

# Fourth Quarter and Full Year 2009 Results Presentation January 27, 2010

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- I. 4Q09 & Full Year 2009 Financial Results
- II. Strategic Initiatives & Future Outlook

# Full Year 2009 Highlights

• Net Income for 2009 reached US\$231 million despite global crisis.

• Total Revenue decline of 14.7% in 2009, driven mainly by a 32.1% decline in cargo revenues.

• 2009 margins affected by US\$129 million fuel hedge loss.

US\$ millions	2008	2009	% Chg
Total Revenues Pax Revenues Cargo Revenues	4,283 2,821 1,319	3,656 2,624 896	(14.7%) (7.0%) (32.1%)
Total Operating Expenses	(3,663)	(3,220)	(12.1%)
Operating Income Operating Margin	620 14.5%	436 <i>11.9%</i>	(29.7%) (2.6 pp)
Net Income	336	231	(31.3%)
Net Income (Excl. extraord. items)	428	231	(46.0%)
EBITDAR* EBITDAR Margin	948 22.1%	823 22.5%	(13.1%) <i>0.4 pp</i>

NOTE = Figures for 2008 and 2009 under IFRS.

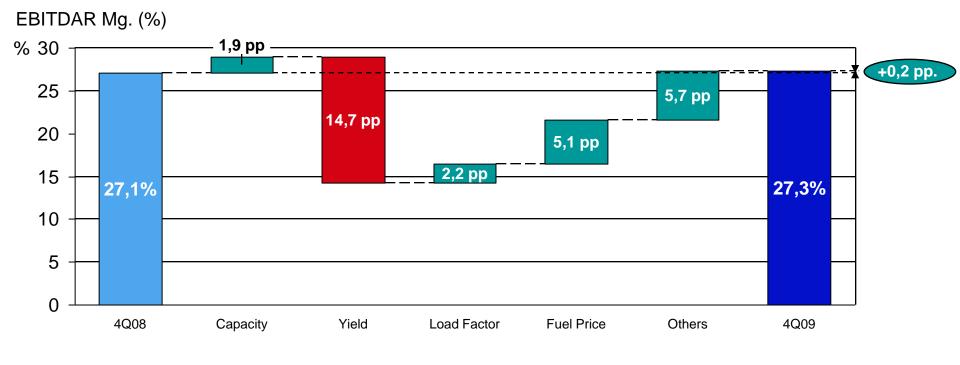
# 4Q09 Highlights

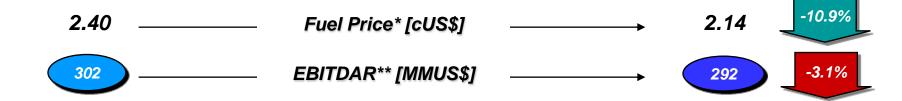
- Strong recovery in 4Q09: Net Income reached US\$110 million.
- Total Revenue decline of 4.0% in 4Q09, offset in part by lower fuel costs.
- EBITDAR margin increased 0,2 points reaching 27,3% in 4Q09.

US\$ millions	4Q08	4Q09	% Chg
Total Revenues Pax Revenues Cargo Revenues	1,115 769 316	1,071 757 282	(4.0%) (1.6%) (10.7%)
Total Operating Expenses	(901)	(880)	(2.3%)
Operating Income Operating Margin	214 <i>19.2%</i>	190 <i>17.8%</i>	(10.9%) <i>(1.4 pp)</i>
Net Income	93	110	17.6%
Net Income (Excl. extraord. items)	143	110	(23.2%)
EBITDAR* EBITDAR Margin	302 <i>27.1%</i>	292 <i>27.3%</i>	( 3.1%) <i>0.2 pp</i>

NOTE = Figures for 4Q08 and 4Q09 under IFRS.

