





Third Quarter 2024 Financial Performance

Avianca Group International Limited

November 8, 2024

-  Avianca Group remained focused on delivering our customer promise of being punctual, reliable and convenient while our cost-disciplined operation and network expansion allow us to be one of the most competitive airlines in Latin America based on our cost structure and network.
-  We achieved the following financial results during the quarter:
 - EBITDAR¹ was \$358 million, at a 26.2% margin.
 - Passenger CASK ex-fuel remained stable at 3.9 cents despite inflation and a lower stage length, highlighting our rigorous cost discipline.
 - Cash balance² strengthened to reach \$1,122 million at September 30 despite seasonal and timing impacts, as we leveraged favorable market conditions to secure incremental liquidity.
 - Net Debt to LTM EBITDAR was 3.4x, in spite of our capacity growth.
-  LifeMiles generated solid results, with Q3-24 Cash EBITDA reaching \$44 million, compared to \$30 million in Q3-23. We also plan to continue to invest in our loyalty program, which we believe will further boost its contribution to our passenger network.
-  Avianca Cargo revenues were \$138 million during the quarter, aligning with last year, as a result of Latin America's cargo import markets recovery and fleet renewal.

1. EBITDAR reconciliation is available in the appendix.

2. Cash Balance includes Cash and Cash equivalents, Restricted Cash (which is reclassified to Deposits and other assets) and Short-Term Investments.



Avianca's transformation over the past three years was focused on ensuring a cost-disciplined operation. Going forward, we expect to maintain our cost advantage¹ while driving yield improvements.

- Avianca has implemented key initiatives to capture premium revenue; in the third quarter, we re-launched our Narrowbody Business Class service on 11 routes out of Bogota and will expand this service to additional routes in the Americas, reaching 34 routes in December 2024. Furthermore, we will launch *Insignia*, our enhanced European Business Class service, in November.
- The Company's nimble business model has allowed us to reallocate capacity to international markets by launching 9 international routes through September 2024 and announcing 14 more that start operation during winter 2024 (Bogota-Chicago, Buenos Aires-Guayaquil, Guayaquil-San Jose, Medellin-San Salvador, Panama City-San Jose, Punta Cana-Quito, Medellin-Panama, Sao Paulo-Medellin, Aeroparque-Bogota, Bogota-Georgetown, Bogota-Tulum, Bogota-Havana, Guayaquil-Medellin and Cartagena-Guayaquil).



In October, we closed the strategic investment in Wamos Air, a leading Spanish-based ACMI operator with a unique fleet of 13 A330 aircraft, which has a track record of consistent profitability and represents an opportunity to increase our connectivity from Latin America to Europe through its European certificate.

1. On the basis of our stage-length adjusted passenger CASK ex-fuel compared to peer airlines.

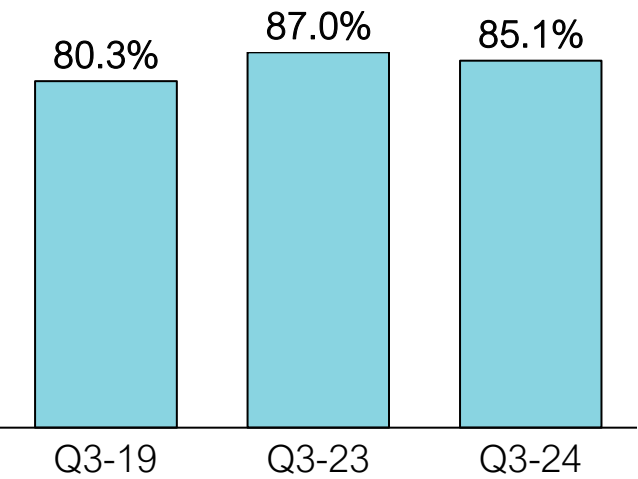
A small, stylized red bird icon, identical to the one in the header, positioned to the left of the text.

We also achieved other relevant milestones during the quarter:

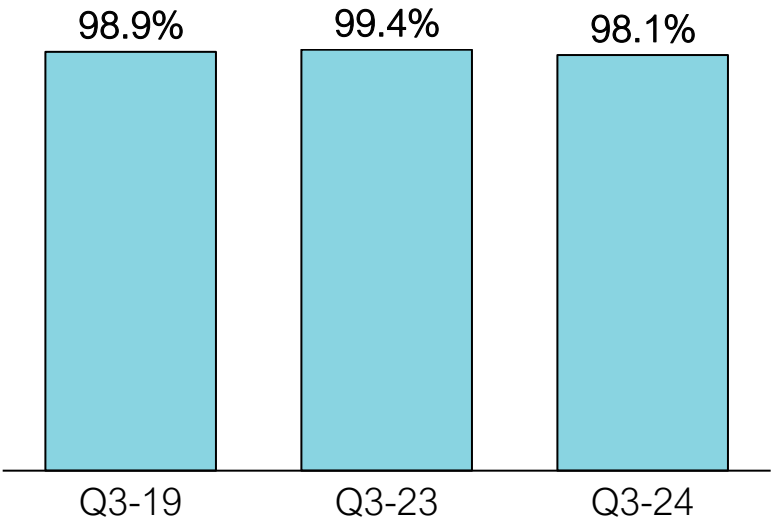
- This year we consolidated the most extensive network in our history and, this quarter, we carried the largest number of passengers ever: 26 new routes in 2024* for an expected total of +160 by year-end.
- Consistent with our objective to focus on our core competencies while partnering with companies that are experts in their fields, we have signed an agreement with MRO Holdings to become the operator of our Medellín-based MRO. This strategic decision for Avianca ensures the delivery of high-quality service through a leading maintenance service provider in the Americas.
- Avianca expanded the scope of its codeshare agreement with Clic Air, a domestic carrier in Colombia, to connect Clic's regional flights with 14 of our international routes. Since 2022, the two companies have been working together to connect their networks, benefiting millions of passengers and improving the connectivity of the regions.
- We continue to deliver on over 150 cost saving initiatives that allow us to have one of the most competitive cost structures in the region.

