



October 2008

# AAWW Investor Slides





# Safe Harbor Statement

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 that reflect AAWW’s 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.

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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 generally accepted accounting principles and our reconciliations in our earnings releases dated Aug. 7, May 8 and Feb. 27, 2008, which are posted on our Web site at [www.atlasair.com](http://www.atlasair.com).



# AAWW: Our Business

The leading provider of freighter aircraft leasing and operating solutions



- Favorable demand/supply dynamics
- Growth for ACMI solutions

- Largest fleet of 747 freighters
- Scarce, efficient assets delivering lowest unit operating costs
- Launch customer for 747-8 freighter

- Crew
- Maintenance
- Flight Operations
- Logistics Support
- Network scale & Scope

- DHL (13 yrs.)
- BA (12)
- Emirates (8)
- Qantas (7)
- U.S. Military (10)

- ACMI <sup>(1)</sup>
- Express Network ACMI
- Dry Leasing
- AMC <sup>(2)</sup>
- Commercial Charter

*(1) Aircraft, Crew, Maintenance, Insurance.*

*(2) U.S. Air Mobility Command.*

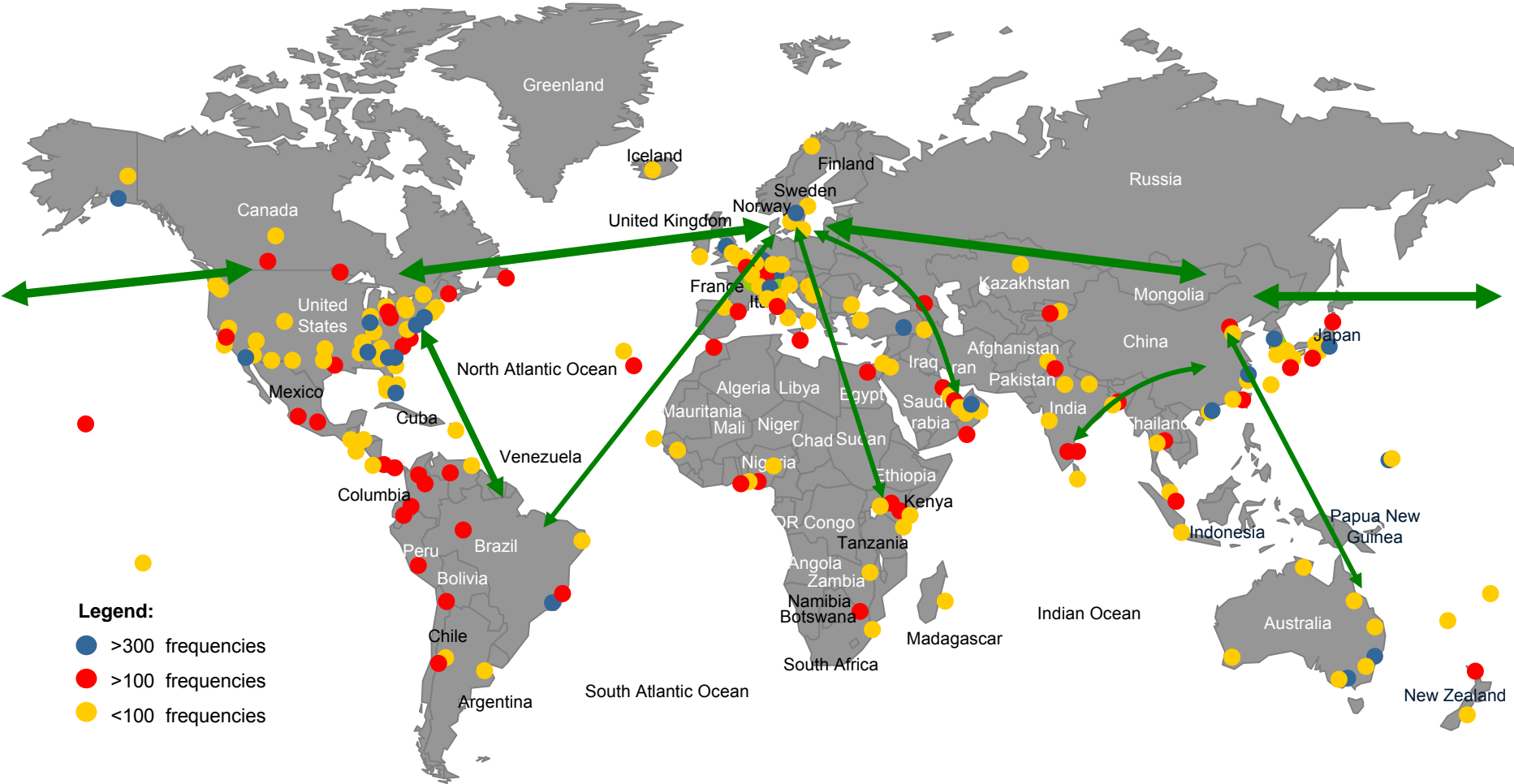


# Our Value Proposition

Our business model combines a core aircraft leasing model with turnkey operating solutions to drive customer and enterprise value through:

- Access to scarce assets
  - Favorable long-term demand/supply trends
- Offering the lowest unit operating costs of any freighter alternatives
- Attractive positioning relative to global trade flows and higher fuel costs
- “Leveraging” effect of customer freighter operations
  - Airline customer drives cargo contribution across broader pax network
- Economies of scale
  - Outsourced solutions overcome minimum economic fleet size issues
- Experience, scale and scope of quality services drive operational integration
- Creates barriers to entry

# A Global Presence Serving Key Trade Lanes



Note: Figures represent aircraft departures, based on FY 2007 data.



