

A close-up, low-angle shot of an Avianca aircraft's engine and wing. The engine is the central focus, showing its complex fan blades and the Avianca logo on the nacelle. The wing extends to the right, and the tail fin is visible in the background. The aircraft is on a tarmac under a clear blue sky.

# Avianca 8-Year Financial Forecast

August 2021

# Disclaimer

*This document consolidates information from Avianca Holdings S.A. (the “Company”) and its subsidiaries, including unaudited financial figures, operational managerial indicators, financial indicators and managerial projections of future performance, in line with the Company’s and its subsidiaries’ current business plans. References to future results are indicative and do not constitute a guarantee of performance by the Company, its stakeholders, management or directors. Unaudited accounting and financial information and projections presented in this document are based on internal data and calculations made by the Company, which may be subject to changes or adjustments and may differ from actual results under IFRS. Any change in the current economic conditions, the aviation industry, fuel prices, international markets and external events, as well as the Company’s Chapter 11 plan, among others, may affect the Company’s results and future projections.*

*Certain statements in this presentation, including statements regarding the further impacts of the COVID-19 pandemic and steps we plan to take in response thereto, are forward-looking and thus reflect our current expectations and estimates with respect to certain current and future events and anticipated financial and operating performance. Such forward-looking statements are and will be subject to many risks and uncertainties relating to our operations and business environment that may cause actual results to differ materially from any future results expressed or implied in such forward-looking statements. Words such as “expects,” “projects,” “will,” “plans,” “anticipates,” “indicates,” “remains,” “believes,” “estimates,” “forecast,” “guidance,” “outlook,” “goals,” “targets” and similar expressions are intended to identify forward-looking statements. Additionally, forward-looking statements include statements that do not relate solely to historical facts, such as statements which identify uncertainties or trends, discuss the possible future effects of current known trends or uncertainties, or which indicate that the future effects of known trends or uncertainties cannot be predicted, guaranteed or assured, especially in light of the ongoing COVID-19 pandemic and the resulting grounding of part of our fleet. All forward-looking statements are based upon information available to the Company on the date of this presentation and the Company’s current expectations, estimates and assumptions regarding future events and are applicable only as of the dates of such statements. Readers are cautioned not to put undue reliance on such forward-looking statements. We undertake no obligation to publicly update or revise any forward-looking statement, estimate or projection, whether as a result of new information, future events, changed circumstances or otherwise, except as required by applicable law.*

*The Company and its subsidiaries warn investors and potential investors that future projections are not a guarantee of performance and involve risks and uncertainties, including with respect to the Chapter 11 process, related negotiations and hearings before the Bankruptcy Court, as well as the COVID-19 crisis, and that actual results may differ materially. Every investor or potential investor will be responsible for investment decisions taken or not taken as a result of his or her assessment of the information contained herein.*

*This information (the “Transaction Information”) does not contain all of the information material to an investment in Avianca and the restructuring transactions described herein (the “Restructuring”), and does not constitute an offer or a solicitation of acceptances of a Chapter 11 plan within the meaning of Section 1125 of the Bankruptcy Code or otherwise. Any such offer or solicitation will be made in compliance with any applicable securities, bankruptcy, and other applicable laws.*

*The Restructuring remains subject to approval of, among others, Avianca’s Board of Directors and eventually by the United States Bankruptcy Court for the Southern District of New York, which is overseeing the Company’s Chapter 11 process. Each recipient should review the Transaction Information with its counsel as it evaluates participation in the Restructuring. Nothing contained herein shall be an admission of fact or liability or deemed binding on any of the Company or its subsidiaries.*

*This presentation includes certain references to the non-IFRS measures of EBITDA, Net Debt to Adjusted EBITDA ratio.*

*We calculate Net Debt as long- and short-term debt minus cash and cash equivalents and short-term investments and Adjusted EBITDA (earnings before interest, taxes, depreciation, amortization, and restructuring costs) as consolidated net profit for the year plus the sum of income tax expense, depreciation and amortization and impairment, less interest expense, interest income, derivative instruments, foreign exchange, net and restructuring-related non-recurring expenses. We present Net Debt to EBITDA ratio because we believe it is a useful indicator of our operating performance, useful in comparing our operating performance with other companies. However, Net Debt and Adjusted EBITDA are not measures under IFRS and should not be considered in isolation, as a substitute for net profit determined in accordance with IFRS or as a measure of our profitability. Accordingly, you are cautioned not to place undue reliance on this information and should note that Net Debt to Adjusted EBITDA, as calculated by us, may differ materially from similarly titled measures reported by other companies, including our competitors.*

Avianca has developed a revised 8-year forecast to position the Company for a successful emergence from Chapter 11, featuring:

## ✓ Dramatically lower cost structure with focus on maintaining a low-cost position

- ❑ Total system passenger-airline CASK ex-fuel is projected to fall by more than 41% by 2023 versus 2019 (excluding inflation)
- ❑ Cost reductions result from a broad and deep program that spans the organization and includes more than 300 individual initiatives, including:
  - Significant fleet CASK improvements through improved utilization and seat densification
  - Implementation of a ZBO program to re-size the corporate overhead and back-office functions
  - Shift to lower-cost distribution
  - Buy-on-board program in place of free meals on most short-haul flights
  - Renegotiation of labor, maintenance and other significant contracts to drive improved efficiency and lower cost
  - Closure of under-performing AV Peru entity
- ❑ Majority of initiatives already in implementation