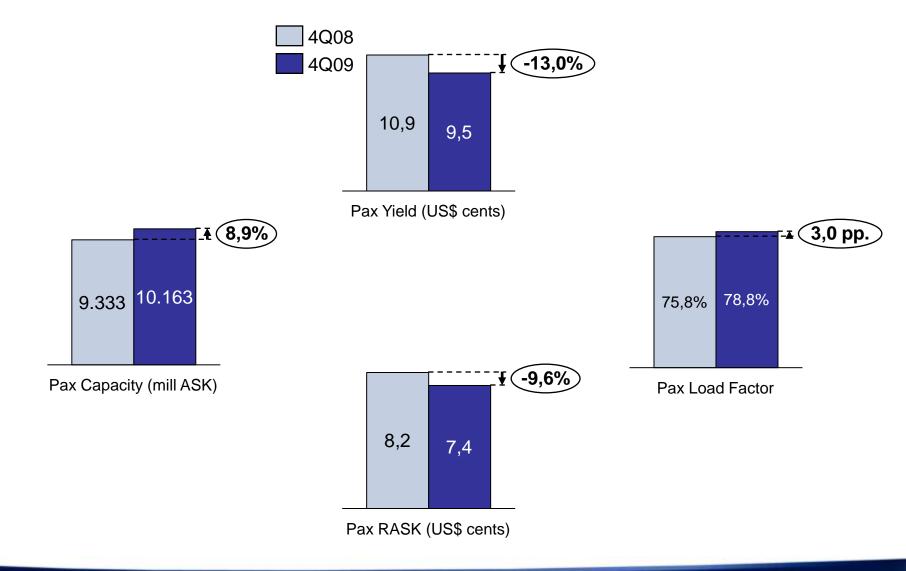
# 4Q09 – EBITDAR Margin Improvement





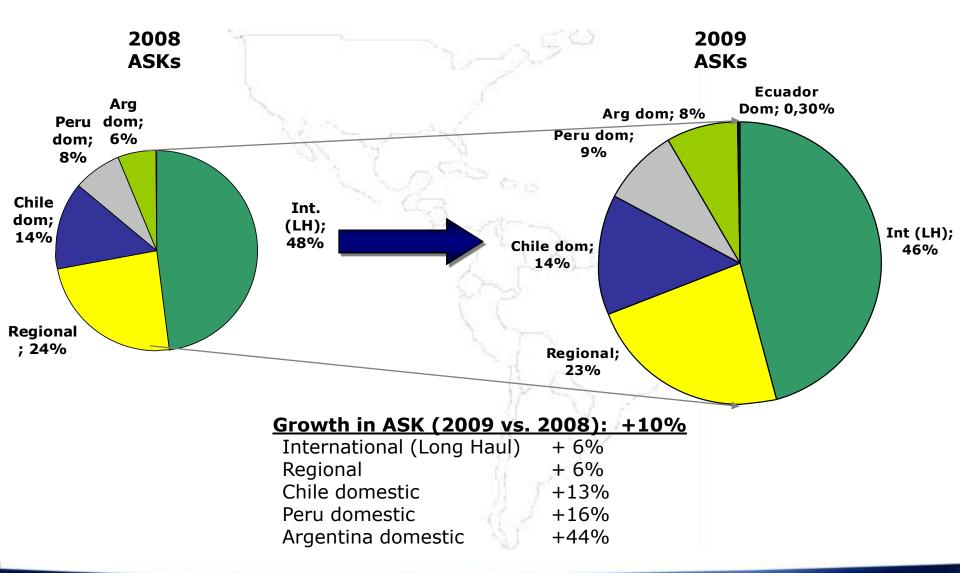
# Passenger Business Revenue Decreases 1.6% in 4Q09

Traffic growth of 13.2% offset by 13.0% decrease in yields.



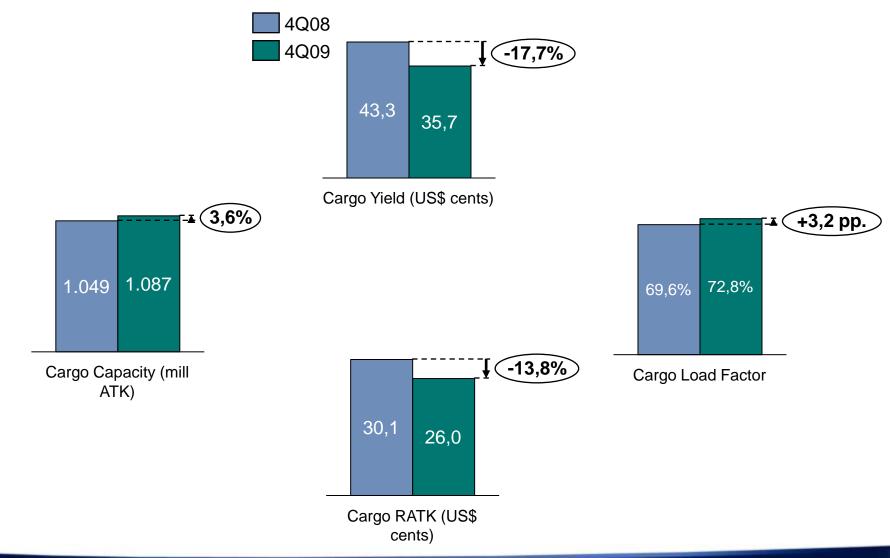
# **Important Growth in all Passenger Operations**