# Investment Thesis

Favorable Long-Term Industry Fundamentals

Leading Industry Position – Service Quality, Scale & Scarcity of Assets

Long-Term Strategic Customer Relationships

Stable Base of Contractual Revenues and Reduced Commercial Risk

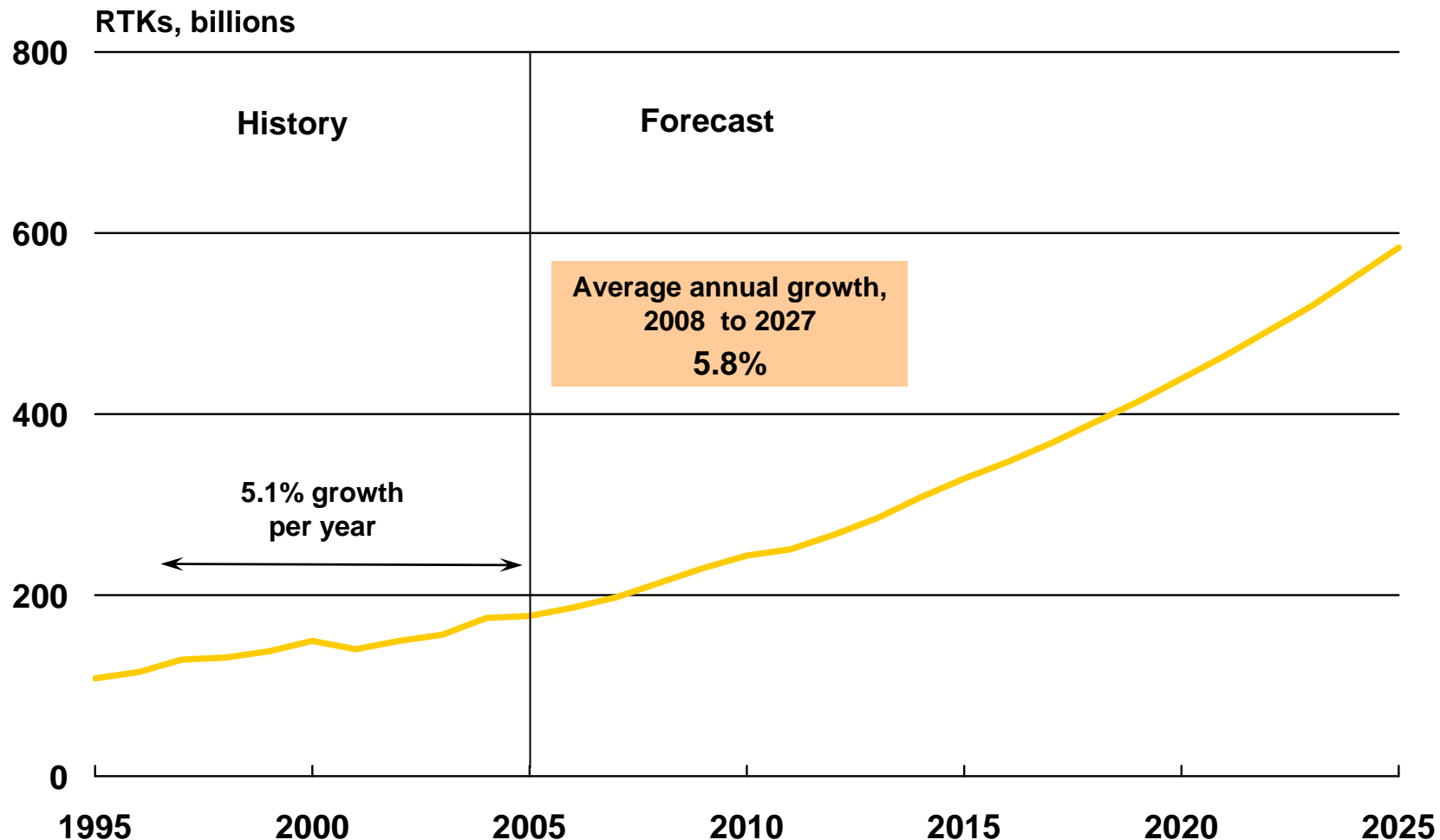
Significant Margin Expansion Opportunities

Asset Optimization

Platform for Growth



# World Air Cargo Traffic Will Triple Over the Next 20 Years



Source: Boeing Current Market Outlook 2008-2027.