## ✓ Substantial reduction in fleet costs and more efficient network design

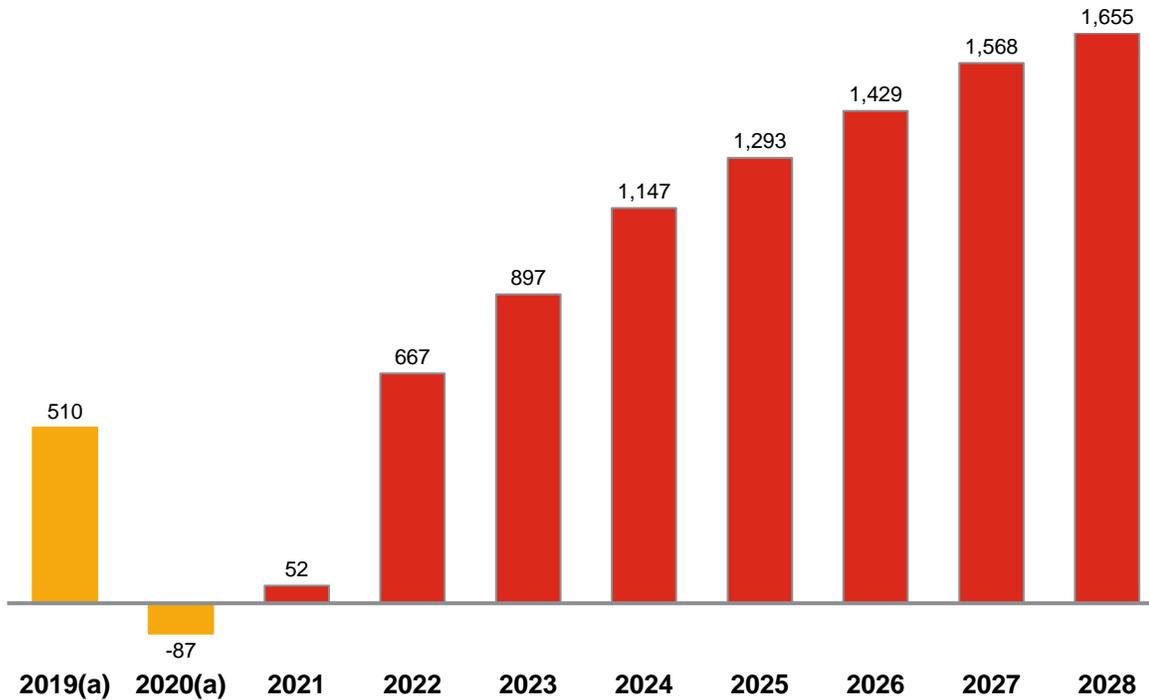
- ❑ Average fleet ownership cost by aircraft type are expected to be reduced by over 35% through replacement of some existing aircraft with lower-cost (used) aircraft taken from the market and repricing of other existing aircraft to current market terms
- ❑ All narrowbody aircraft will be reconfigured with a new densified seat layout that adds ~20% more seats per aircraft, on average, bringing Avianca's seat configuration in-line with its low-cost peers and greatly reducing unit costs
- ❑ The Company has also re-optimized its network plan to increase aircraft utilization by adding more non-hub point-to-point flying, and to serve new destinations and new routes that are made viable as a result of the Company's lower cost structure

## ✓ Significant deleveraging and improved liquidity

- ❑ The Company's debt and IFRS-16 lease liability balance is projected to be more than US\$ 2.0B lower by year-end 2021 relative to year-end 2020
- ❑ Leverage is projected to decrease steadily over the forecast period, with projected adjusted net-debt-to-EBITDA falling below 3.0x by the end of 2024
- ❑ Liquidity is forecast to remain robust, with cash as a percent of LTM revenues projected to be greater than 25% throughout the forecast period