Avianca remained committed to our customer promise, delivering solid operational performance despite the ramp up resulting from the peak season.

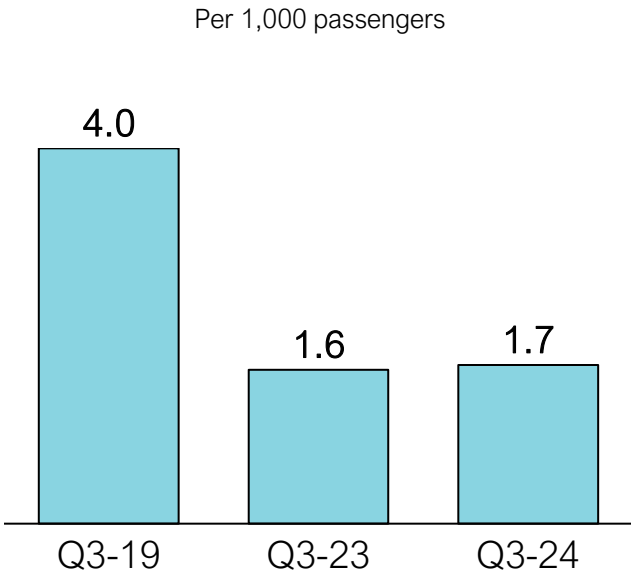
ON TIME PERFORMANCE



SCHEDULE COMPLETION

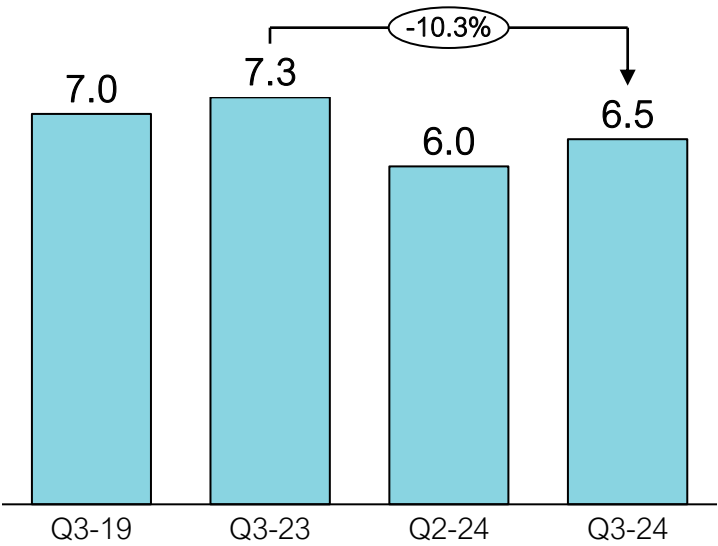


MISHANDLED BAGGAGE

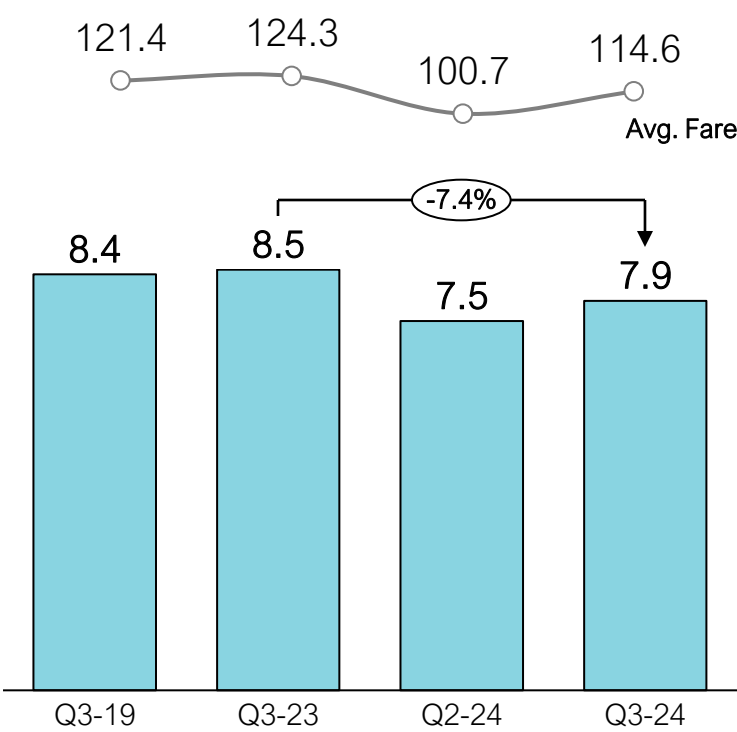


Unit revenue metrics improved on a quarter-on-quarter basis due to favorable seasonality and capacity reallocation, though there is still year-over-year moderation driven by pricing pressures in domestic Colombia resulting from significant growth in capacity.