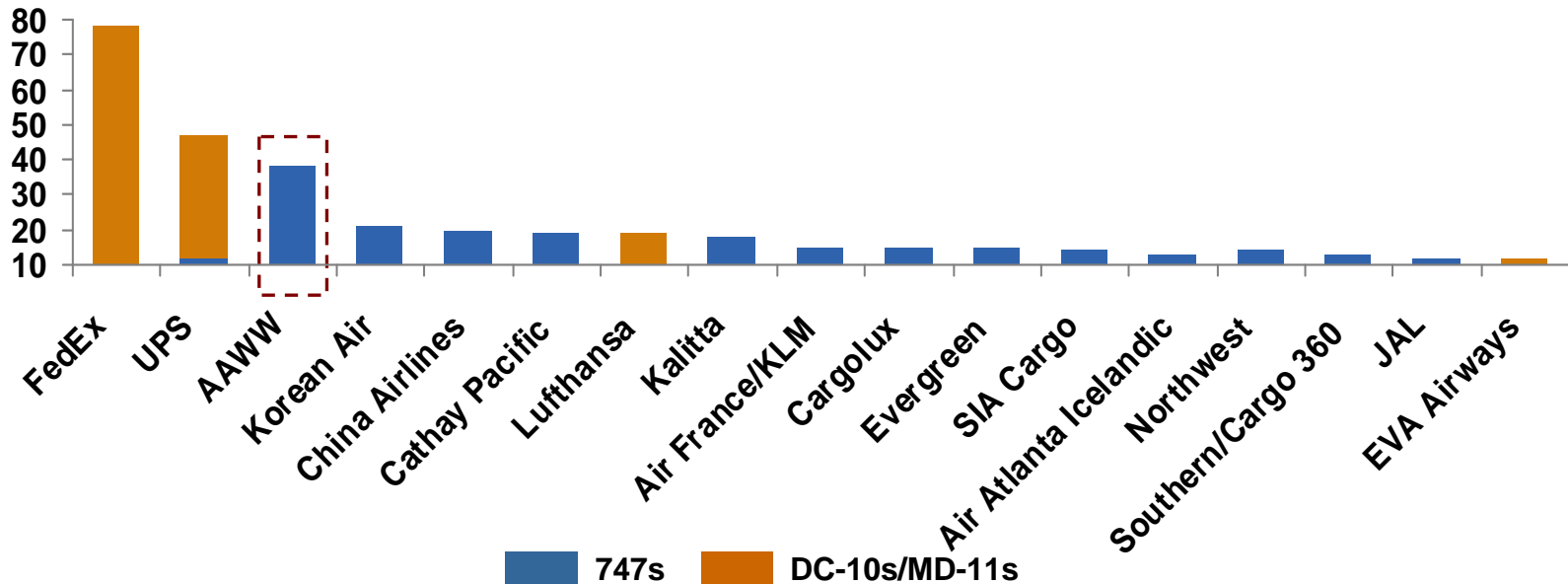


# Leading Industry Position

- AAWW is the largest provider of outsourced wide-body freighter aircraft operations
- Global presence and best-in-class assets
- Only outsourced provider with -8Fs on order; operator of 21 out of 24 available -400Fs
- Industry reputation as highest-quality and most reliable service provider