## >> The emergence plan projects significant growth in profitability

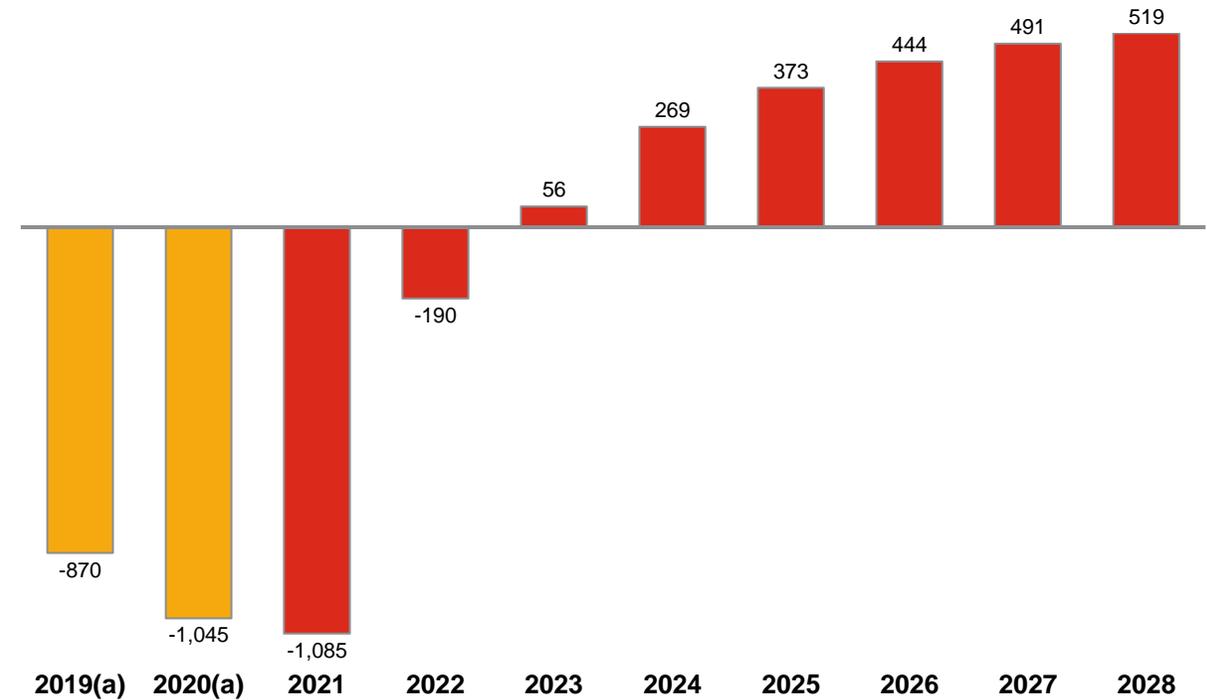
**Projected AVH EBITDA<sup>1</sup>**  
(US\$ millions)



Projected

| EBITDA Margin | 2021 | 2022  | 2023  | 2024  | 2025  | 2026  | 2027  | 2028  |
|---------------|------|-------|-------|-------|-------|-------|-------|-------|
|               | 2.7% | 21.4% | 23.3% | 26.1% | 27.2% | 28.4% | 29.8% | 30.0% |

**Projected AVH Pre-Tax Profit**  
(US\$ millions)



Projected

| Pre-Tax Profit Margin | 2021   | 2022  | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 |
|-----------------------|--------|-------|------|------|------|------|------|------|
|                       | -55.8% | -6.1% | 1.4% | 6.1% | 7.9% | 8.8% | 9.3% | 9.4% |

(1) Projected EBITDA as shown for 2021 and 2022 excludes maintenance PBH expense (as a proxy for maintenance cap-ex during the PBH period), and aircraft rentals during the PBH period (as these are excluded from the depreciation expense of the IFRS-16 right-of-use assets)

»» The emergence plan is projected to generate robust liquidity and significantly reduced leverage

**Projected AVH Cash Balance**  
(US\$ millions)



| Projected Ratios (Net Debt / EBITDA) <sup>1</sup> | 2022  | 2023  | 2024  | 2025  | 2026  | 2027  | 2028  |
|---|-------|-------|-------|-------|-------|-------|-------|
| Leverage Ratio (Net Debt / EBITDA) <sup>1</sup>   | 5.1x  | 3.6x  | 2.5x  | 2.0x  | 1.6x  | 1.5x  | 1.4x  |
| Liquidity (YE Cash as % of LTM Rev.)              | 31.5% | 30.1% | 34.1% | 36.5% | 41.8% | 47.7% | 53.2% |

(1) EBITDA used in leverage ratio calculation excludes aircraft rentals during the PBH period (as these are excluded from the depreciation expense of the IFRS-16 right-of-use assets)



