

Aercap-GECAS tie-up unlikely to change competitive landscape: AFJ podcast

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The Aercap-GECAS merger is unlikely to create major competition concerns around market share, OEM leverage and control of airline RFPs in the leasing community, according to Split Rock Aviation partner Andy Mansell.

“There're too many players out there,” Mansell says on *Airfinance Journal's* podcast ‘[Will the industry transition from red to black to green?](#)’

“We're not talking about two lessors that have combined and taken 70% of the market. They were already two very large companies on their own.”

He noted while there may be some volume advantages for larger lessors making substantial aircraft orders, it doesn't make that much of a difference in terms of pricing.

“When you look at where someone could drive an advantage, if you're ordering an aircraft as a lessor, I doubt your pricing changes from 100 planes to 150 planes or 100 planes to 200 planes. You've already substantially got the pricing discount.”

Mansell argues one area where lessor size could drive an advantage is the ability to compete in larger, though less common, airline lease RFPs.

“Let's say the market moves that way where you get an RFP that is enormous, that is an area where they'd get an advantage... because relative to their size it's not too big of a chunk to bite off but for most lessors I don't think they'd be able to take on such a large exposure in one hit.”

Airfinance Journal [estimates](#) that the combination of both entities will represent 2,196 commercial aircraft, or 37.5% of the Top 10 lessors.

In second place is Avolon with 531 owned aircraft, or roughly 10% of the Top 10 lessors, Fleet Tracker shows.

The top five lessee exposures would account for 413 aircraft, including American Airlines (196), United Airlines (92), Southwest Airlines (56), Azul Linhas Aereas (47) and S7 Airlines (43), according to AFJ Fleet Tracker data.

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