## Leading Heavy Wide-body Operators

# of Aircraft

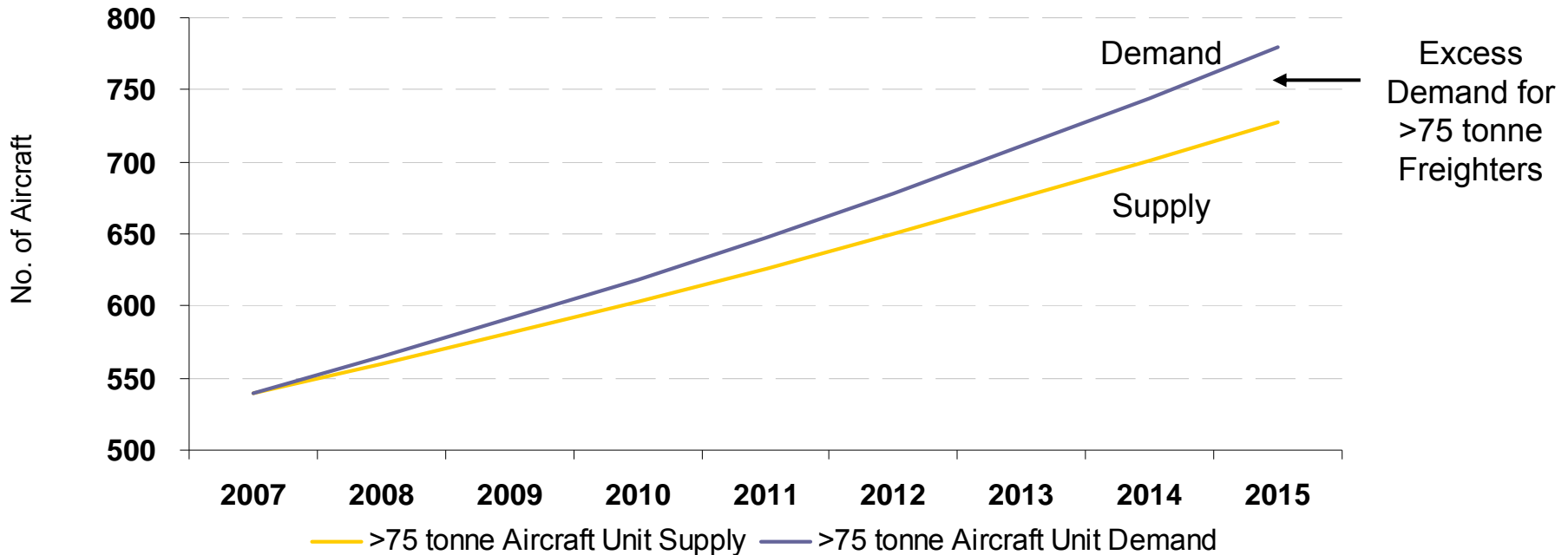




# Leading Industry Position

## 747-8 Freighters: Compelling Assets

- Leading industry position reinforced by Supply-Demand Outlook
  - Demand will exceed supply by about 50 units by 2015 (AAWW estimate)



- Firm order for 12 new Boeing 747-8F freighter aircraft (w/rolling option on 14 more)
  - Provides AAWW with a first-mover advantage to provide best-in-class freighter
  - Favorable launch-customer pricing and first-to-market ACMI capability
  - Improved fuel-efficiency, increased capacity and range



# 747-8F, 747-400F Contribution Exceeds Any Alternative Aircraft – both for customer & AAWW

- The -8F’s combination of higher payload and lower fuel burn provide the best economics of any heavy freighter alternative
- As fuel prices put additional pressure on older fleet type – the scarcity value of these assets will grow
- **Expected Scenario:** Relative customer economics assuming max payload on constrained leg & proportional payload on return leg:

	Index of Customer Operating Economics per Block Hour*					
	747-8F	747-400F	777F	747-400SF	MD-11F	747-200F