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New Strategy

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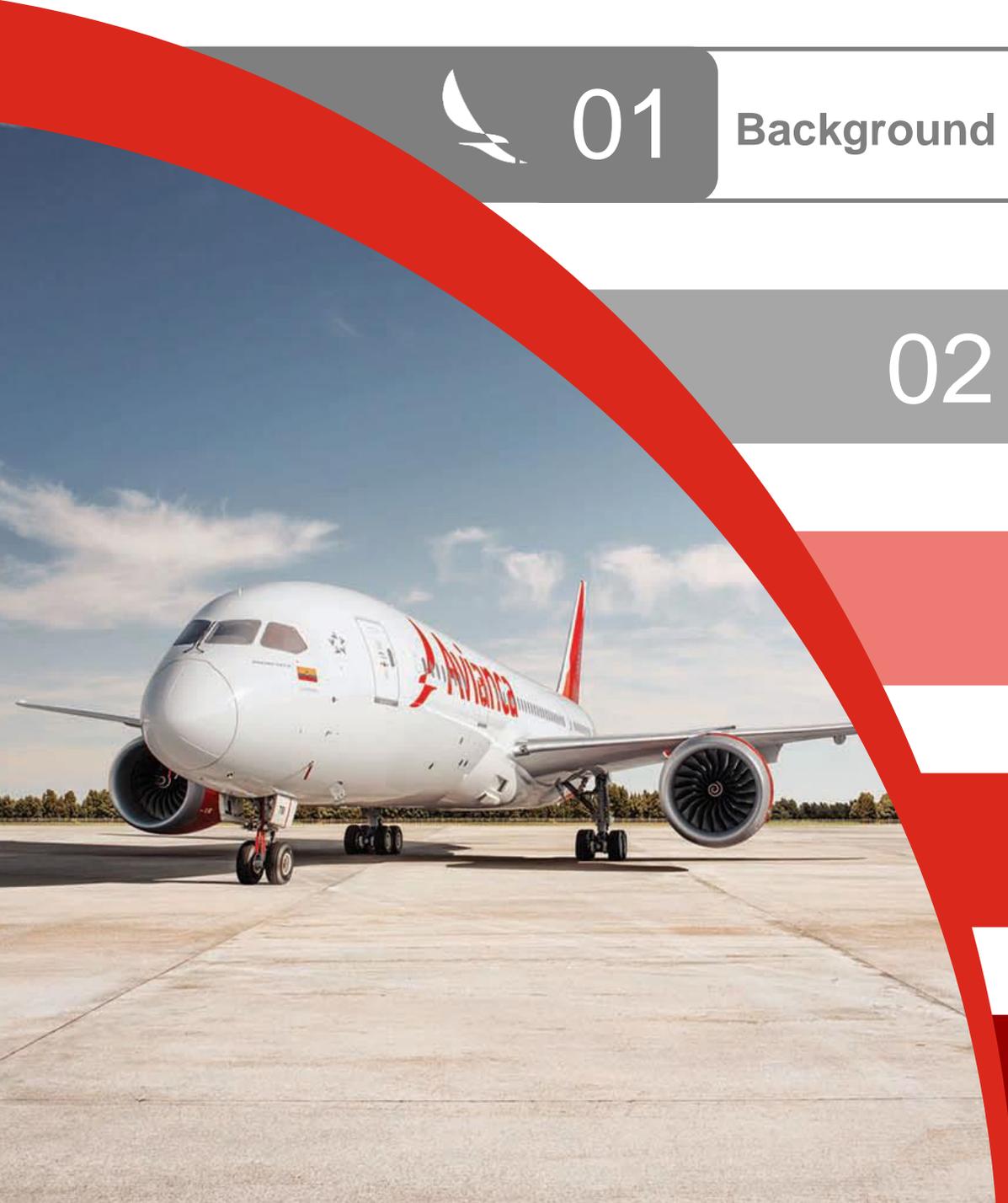
Cost Transformation

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Network and Fleet Plan

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Financial Forecast



## Largest Airline in Colombia; Second-Largest in Latin America

### 2019 Route Network



Note: Avianca Peru was placed into liquidation on May 10, 2020, eliminating domestic Peru routes from Avianca network

**#1** Avianca has the **largest market share** in its home market for both domestic (51%) and international (49%) passenger services

**#1** Avianca carried more than **200,000 tons of cargo** in 2019, or more than 40% of both the Colombia-inbound and Colombia-outbound air cargo markets

## Key Attributes as of 2019

- ❑ Network of routes with strategically located hubs in Colombia, Ecuador and El Salvador **operating 139 routes**
- ❑ **Leading carrier in Colombia, Ecuador and El Salvador** with international service
- ❑ **Dedicated freighter operations** serving the Americas and Europe with **11 freighters**
- ❑ **World class loyalty program**, serving **9.9+ million loyalty members**
- ❑ World's oldest continuously operating airline: **100 years old on 5 December 2019**

## Primary Segments

| Passenger Airline  | Loyalty   | Cargo Airline  |
|--|---|--|
| <b>Avianca</b>   | <b>LifeMiles</b>  | <b>Avianca Cargo</b>   |
| <ul style="list-style-type: none"> <li>- Comprises 80% of the business</li> <li>- 2019 fleet: 152 aircraft</li> <li>- Capacity per region                             <ul style="list-style-type: none"> <li>- Colombia International 40%</li> <li>- Colombia Domestic 15%</li> <li>- Central America 13%</li> <li>- Central America – US 12%</li> <li>- Other South America 9%</li> <li>- Ecuador 6%</li> <li>- Peru Domestic 4%</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>- World class loyalty program</li> <li>- 9.9+ million members</li> <li>- 600+ business partners</li> <li>- Recognized as a leading loyalty program; awarded with 13 Freddie awards since 2012</li> </ul> <p><i>Note: Not a filing entity</i></p> | <ul style="list-style-type: none"> <li>- 40% market share to/from Colombia</li> <li>- Cargo operation in Colombia serving Bogota, Cali, Medellin and Barranquilla is strategic and scalable</li> <li>- Employs 1,000+ personnel</li> <li>- 11 freighters + belly capacity on passenger aircraft</li> </ul> |

### 2019 Key Stats

|                                      |                           |
|--------------------------------------|---------------------------|
| Total Revenue (EBITDA <sup>2</sup> ) | US\$ ~4.6B (US\$ ~774.8M) |
| ASKs (RPKs)                          | ~54.4M (~44.4M)           |
| Operated Routes                      | ~139                      |
| Passengers Carried                   | ~30M                      |
| Cargo Transported                    | ~200,000 tons             |

(1) All statistics and metrics are pre-COVID-19  
 (2) EBITDA excludes non-recurring expenses