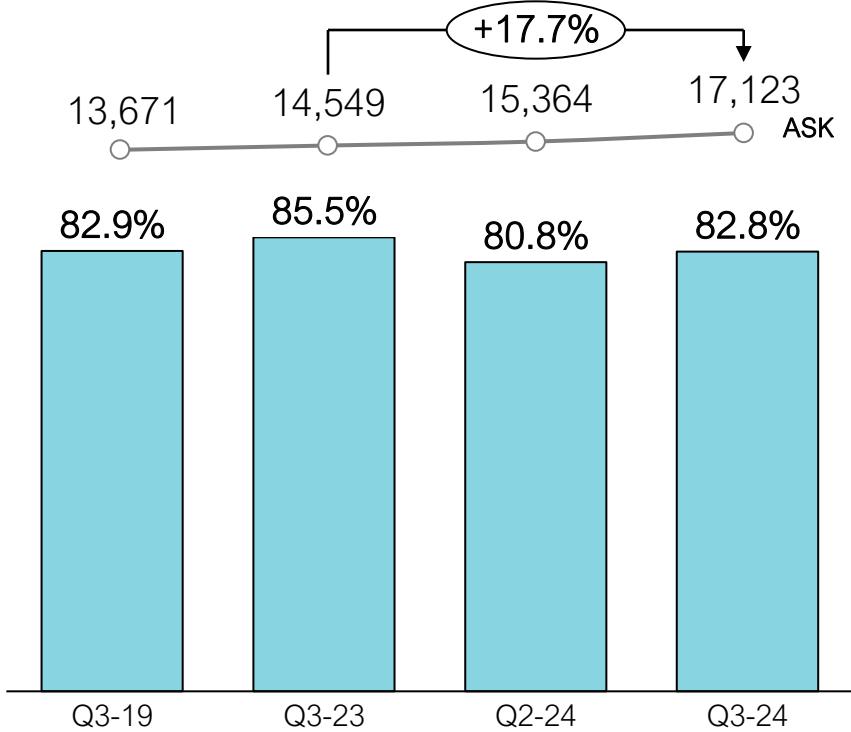
PRASK



YIELD

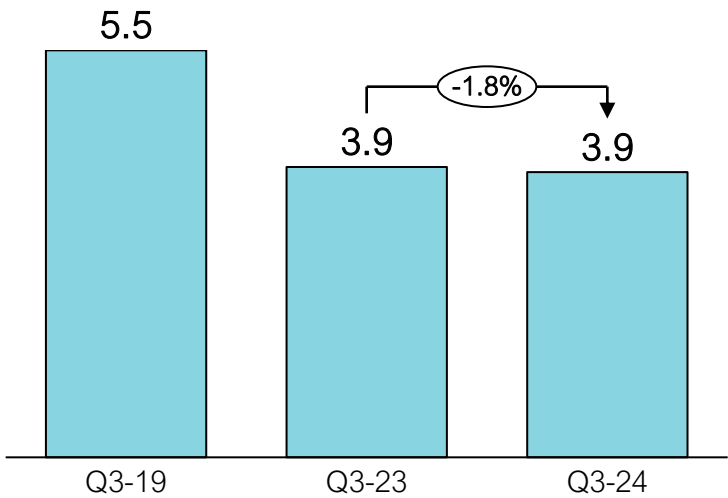


LOAD FACTOR%

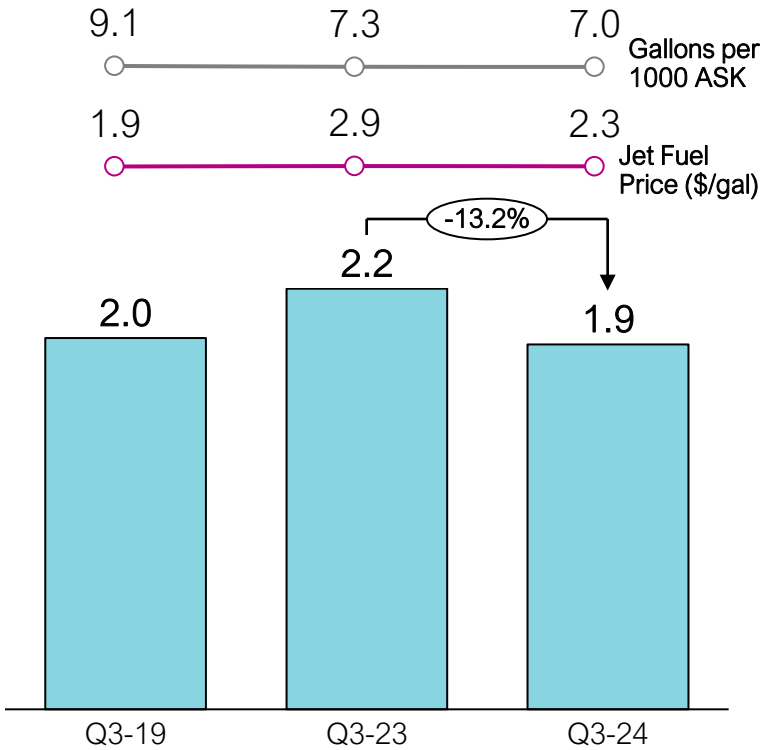


Avianca’s passenger CASK ex-fuel remained stable at 3.9 cents despite inflation and lower stage length, as a testament to our rigorous cost discipline.