<b>Revenue</b>	<b>100</b>	85	76	82	59	72
Fuel @ \$3.00/gl	43.8	45.9	33.3	48.2	34.5	51.0
Maintenance & Other Direct	24.9	23.3	22.2	23.5	21.9	28.5
<b>Total Direct Op. Costs</b>	<b>68.7</b>	<b>69.1</b>	<b>55.5</b>	<b>71.7</b>	<b>56.4</b>	<b>79.5</b>
Ownership	18.1	9.5	15.3	7.5	5.6	1.6
<b>Total Non-Operating Costs</b>	<b>18.1</b>	<b>9.5</b>	<b>15.3</b>	<b>7.5</b>	<b>5.6</b>	<b>1.6</b>
<b>Net Contribution</b>	<b>13.2</b>	<b>6.1</b>	<b>5.2</b>	<b>2.3</b>	<b>(3.4)</b>	<b>(8.8)</b>
<b>Margin Percent</b>	<b>13.2%</b>	<b>7.2%</b>	<b>6.8%</b>	<b>2.9%</b>	<b>(5.9%)</b>	<b>(12.1%)</b>
# Existing/Ordered A/C**	78	146	78	43	62	127
Average Fleet Age (yrs)	-	6.1	-	16.4	13.0	27.5

\* Indicative Europe-Asia Round-Trip

\*\* Excludes Aircraft in Express Operations & Combis, 747-200F total includes 747-100s & 747-300s

\*\*\* Weak segment payloads are adjusted proportionately to strong segment payloads

## Benefits of Our Customer Solutions

- Access to scarce, wide-body, freighter aircraft
- Highest quality and reliable service
- Global scope and scale
- Access to valuable operating rights
- Risk mitigation through outsourced services
- Solutions fully integrated into customer networks