Despite weak global environment



# Cargo Business Revenue Decreases 10.7% in 4Q09

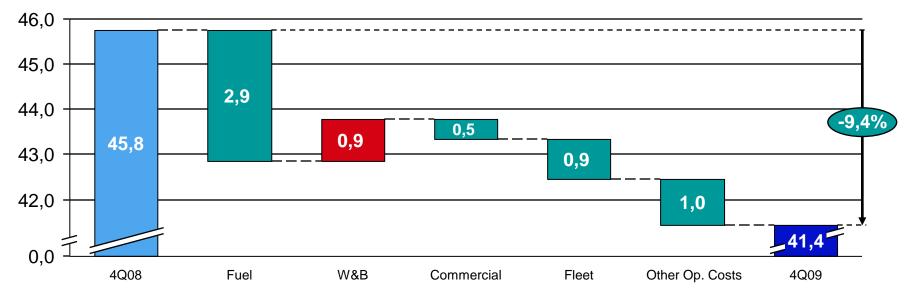
Strong recovery in 4Q09 with traffic increase of 8.5%



# 4Q09 - Cost Analysis

Unit costs decline 9.4%; unit costs ex-fuel decreased 4.6% in the quarter

CATK (US\$ cent)

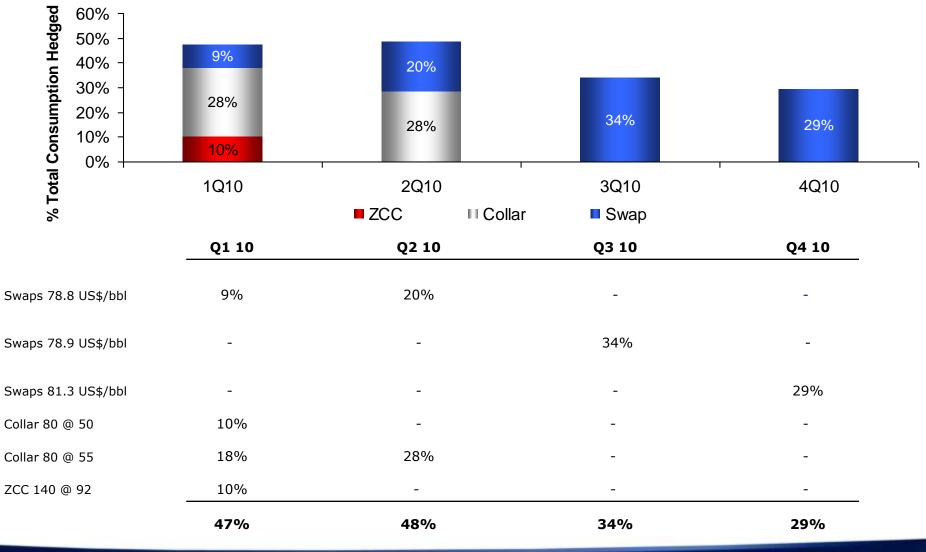


• Unit costs decreased 9.4% in 4Q09 driven by:

- <u>Fuel costs</u> decreased 13.0% driven by a 10.9% decline in fuel prices which was offset by a US\$3.8 million fuel hedge loss.
- <u>Wages & Benefits</u> increased 21.0%, driven by the appreciation of domestic currencies in Latin America and increased headcount.
- <u>Commercial costs</u> decreased in line with a 4.2% decrease in traffic revenues (passenger and cargo).
- <u>Fleet Costs</u> decreased mainly driven by lower ACMI leases in the cargo business and lower average interest rates related to fleet financing.
- Other Operating Costs decreased driven by lower sales costs and general expenses.