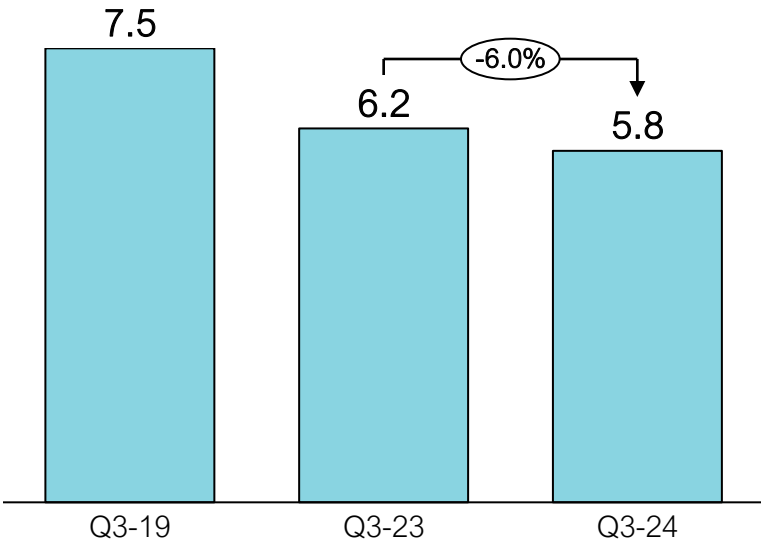
PAX CASK ex-fuel¹



PAX FUEL CASK

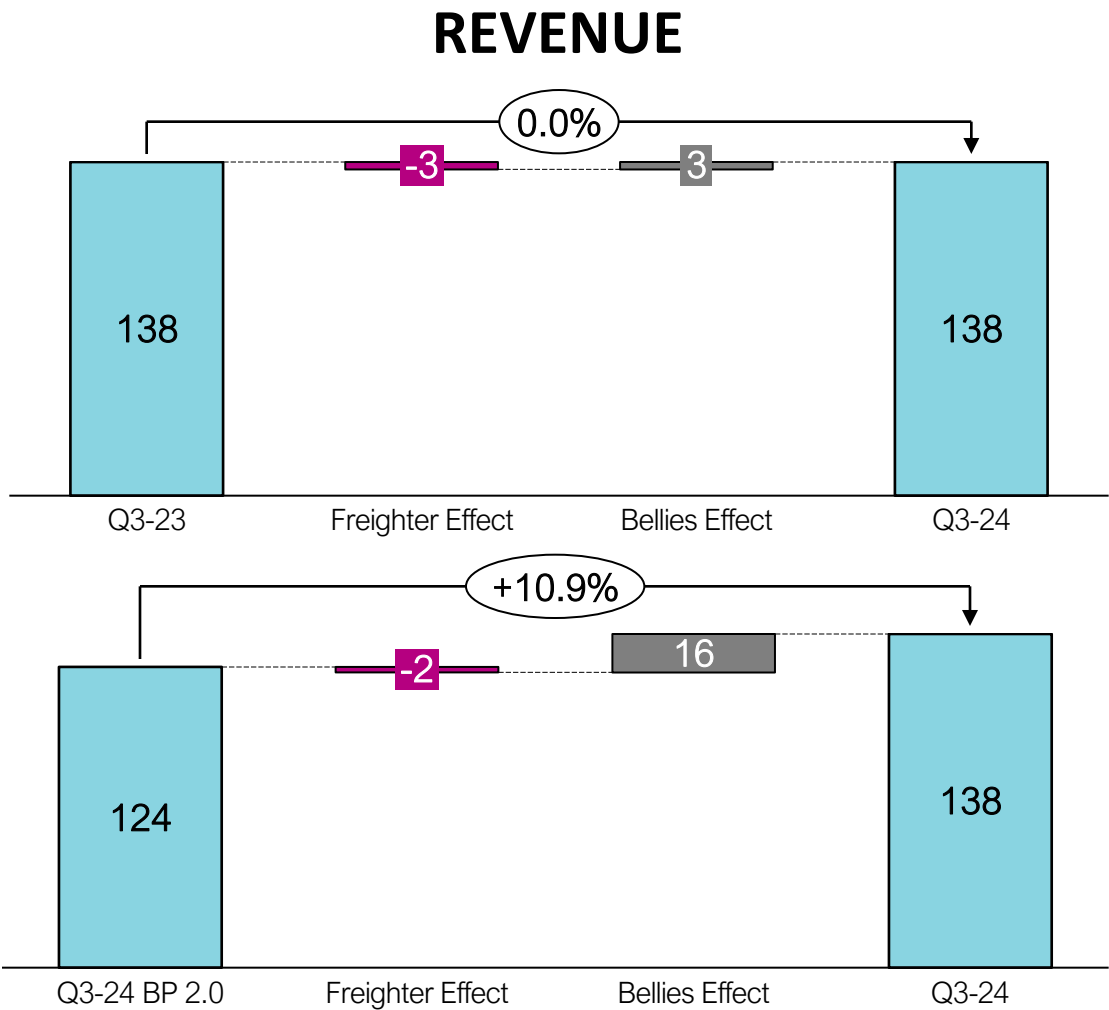
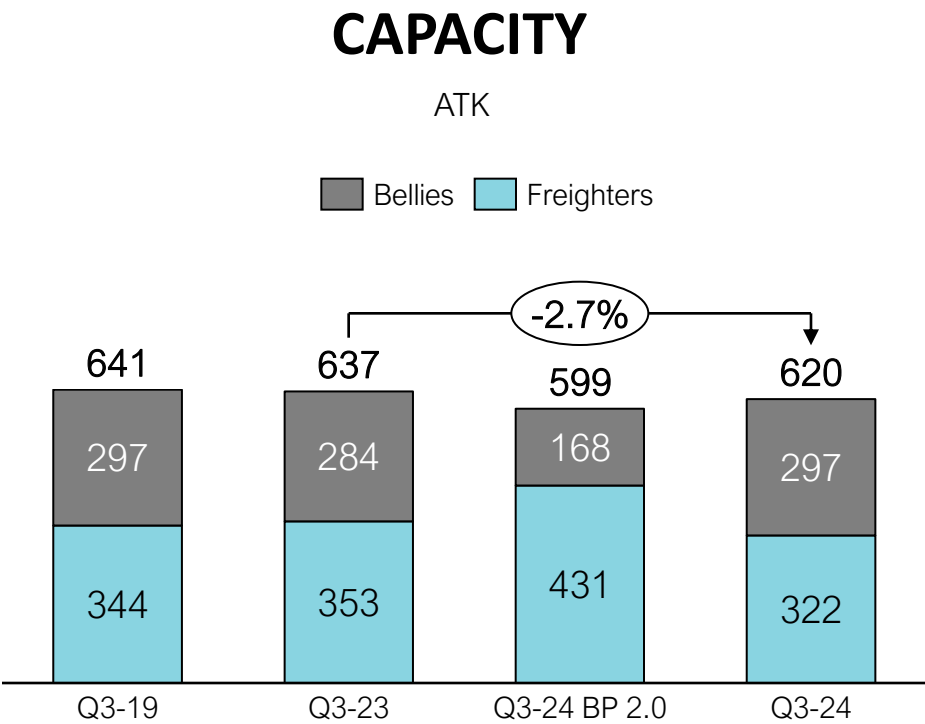