## Long-Term, Profitable Relationships



**Resilient Business Model &  
Predictable Revenues**

**New Business Opportunities**

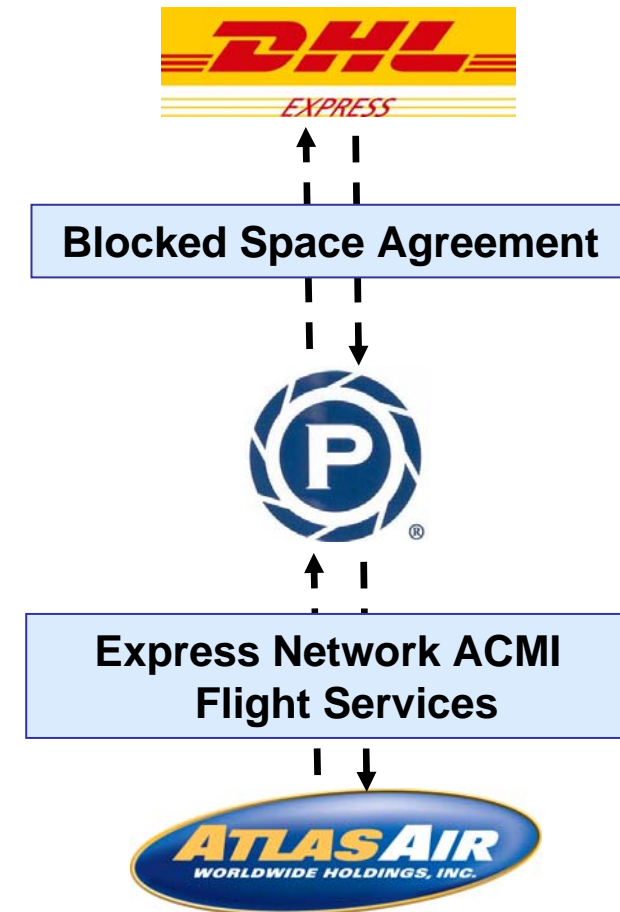


# De-Risked Business Model – Improved Visibility

- Non-U.S. customer base a hedge against U.S. market uncertainties
- About 70% of expected block hours under long-term ACMI contract after full implementation of DHL service in Q4'08
- Minimal fuel exposure
  - DHL, ACMI and AMC customers cover fuel
  - Higher fuel prices enhance relative value of new -400F and -8F aircraft
- Older classic fleet generally unencumbered and managed opportunistically
- Lead-times, scale and capital requirements limit competitive threats
  - Only significant outsource operator of -400Fs and the only one with -8Fs on order
- Result → improved earnings & visibility

## Stable Base of Contractual Revenues and Reduced Commercial Risk – Strategic Joint Venture with DHL

- 20-year term agreement with premier Express Service provider – covers six 747-400F aircraft
  - Establishes DHL as long-term AAWW customer
  - Greater than \$3.5 billion of contractual revenue
  - DHL has acquired a 49% equity interest in Polar Air Cargo Worldwide for \$150MM in cash
- Potential additional aircraft opportunities
- Currently eight dedicated 747-400Fs with minimum block-hour guarantee per aircraft
- ACMI relationship at market rate with annual escalations
- DHL gains access to efficient, wide-body aircraft & superior operating services; able to leverage Polar sales force



DHL joint venture significantly de-risks operating model

## Improvement Initiatives

### ■ Maintenance

- Improve heavy maintenance planning and management
- Cost reduction through more competitive procurement and outsourcing
- Improve inventory planning management and parts loan/borrow process

### ■ Crew Efficiencies and Related Costs

- Optimize crew planning and scheduling (incl. travel)
- Ongoing base reviews

### ■ Other Aircraft Operations

- Minimize AOG time; more efficient flight planning
- Reduce ground handling and catering costs
- Consolidation of facility and space requirements
- Cost reduction through outsourcing

### ■ General & Administrative Costs

- Rationalize headcount and contractors
- Audit fees

## Annualized Cost Savings (\$MM)

\$100+MM      \$100+MM



AAWW  
Will Identify  
and Achieve  
Additional  
Savings and  
Productivity  
Improvements  
Beyond  
\$100MM Goal

