition and innovation

Strategic supply chain component

~\$5.9 trillion of goods airfreighted annually;  
~35% of total world trade

## Atlas

Recognized leader in international aviation outsourcing

Resilient business model focused on long-term growth

Strong customer portfolio; creative partner/advisor able to link customers with opportunities

Business initiatives, investments leading the way forward

Uniquely positioned to identify, secure and sustain growth initiatives

Capacity to develop new organizational capabilities aligned with customers' needs

Well-positioned to capitalize on market opportunities

Committed  
to

*Creating, Enhancing and  
Returning Value to Shareholders*



## *Our Vision*

**To be our customers'  
most trusted partner**

## *Our Mission*

**To leverage our core  
competencies and  
organizational capabilities**

# Reconciliation to Non-GAAP Measures

\$ millions	12/31/16	12/31/15	12/31/14	12/31/13	12/31/12	12/31/11
<b>Income from cont. ops, net of taxes</b>	\$ 42.6	\$ 7.3	\$ 102.2	\$ 94.0	\$ 129.7	\$ 96.3
Income tax expense (benefit)	46.8	(24.5)	(12.7)	23.8	75.6	60.7
<b>Income from cont. ops before income taxes</b>	\$ 89.4	\$ (17.2)	\$ 89.5	\$ 117.8	\$ 205.3	\$ 157.0
Special charge	10.1	17.4	15.1	18.6	-	5.4
Noncash expenses and income, net	8.1	4.5	(0.1)	(1.1)	(1.1)	(0.9)
Charges associated with benefit change in control	23.5	-	-	-	-	-
Transaction-related expenses	22.1	-	-	-	-	-
Accrual for legal matters	6.5	104.4	1.3	-	-	-
Pre-operating expenses	-	-	-	-	-	17.1
Insurance gain	-	-	-	-	(6.3)	-
Loss on early extinguishment of debt	0.1	69.7	-	5.5	0.6	-
Loss on disposal of aircraft / Fleet retirement costs	0.0	1.5	14.7	0.4	(2.4)	(0.4)
Gain on investments	-	(13.4)	-	-	-	-
Unrealized loss on financial investments	2.9	-	-	-	-	-
<b>Adjusted pretax income*</b>	\$ 162.7	\$ 166.9	\$ 120.5	\$ 141.2	\$ 196.1	\$ 178.3
Net interest expense	70.6	81.1	87.8	65.0	29.6	(2.5)
Other non-operating expenses	0.1	1.2	1.1	2.0	0.8	(0.2)
<b>Adjusted operating income*</b>	\$ 233.4	\$ 249.2	\$ 209.4	\$ 208.2	\$ 226.5	\$ 175.6
Depreciation and amortization	148.9	128.7	120.8	86.4	62.5	39.3
<b>EBITDA, as adjusted*</b>	\$ 382.3	\$ 377.9	\$ 330.2	\$ 294.6	\$ 289.0	\$ 214.9

# Reconciliation to Non-GAAP Measures

In \$Millions	2Q17	1Q17	4Q16	3Q16	2Q16	1Q16
Face Value of Debt	\$ 2,307.2	\$ 2,068.1	\$ 1,943.4	\$ 1,967.7	\$ 2,001.7	\$ 1,972.2
Plus: Present Value of Operating Leases	661.0	678.6	749.9	774.7	799.4	823.7
<b>Total Debt</b>	<b>2,968.2</b>	<b>2,746.7</b>	<b>2,693.2</b>	<b>2,742.4</b>	<b>2,801.1</b>	<b>2,795.9</b>
Less: Cash and Equivalents	\$ 282.7	\$ 118.9	\$ 138.3	\$ 115.6	\$ 168.3	\$ 331.9
Less: EETC Asset	30.9	31.9	32.3	34.8	35.8	38.1
<b>LTM EBITDAR</b>	<b>\$ 543.1</b>	<b>\$ 525.6</b>	<b>\$ 526.0</b>	<b>\$ 485.9</b>	<b>\$ 484.7</b>	<b>\$ 496.4</b>
<b>Net Leverage Ratio (Incl. EETC Invest)</b>	<b>4.9</b>	<b>4.9</b>	<b>4.8</b>	<b>5.3</b>	<b>5.4</b>	<b>4.9</b>

EBITDAR: Earnings before interest, taxes, depreciation, amortization, aircraft rent expense, noncash interest expenses and income, net, gain on disposal of aircraft, special charge, transaction-related expenses, accrual for legal matters and professional fees, charges associated with refinancing debt, and unrealized gain on financial instruments, as applicable.



ATLAS AIR

*Thank you.*