# **Fuel Hedging**

Total realized fuel hedging loss of US\$129 million in 2009

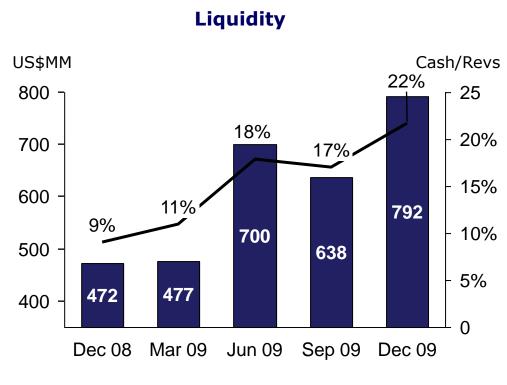


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# **Solid Financial Position**

- December Cash Balance: US\$792 million, representing 22% of LTM revenues.
- → 2009 Financing Initiatives:
  - 1. Raised US\$250 million in bilateral loans in the Chilean market during first half of 2009.
  - Completed EX-IM supported financing for 3 Boeing B767s and accessed capital markets with the new "EX-IM – Bond" product.
  - 3. Arranged bank financing for PDP's related to 15 A320 Family aircraft.
  - 4. Completed EX-IM supported spare engine medium-term refinancing.



LAN remains one of the few investment grade airlines in the world

# **Orders for 30 New Airbus A320 Family Aircraft**

For Regional and Domestic Operations

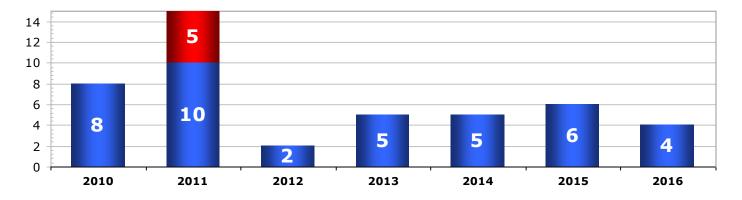


→ To be delivered between 2011 and 2016 in addition to existing orders for 15 A320 family aircraft.

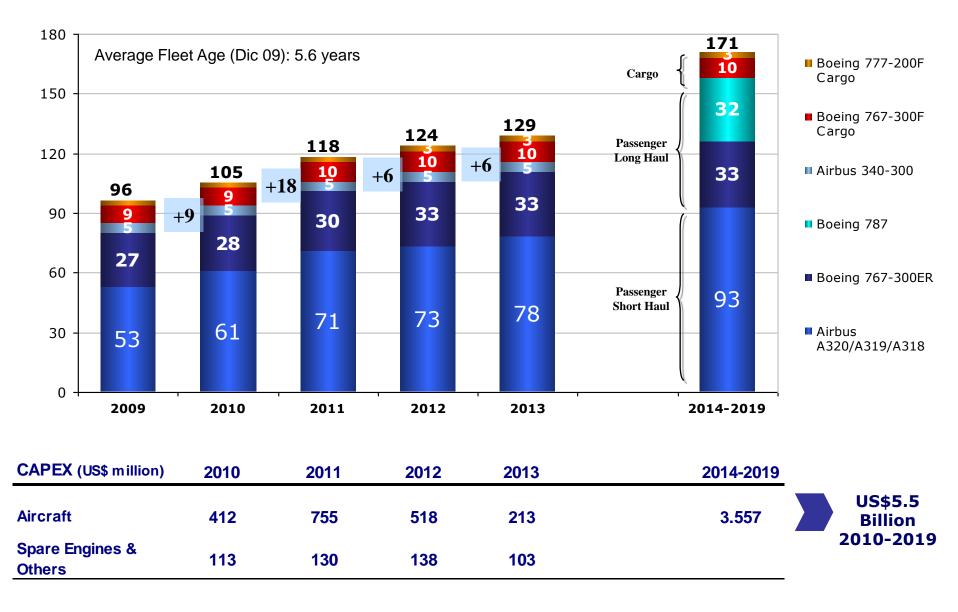
→ For the renewal and growth of the Company's short haul fleet

→ In addition, LAN's strategic fleet renewal plan involves the sale of five Airbus A318 aircraft in 2011.

#### A320 Family Delivery Schedule



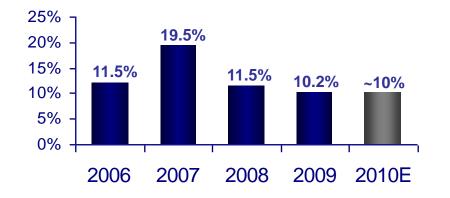
# **Fleet Plan**

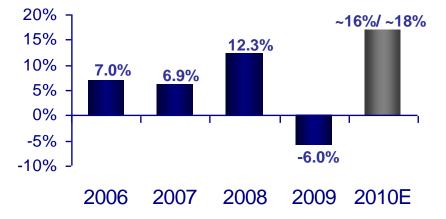


## **2010 Estimated Capacity Expansion**

#### **Passenger ASK Growth**

#### **Cargo ATK Growth**







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