**\$100+MM realized through 2Q08**  
**Six months ahead of target!**



# Asset Optimization & Earnings Growth

- Fleet size and composition aligned with customer needs, maximizing aircraft utilization
  - Focus on next-gen technology and current aircraft that provide the best combination of returns for AAWW and its customers
  - Further rationalize the 747-200Fs and use efficiently in charter business
- Scale and scope of our business allows for flexibility in deploying assets
  - Customers value our ability to deploy aircraft and personnel between our services and throughout our global network to respond to changing demand
  - Charter services increase utilization and best position flights for other operations
- Crew optimization and maintenance initiatives have increased effective aircraft availability



# Indicative Fleet Plan

- Continued focus on optimizing the fleet mix to maximize earnings potential

AAWW Fleet Size	2002	2007	2012
<b>Operating</b>			
747-8F	–	–	12.0
747-400	16.4	17.0	19.0
747-200	25.2	15.0	6.3
747-100	2.0	–	–
<b>Total Operating</b>	<b>43.6</b>	<b>32.0</b>	<b>37.3</b>
747-400 Dry	0.9	3.0	3.0
747-200 Dry	1.8	2.0	0.0
<b>Total Dry Leased</b>	<b>2.7</b>	<b>5.0</b>	<b>3.0</b>
<b>Parked</b>			
747-200	4.2	0.0	–
747-100	2.0	–	–
<b>Total Parked</b>	<b>6.2</b>	<b>0.0</b>	<b>0.0</b>
<b>Total</b>	<b>52.5</b>	<b>37.0</b>	<b>40.3</b>
<b>Annual ATKs (millions)</b>	<b>16,746</b>	<b>14,786</b>	<b>19,907</b>
<b>Capacity Growth in ATKs: 2002-2007 versus 2007-2012</b>	<b>–</b>	<b>(11.7%)</b>	<b>34.6%</b>

Note: Aircraft figures shown represent average aircraft count.



# Solid Platform for Growth

## Customer & Geographic Market Expansion

Expand relationships with both existing and new customers

- Asian carriers
- Middle East carriers
- Japan / India / Sub-Saharan Africa

## Fleet Expansion

Evaluate additional aircraft types for attractive markets

- Additional B747-8Fs
- Other gauge

## Dry Leasing

Complement existing service offerings and broaden customer base

- Irish leasing platform established
- Freighter-centric aircraft

## Logical Extensions to ACMI Business

Modify and expand core ACMI franchise into related services

- Crew outsourcing and training
- Aircraft management and servicing

## Business Combinations and Alliances

Combinations and alliances to enhance profitability and competitive position





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# Appendix





# Record Annual Earnings in 2007

<u>(\$ Millions Ex EPS)</u>	<u>2007</u>	<u>2006</u>	<u>\$ Change</u>	<u>% Change</u>
Operating Revenues	1,562.7	1,476.3	86.4	5.9
Operating Income <sup>1</sup>	154.8	152.3	2.5	1.6
Pretax Income <sup>1,2</sup>	132.7	93.8	38.9	41.5
<b>Net Income<sup>3,4</sup></b>	<b>132.4</b>	<b>59.8</b>	<b>72.6</b>	<b>121.5</b>
<b>Diluted EPS<sup>4</sup></b>	<b>6.17</b>	<b>2.83</b>	<b>3.34</b>	<b>118.0</b>
EBITDAR <sup>5</sup>	347.0	338.2	8.8	2.6
EBITDA <sup>5</sup>	191.4	185.0	6.4	3.5

<sup>1</sup> Includes gains on disposal of aircraft of \$3.5 in 2007 and \$10.0 in 2006.

<sup>2</sup> Includes loss on extinguishment of debt of \$12.5 in 2006.

<sup>3</sup> Includes income tax expense of \$0.3 in 2007 versus income tax expense of \$34.0 in 2006.

<sup>4</sup> Includes impact of tax benefit items that reduced income taxes: \$49.9 in 2007 and \$2.0 in 2006.

