

# Third Quarter 2020 Results Presentation

November 2020



# Third Quarter 2020 Highlights of LATAM group

## Operations & Network



- Operated 14% of ASKs compared with the same quarter last year
- Operations increased to 20% of ASKs in September
- Operational costs decreased 55%

## Cargo Business



- Revenues increased 12%, though total capacity decreased 40%
- Freighter capacity increased 20%
- 46,000+ cargo tons transported on passenger aircraft operated as freighters

## Financial & Chapter 11



- Liquidity of US\$886 million as of Sept 2020
- Financial Debt reduced by US\$804mm YoY to US\$6.8bn
- DIP financing commitment approved for US\$2.45 billion
- Bar Date set for December 18, 2020

## Recent Highlights



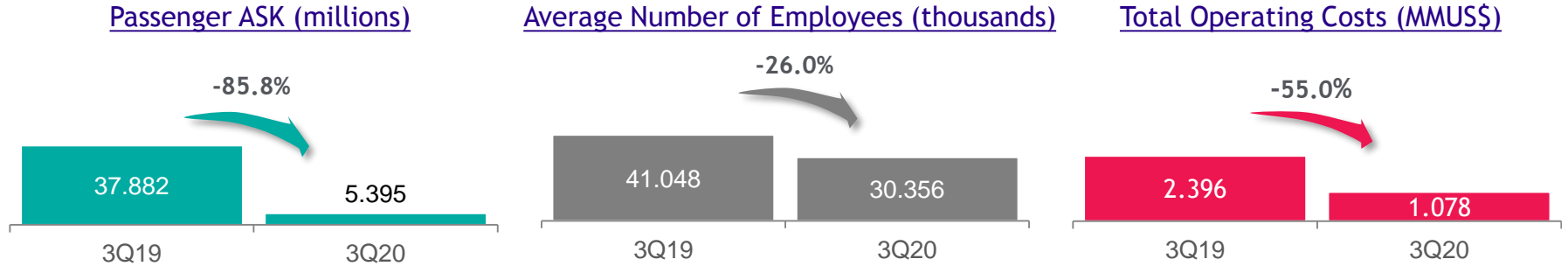
- First draw of US\$1.15 billion of DIP financing made in October, increasing LATAM's liquidity<sup>1</sup>
- LATAM XP, key part of the group's digital transformation strategy, launched in Chile
- LATAM Airlines Colombia & LATAM Airlines Brazil announce codeshare agreement with AeroMexico
- Recognized by passengers as "South America's leading airline" in recent World Travel Awards

<sup>1</sup> Draw was made following the quarter close, on October 8<sup>th</sup>

# Third Quarter 2020 Financial Summary

(US\$ Millions)	3Q20	3Q19	Change
<b>Total Operating Revenues</b>	<b>513</b>	<b>2,665</b>	<b>-80.8%</b>
Passenger	121	2,340	-94.8%
Cargo	284	252	+12.8%
Others	108	73	+47.6%
<b>Total Operating Costs</b>	<b>-1,078</b>	<b>-2,396</b>	<b>-55.0%</b>
Fuel	-110	-717	-84.7%
Ex-fuel	-968	-1,679	-42.3%
<b>Operating Income</b>	<b>-565</b>	<b>269</b>	<b>nm</b>
Operating Margin	-110.1%	10.1%	-120 p.p.
<b>Net Income</b>	<b>-573</b>	<b>86</b>	<b>nm</b>
<b>EBITDA</b>	<b>-265</b>	<b>645</b>	<b>nm</b>
EBITDA Margin	-51.6%	24.2%	-76 p.p.

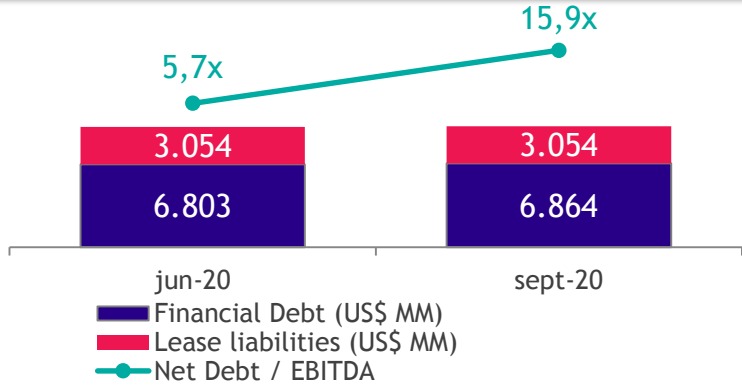
# Total Operating Costs decreased 55.0%



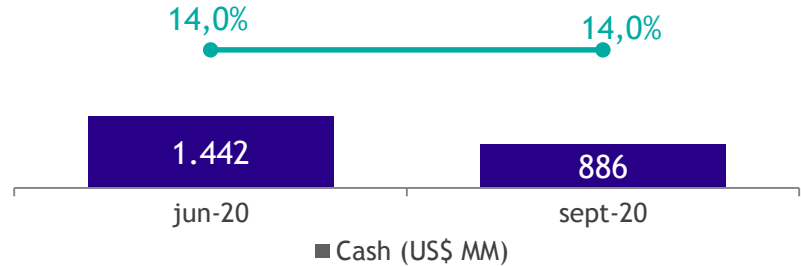
Total Costs US\$MM	3Q20	3Q19	Change
Fuel Cost	110	717	-84.7%
Wages & Benefits	196	447	-56.1%
Fleet Cost	368	480	-23.3%
Others	403	752	-46.3%
<b>Operating Costs</b>	<b>1,078</b>	<b>2,396</b>	<b>-55.0%</b>

# Third Quarter 2020 Credit Metrics

**Net Debt / EBITDA LTM**



**Cash and Equivalents as % of LTM revenues**



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