## Passenger Airline

Avianca benefits from a strong domestic market and its advantageous hub locations for connecting North, Central, and South America

### Financial and Passenger Fleet Highlights

- ❑ FY2019 passenger revenues of US\$ 3.9B
- ❑ Modern fleet<sup>1</sup> (average age of 7 years) consisting of:
  - 130 narrowbody and widebody aircraft
  - 15 turboprop aircraft

### Bogota Hub Services a Strategic Network<sup>2</sup>



### Overview of San Salvador Hub



## LifeMiles

LifeMiles maintains a strong position as the largest and most recognized coalition loyalty program in Colombia and Central America

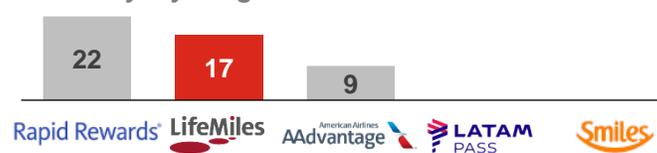
### Select Partners



### Highlights of the Program

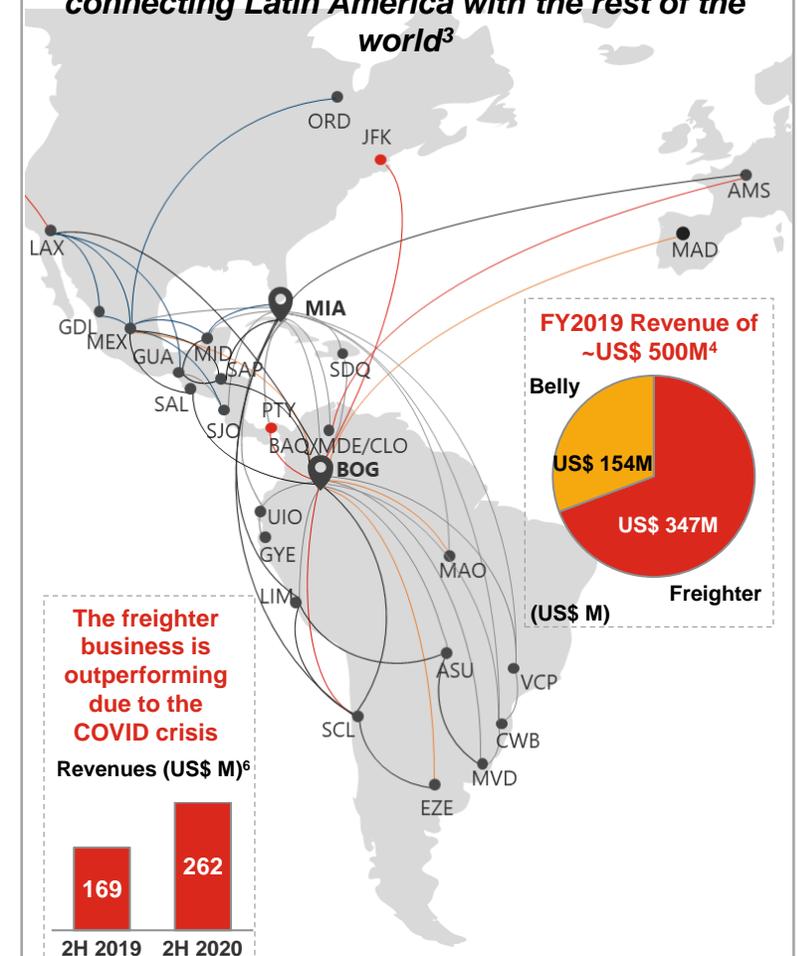
- 9.9+ million loyalty members
- US\$ 334M in FY19 gross billings
- Winner of 5 Global Traveler awards
- Exclusive loyalty program for Avianca
- ~700K co-branded credit cards
- 600+ commercial partners

### One of the Most Awarded Loyalty Programs across the Americas<sup>5</sup>



## Avianca Cargo

Avianca's freight and cargo operations hold the #1 market position in Colombia and #2 in Miami, connecting Latin America with the rest of the world<sup>3</sup>



(1) Fleet count and age as of December 31, 2019;  
 (2) Passenger flight operating statistics as of 2019

(3) Route map includes routes flown by strategic partners; from 2014 – 2020  
 (4) Source: unaudited management financial reports; includes freighter and belly cargo revenue

(5) Aggregate number of Freddie Awards and Global Traveler awards granted  
 (6) Source: unaudited management financial reports; includes only freighter revenues

## >> Avianca is led by a world class Senior Executive Team



### **Adrian Neuhauser – Chief Executive Officer**

- ~20 years of experience in Investment Banking, focused on Aviation with strong experience in Latin America
- Senior roles at Credit Suisse, Deutsche Bank, and Bank of America Merrill Lynch



### **Frederico Pedreria – Chief Operating Officer**

- 20 years of experience spanning a wide breadth of roles and responsibilities within aviation including engineering, business development, and finance
- Previously the CEO of Avianca Brazil



### **Rohit Philip – Chief Financial Officer**

- ~20 years of experience in the aviation industry, with senior roles in treasury, FP&A, and corporate strategy
- Previous roles include CFO of IndiGo, and SVP Corporate Strategy at United