<sup>5</sup> Excludes gains and post-emergence costs and related professional fees.



## Second-Quarter 2008 Results

- Asset management, Continuous Improvement mitigate impact of record fuel prices in 2Q08
- \$100 Million Continuous Improvement goal achieved six months ahead of target
- Direct exposure to fuel largely eliminated in late October 2008

<u>(\$ Millions Ex EPS)</u>	<u>2Q08</u>	<u>2Q07</u>	<u>\$ Change</u>	<u>% Change</u>
Operating Revenues	438.8	372.6	66.2	17.8
Operating Income <sup>1</sup>	13.6	31.2	(17.6)	(56.6)
Pretax Income <sup>1</sup>	6.6	25.2	(18.6)	(73.7)
<b>Net Income<sup>2</sup></b>	<b>1.5</b>	<b>43.2</b>	<b>(41.7)</b>	<b>(96.5)</b>
<b>Diluted EPS<sup>2</sup></b>	<b>0.07</b>	<b>2.01</b>	<b>(1.94)</b>	<b>(96.5)</b>
EBITDAR <sup>3</sup>	64.5	80.0	(15.5)	(19.3)
EBITDA <sup>3</sup>	23.6	41.3	(17.7)	(42.7)

<sup>1</sup> Includes gain on disposal of aircraft of \$2.7 in 2Q08.

<sup>2</sup> Reflects income tax expense of \$5.1 in 2Q08 versus income tax benefits of \$18.0 in 2Q07.

<sup>3</sup> Excludes gain on disposal of aircraft.



# First-Quarter 2008 Results

- Traditionally, a seasonally slow period
- Asset management, Continuous Improvement mitigate impact of record fuel prices in 1Q08
- Direct exposure to fuel largely eliminated in late October 2008

<b><u>(\$ Millions Ex EPS)</u></b>	<b><u>1Q08</u></b>	<b><u>1Q07</u></b>	<b><u>\$ Change</u></b>	<b><u>% Change</u></b>
Operating Revenues	373.0	355.3	17.7	5.0
Operating Income <sup>1</sup>	(2.6)	17.5	(20.1)	NM
Pretax Income <sup>1</sup>	(6.4)	10.1	(16.5)	NM
<b>Net Income</b>	<b>(5.3)</b>	<b>6.2</b>	<b>(11.5)</b>	<b>NM</b>
<b>Diluted EPS</b>	<b>(0.25)</b>	<b>0.29</b>	<b>(0.54)</b>	<b>NM</b>
EBITDAR <sup>2</sup>	45.2	64.5	(19.3)	(29.9)
EBITDA <sup>2</sup>	5.8	26.1	(20.3)	(77.9)

<sup>1</sup> Includes gain on disposal of aircraft of \$1.0 in 1Q07.

<sup>2</sup> Excludes gain on disposal of aircraft.



## Cash, Debt and Capital Expenditure Summary

<u>(\$ Millions)</u>	<u>6/30/08</u>	<u>12/31/07</u>	<u>12/31/06</u>
<b>Cash and Equivalents</b>	<b>367.5</b>	<b>477.3</b>	<b>231.8</b>
Current Maturities	30.3	28.5	19.8
Long-Term Debt & Capital Leases	<u>457.1</u>	<u>365.6</u>	<u>398.8</u>
<b>Total Balance Sheet Debt</b>	<b>487.4</b>	<b>394.1</b>	<b>418.6</b>
Debt Discount	<u>71.8</u>	<u>75.4</u>	<u>82.9</u>
<b>Face Value Including Debt Discount</b>	<b>559.2</b>	<b>469.5</b>	<b>501.5</b>
<b>Capital Expenditures<sup>1</sup></b>	<b>274.4</b>	<b>63.1</b>	<b>69.9</b>

<sup>1</sup> Includes PDPs on new aircraft and acquisition of two 747-400s in 2008.