TOTAL PAX CASK



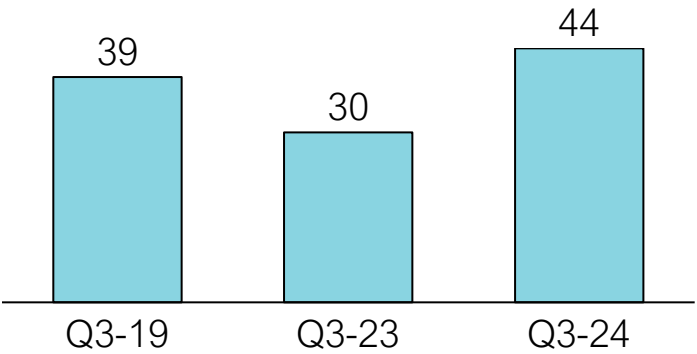
Figures in US Cents
1. Pax Cask ex-fuel reconciliation is available in the appendix.


Cargo revenues aligned YoY and exceeded Business Plan, as a result of Latin America’s cargo import markets recovery and fleet renewal.



LifeMiles generated solid results, with Q3-24 Cash EBITDA reaching \$44 million, compared to \$30 million in Q3-23. We also plan to continue to invest in our loyalty program, which we believe will further boost its contribution to our passenger network.

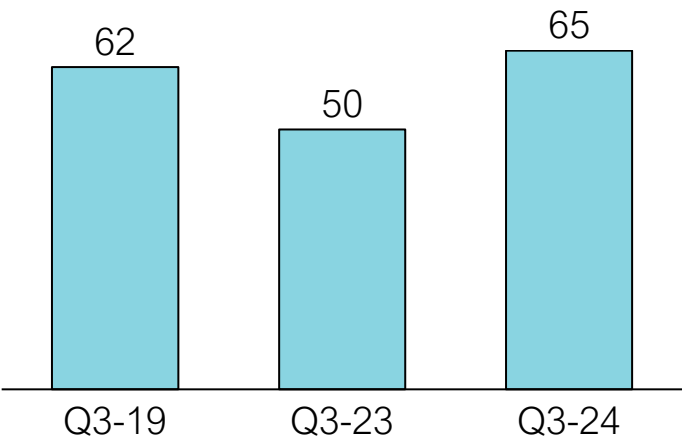
CASH EBITDA TO AGIL ¹




 **+49.4%**
vs Q3-23

- Strong performance in third party gross billings, bolstered by lower SG&A.

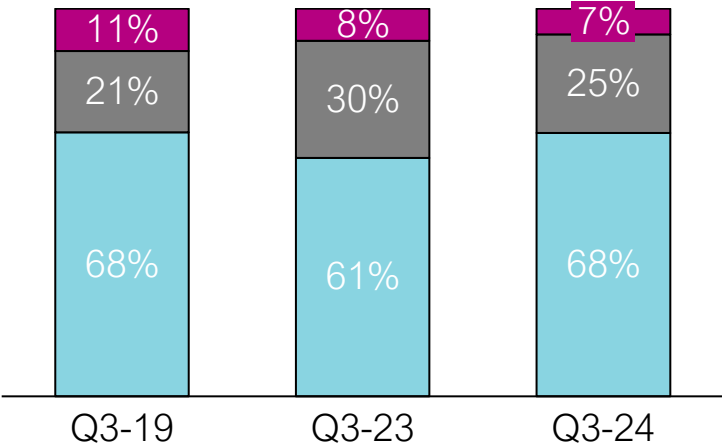
THIRD PARTY GROSS BILLINGS



 **+30.3%**
vs Q3-23

- Strong performance in gross billings across products (Direct sales to members & Cobrands) and regions.