### **Matthew Vincett – Chief Loyalty Officer & LifeMiles CEO**

- Led the integration of the loyalty businesses for Avianca and Taca Airlines
- Previously served as Commercial Vice President and Regional Airlines Vice President at Taca Airlines



### **Renato Covelo – Chief People Officer**

- 20 years of experience in legal practice for the airline industry
- Co-Founder and former General Counsel at Azul Brazilian Airlines
- Senior positions in prestigious law firms focused on aviation industry



### **Manuel Ambriz – Chief Commercial Officer**

- ~ 15 years of aviation experience, focused in Commercial, Network, and Strategy
- Previously Chief Commercial Officer at Vueling Airlines (IAG) and Viva Aerobus
- Senior roles in Volaris and consulting experience in Bain & Co.



### **Michael Ruplitsch – Chief Information Officer**

- 10+ years of aviation industry experience in numerous leadership positions
- Previously the Chief Information Officer at Austrian Airlines during the financial crisis, helping to transform the company / support merger with Lufthansa Group



### **Michael Swiatek – Chief Planning Officer**

- Over 25 years of experience in the aviation industry, serving at numerous airlines
- Previously Chief Planning Officer at Qatar Airways and IndiGo
- Other leadership positions at Air New Zealand and LATAM



### **Richard Galindo – Legal VP and General Counsel**

- 20+ years of legal experience focused on the airline industry and corporate law
- Prior to joining Avianca, served as director for Corporate/M&A practice group at a top-tier law firm in Colombia

## Avianca has been led through the bankruptcy process by a Board of Directors with deep experience in aviation and restructuring



### Roberto Kriete – Chairman

- ❑ Chairman of Kingsland Holdings
- ❑ Former Director and CEO of TACA Airlines
- ❑ Founder and Director of Volaris



### Richard Schifter – Chair of Independent Equity Committee

- ❑ Senior Advisor at TPG Capital – previously a partner
- ❑ Former partner at Arnold & Porter
- ❑ Former board member of American Airlines, US Airways, and Ryanair



### Jairo Burgos de la Espriella

- ❑ Founder and CEO of Talento & Talante
- ❑ Expert in labor strategy
- ❑ Former VP Human Resources at Bancolombia Group



### Jose Gurdian

- ❑ Founding Partner and CEO at Caoba Capital
- ❑ Former Partner at Ernst Young in Transaction Advisory for Central America
- ❑ Previously VP Finance, Treasury and Strategic Development for TACA Airlines



### Álvaro Jaramillo

- ❑ Former CEO of Avianca and VP of Philadelphia National Bank
- ❑ President of Banco de Colombia (1994-96)
- ❑ Founding Partner of iQ Outsourcing (Colombia's leading BPO)



### Anko Van der Werff

- ❑ President and CEO SAS AB
- ❑ Former CEO Avianca Holdings
- ❑ Over 15 years of Aviation industry



### James P. Leshaw

- ❑ Mediator and Arbitrator at Leshaw Law
- ❑ Former Restructuring Partner at Greenberg Taurig LLP
- ❑ Over 30 years of experience as a commercial lawyer



### Oscar Darío Morales

- ❑ Previous Partner & Board President for Deloitte in Colombia
- ❑ Former CEO of CARVAJAL Group



### Rodrigo Salcedo

- ❑ Managing Director at Caoba Capital
- ❑ Director at multiple Latin American companies in the transport sector
- ❑ Previously a Director at Volaris

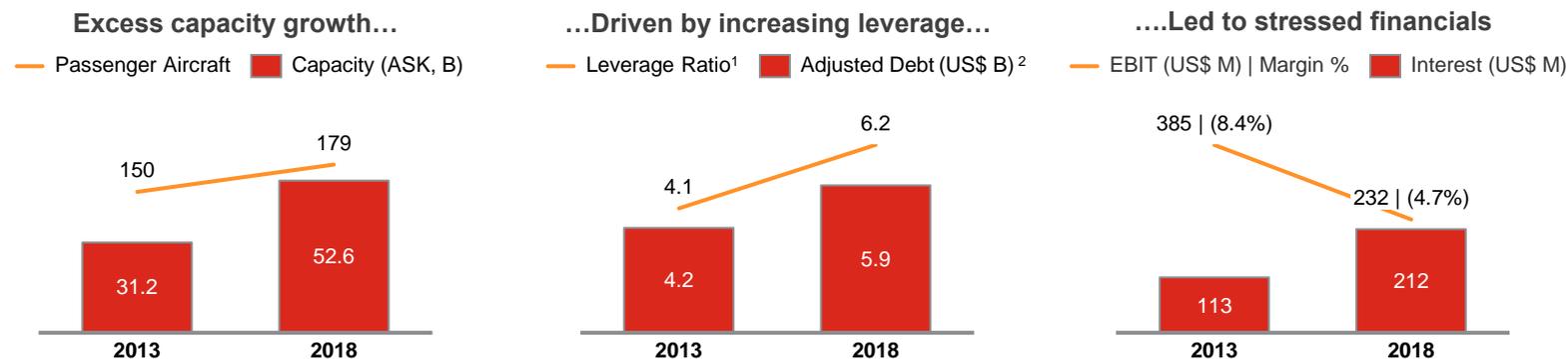


### Fabio Villegas

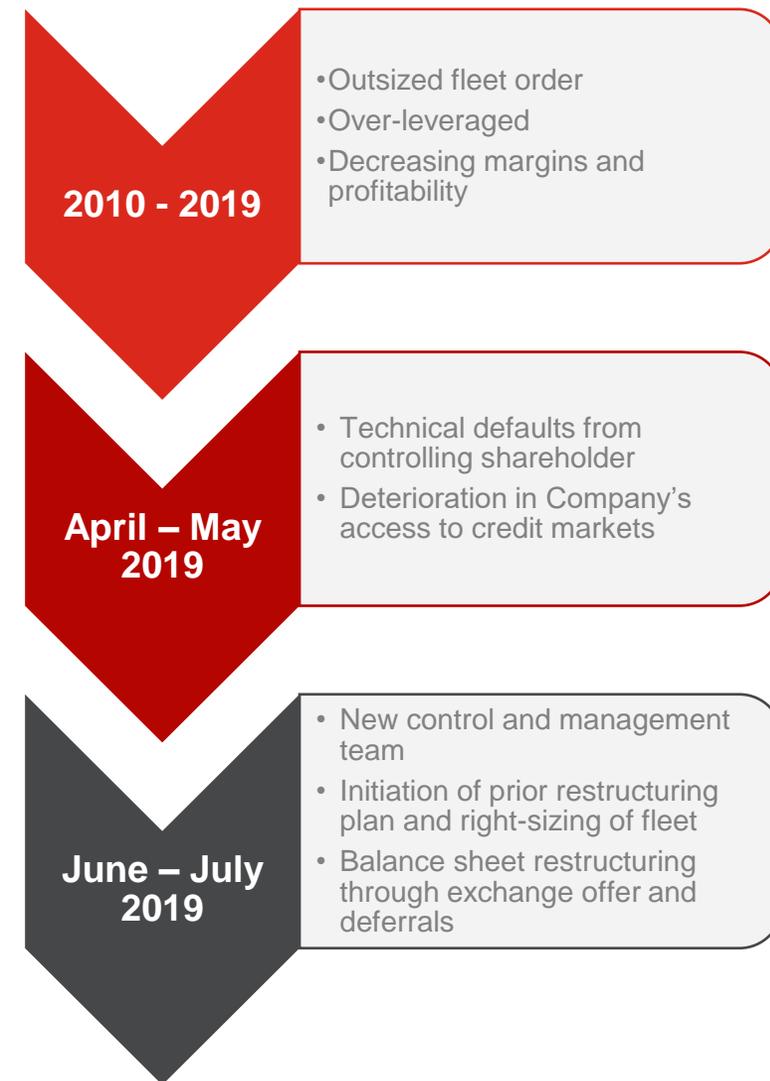
- ❑ Previous Avianca CEO during transformational period (2005-15)
- ❑ Former Managing Director at Rothschild Group and Deutsche Bank
- ❑ Colombian Ambassador to OAS and General Secretary to the President

## » After several years of poor performance, Avianca completed an out-of-court restructuring process in 2019 to address shareholder defaults and an unprofitable business model

- Avianca's focus on growth over profitability over the past decade led to stressed financials which necessitated constant refinancing



- In April 2019, BRW – Avianca's then-controlling shareholder – defaulted on its loan from United Airlines, and United exercised remedies that led to governance changes at Avianca, including enhancements to the Board of Directors and new Executive Management
- In mid-2019 Avianca developed a **comprehensive restructuring plan** to improve profitability and position the Company to de-lever the balance sheet over time
  - Fleet restructuring:** simplified and shrank fleet by selling all aircraft in two fleet types (E190 and A318), and restructured aircraft orderbook (delivery deferrals, cancellations, and PDP refunds)
  - Operating Performance:** developed – and began implementing – initiatives to improve revenue performance and reduce operating costs to competitive levels
  - Balance Sheet:** Re-profiled over \$5B in debt, improved cash position through asset sales and sale-leasebacks, as well as by raising US\$ 375M of new liquidity
  - Through February of 2020, the Company was tracking ahead of profitability and liquidity goals



(1) Leverage ratio reflects year-end adjusted net debt (total balance sheet debt + 7x annual rental expense less cash and cash equivalents) divided by LTM EBITDAR

(2) Adjusted debt includes total balance sheet debt + 7x annual rental expense (as an estimate of capitalized aircraft lease obligations)

# Background | 2019 Out-of-Court Restructuring Achievements

## Business restructuring milestones achieved

- ✓ Aircraft sales: 10 A318s, 4 A320s, 10 E190s → provided net cash of \$100M
- ✓ Reduction of orders from 108 to 88 for A320neo aircraft to be delivered from 2025-onwards
- ✓ 25 unprofitable routes cancelled from network
- ✓ 6.9% capacity reduction in 4Q 2019
- ✓ Branded fares initiative increased pricing customization to improve revenue management
- ✓ 4Q-2019 on-time-performance improved 504 basic points year-over-year
- ✓ APEX 2020 Award for the best airline in Latin America