REDEMPTION



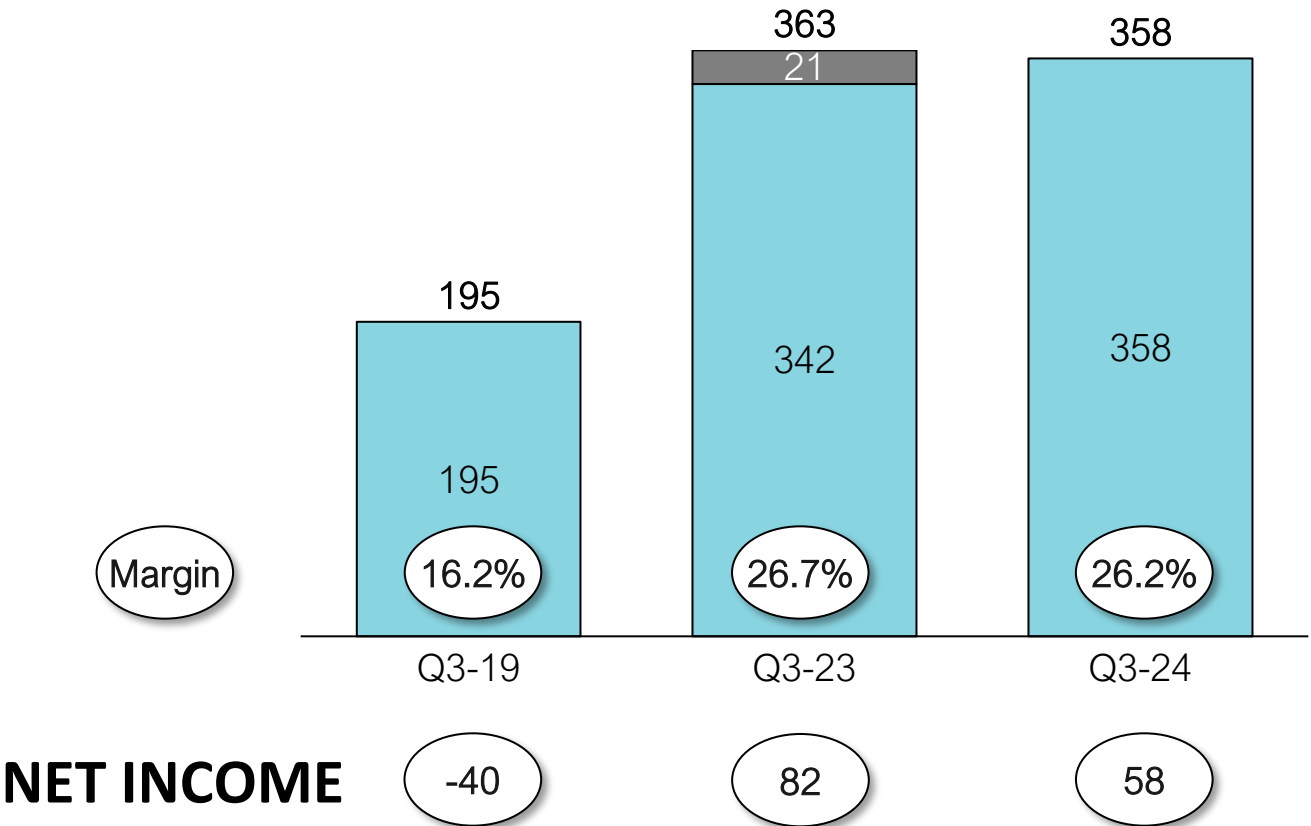
 Non Air  Air Partners  Avianca

- Miles redeemed in Avianca have increased significantly relative to last year mainly in North America, Europe & Domestic Colombia routes.

1. Net of intercompany transactions.

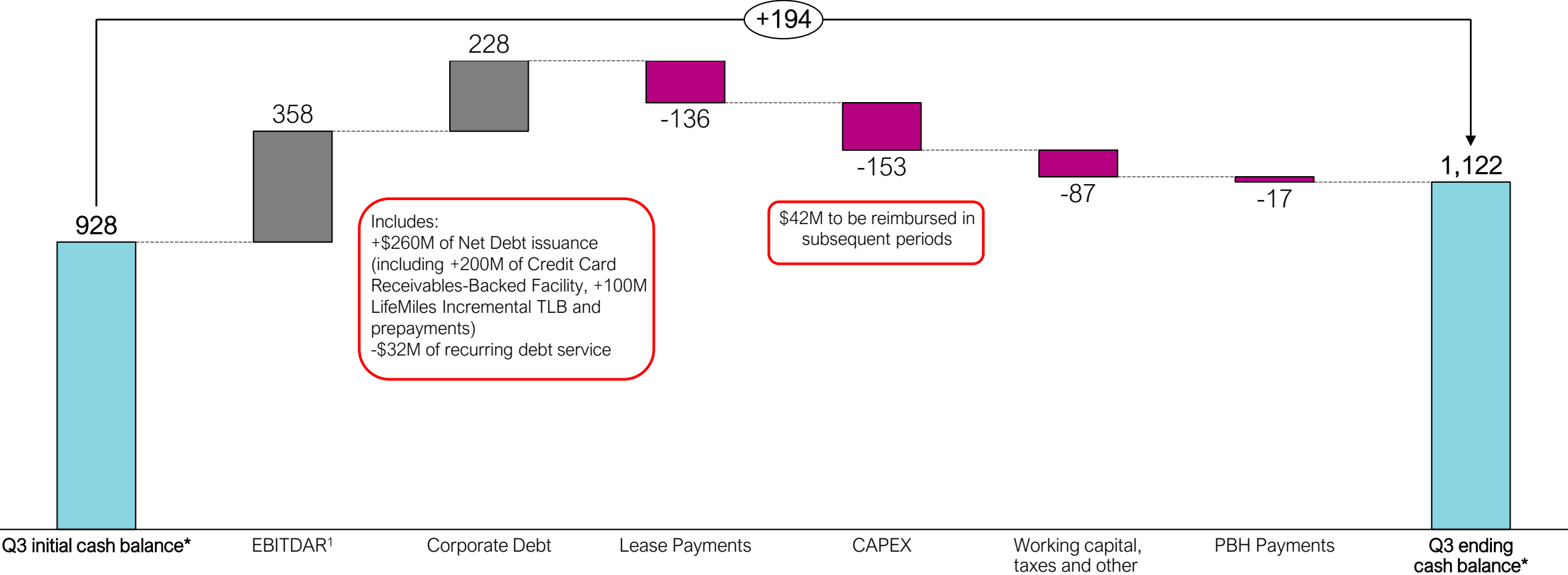
Avianca recorded \$358 million in EBITDAR at a 26.2% margin. This performance demonstrates our ability to nimbly adapt to market dynamics and effective cost management.

THIRD QUARTER EBITDAR¹



Figures in millions of US Dollars, except for percentages.
1. EBITDAR reconciliation is available in the appendix..

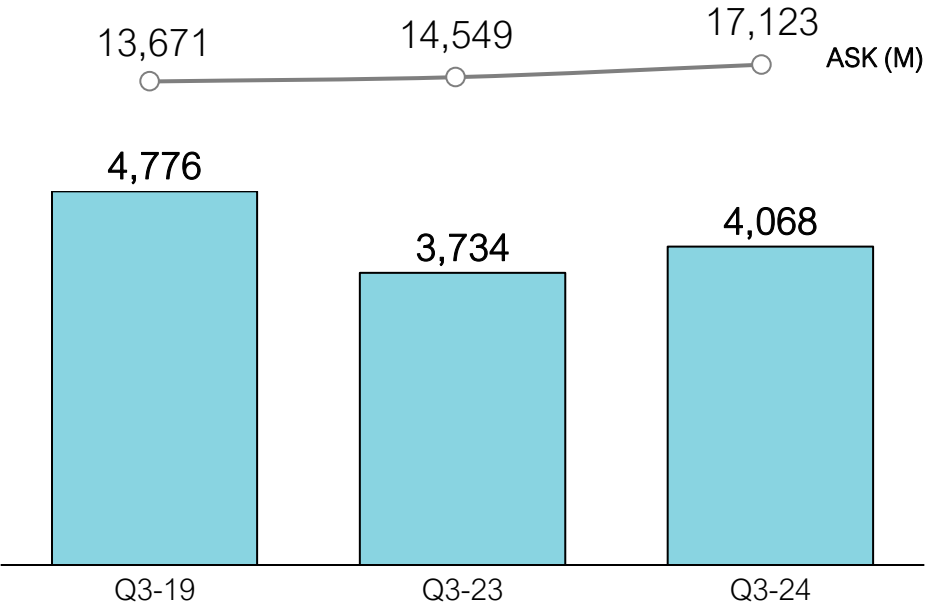
Avianca’s solid cash balance reached \$1,122 million by quarter’s end despite seasonal and timing impacts, as we leveraged favorable market conditions to secure incremental liquidity.



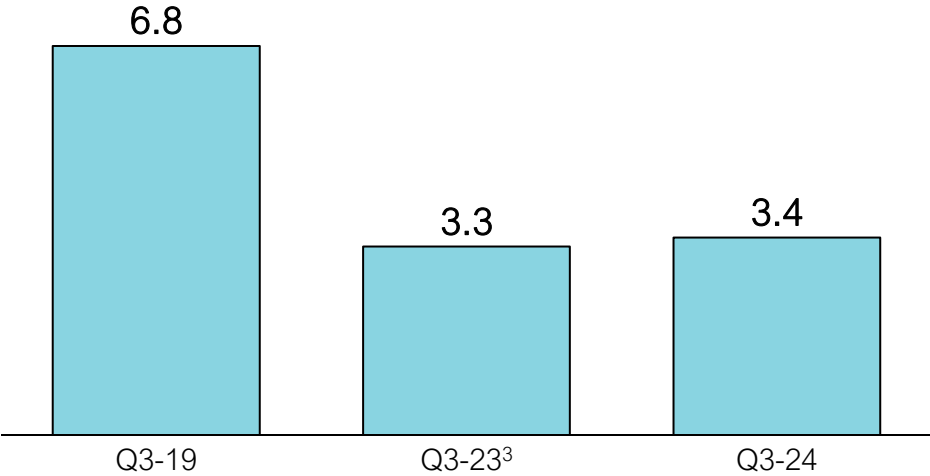
Figures in millions of US Dollars
1. EBITDAR reconciliation is available in the appendix.
* Cash Balance includes Cash and Cash equivalents, Restricted Cash (which is reclassified to Deposits and other assets) and Short-Term Investments

Avianca’s leverage was 3.4x at the end of the quarter, in spite of our capacity growth.

NET DEBT¹



NET DEBT/LTM EBITDAR²



Figures in millions of US Dollars.
1. Includes Debt and IFRS-16 lease liability.
2. EBITDAR reconciliation is available in the appendix.
3. Excludes 2022 year-end adjustments



Q3 2024 Financial Performance I Appendix

Q3-24 INCOME STATEMENT



	Q3-23	Q3-24	Var.
Passenger	811	878	66
Ancillary Revenue	244	236	-7
Cargo Revenues	155	155	0
Loyalty Revenues	62	86	24
Other Revenues	9	11	2
Total Operating Revenues	1,281	1,366	85
Aircraft Fuel	367	365	-2
Salaries, Wages And Benefits	143	168	25
Ground Operations	124	134	10
Air Traffic	60	68	8
Flight Operations	24	20	-5
Passenger Services	25	29	4
Maintenance And Repairs	46	54	9
Selling Expenses	91	92	1
Fees and Other Expenses	38	78	39
Total Operating Costs (ex rentals and D&A)	918	1,008	90
EBITDAR	363	358	-5
Aircraft Rentals	26	17	-9
Depreciation, Amortization and Impairment	125	144	19
Total Operating Costs	1,069	1,169	100
EBIT	212	197	-15
Interest and other, net	131	131	0
Profit (Loss) Before Income Tax	81	66	-15
Income Tax	-1	8	9
Net Income	82	58	-24

	Q3-23	Q3-24	Var.
Operating metrics:			
PAX Departures	54,586	65,283	19.6%
PAX Block Hours	127,843	147,842	15.6%
ASKs (M)	14,549	17,123	17.7%
RPKs (M)	12,433	14,171	14.0%
Passengers (M)	8.5	9.7	14.5%
Stage Length (km)	1,402	1,352	-3.6%
Revenue metrics:			
Load Factor	85.5%	82.8%	-2.7 p.p
Yield ¹	8.5	7.9	-7.4%
Average Fare ¹	124.3	114.6	-7.8%
PRASK ¹	7.3	6.5	-10.3%
Fuel Cost:			
PAX Gallons (M)	113	120	6.2%
PAX Fuel CASK ²	2.2	1.9	-13.2%
Non Fuel Cost:			
PAX CASK ex Fuel ²	3.9	3.9	-1.8%
Total PAX CASK ²	6.2	5.8	-6.0%
Profit metrics:			
EBITDAR Margin	28.3%	26.2%	-2.1 p.p
EBIT Margin	16.6%	14.4%	-2.1 p.p
Net Margin	6.4%	4.2%	-2.2 p.p

1. Unit metrics includes passenger "flown" revenue, expired tickets and ancillary revenue.
2. Unit metrics exclude costs related to freighter operation, loyalty and other non-passenger operations.
Income statement figures are in millions of US Dollars.

Q3-24 BALANCE SHEET



	Q3-23	Q3-24
Assets		
Current assets:		
Cash and cash equivalents	657	894
Short-term investments	253	208
Trade and other receivables	255	267
Current tax assets	229	250
Accounts receivable from related parties	7	8
Expendable spare parts and supplies	101	104
Prepayments	9	7
Deposits and other assets	51	45
Assets held for sale	11	1
Total current assets	1,574	1,784
Non-current assets:		
Deposits and other assets	121	126
Accounts receivable from related parties	119	121
Intangibles	1,304	1,296
Goodwill	1,525	1,525
Deferred tax assets	46	46
Right of use assets	2,990	2,996
Property and equipment	1,042	1,133
Total non-current assets	7,146	7,243
Total assets	8,720	9,027

	Q2-24	Q3-24
Current liabilities:		
Short-term borrowings and current portion of long term-debt	222	225
Current portion of lease liability	271	280
Accounts payable	629	622
Accounts payable to related parties	0	1
Accrued expenses	68	70
Current tax liabilities	43	37
Provisions for legal claims	26	36
Employee benefits	97	115
Air traffic liability	726	621
Frequent flyer deferred revenue	165	170
Other liabilities	0	0
Total current liabilities	2,247	2,176
Non-current liabilities:		
Long-term debt	2,028	2,310
Long-term lease liability	2,361	2,376
Provisions for return conditions	787	826
Employee benefits	64	70
Deferred tax liabilities	133	133
Frequent flyer deferred revenue	271	262
Other liabilities	0	0
Total non-current liabilities	5,645	5,976
Total liabilities	7,893	8,153
Total equity	827	874
Total liabilities and equity	8,720	9,027

Q3-24 CASH FLOW

	Q3-23	Q3-24	Var
EBITDAR	342	358	16
Income tax paid	-14	-14	0
Working Capital	-80	-73	7
Net Cash Flows Provided by Operations	249	272	23
CAPEX	-67	-139	-72
Other Cash Flows provided by Investing	1	-14	-15
Net Cash Flows Provided by Investing	-66	-153	-86
Corporate Debt	-90	228	317
Financial Leases	0	-18	-18
Fixed Rentals	-104	-118	-13
PBH/ACMI Pax	-26	-17	9
Other Cash Flows provided by Financing	0	0	0
Net Cash Flows Used in Financing	-220	75	295
Cash Generation (Burn)	-38	194	232
Starting Cash Balance (consolidated AGIL)	1,013	928	-85
Ending Cash Balance (consolidated AGIL)	976	1,122	147

Figures in millions of US Dollars

1. The difference with financial statements is that this Cash flow statement starts from EBITDAR and Aircraft rentals (PBH payments) are included in cash flows provided by financing activities, while Cash flow from financial statements starts from Net Income and Aircraft rentals (PBH payments) are included in cash flows provided by operations.

2. Cash Balance includes Cash and Cash equivalents, Restricted Cash (which is reclassified to Deposits and other assets) and Short-Term Investments.

	Q3-24
AGIL Total operational cost (excluding fuel)	804
Cargo and Courier cost	-84
Lifemiles cost	-48
Other corporate cost	-10
Passenger operational cost (excluding fuel)	662
ASKs (M)	17,123
Pax CASK ex Fuel	3.9

Forward-Looking Statements

This presentation contains forward-looking statements. All statements other than statements of historical facts contained in this presentation or made orally during this presentation may be forward-looking statements. Statements regarding our future results of operations and financial position, business strategy and plans and objectives of management for future operations are forward-looking statements. In some cases, you can identify forward-looking statements by terms such as "may," "will," "should," "expects," "plans," "anticipates," "could," "intends," "targets," "projects," "contemplates," "believes," "estimates," "predicts," "potential" or "continue" or the negative of these terms or other similar expressions. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. All written and oral forward-looking statement attributable to us, or persons acting on our behalf, are expressly qualified in their entirety by the cautionary statements.

We have based these forward-looking statements largely on our current expectations about future events and financial trends that we believe may affect our business, financial condition and results of operations. Because forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified, you should not rely on these forward-looking statements as predictions of future events. The events and circumstances reflected in our forward-looking statements may not be achieved or occur and actual results could differ materially from those in the forward-looking statements. These forward-looking statements speak only as of the date of this presentation. Except as required by applicable law, we do not plan to publicly update or revise any forward-looking statements, whether as a result of any new information, future events or otherwise.