## Successful financial reprofiling with broad support from financial markets

- ✓ Bond Exchange, 88.1% tendered
- ✓ Agreement with over \$5bn of creditors, lessors and ECAs on deferral of US\$ 220M of payments – 100% participation
- ✓ US\$ 250M convertible note facility from current stakeholder and US\$ 125M additional facility from other investors
- ✓ Completed sale leaseback of 9 aircraft for US\$ 160M in 1Q20



**Eliminated unprofitable routes**



**Redesigned network and strengthened BOG hub**



**Modified fleet to optimize new network**

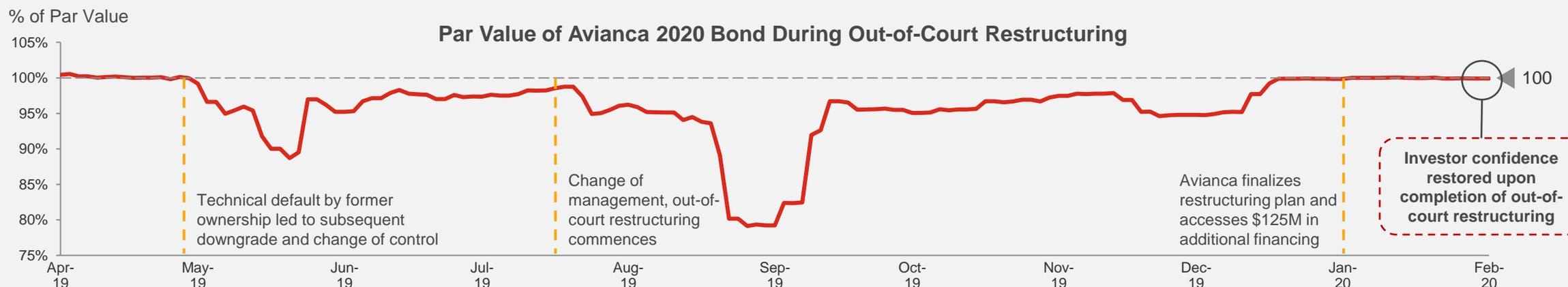


**Improved commercial performance and customer service**



**Drove cost efficiencies**

**The international bond market validated investor confidence in the 2019 restructuring plan, with Avianca's debt returning from heavily discounted levels to par value upon the completion of the restructuring**

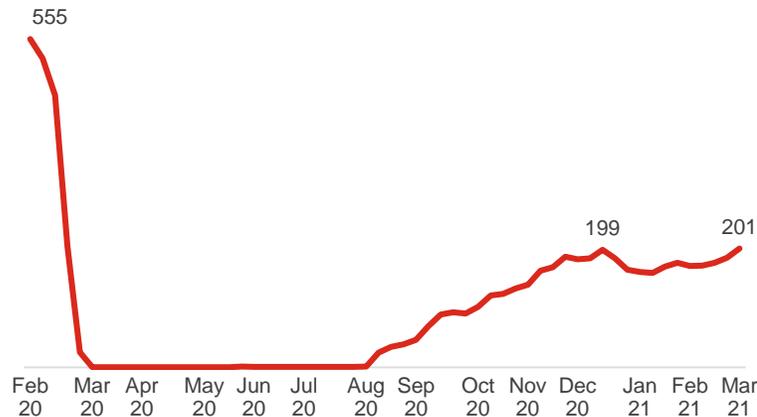


» Following the successful out-of-court restructuring in 2019, Avianca was steadily improving when COVID hit; after filing for bankruptcy in May 2020, Avianca has managed through the crisis and is now poised to emerge as passenger demand recovers

## Slow recovery in passenger demand...

- ❑ Avianca's entire passenger fleet was grounded in March 2020 due to government-mandated hub closures in its key markets
- ❑ Passenger flying gradually re-commenced, with Colombia and Central American markets re-opening in September 2020
- ❑ Demand has started to recover, but is volatile amid recent resurgences in COVID-19 infections and changing passenger testing requirements

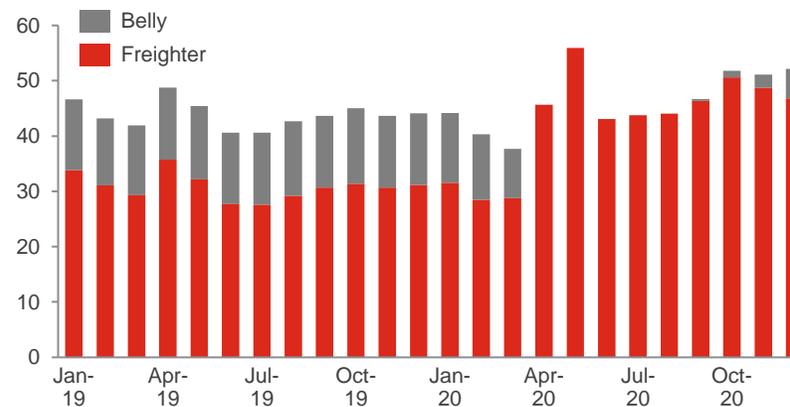
Passengers flown per week (000's)



## ...balanced by strong freighter performance...

- ❑ Avianca's cargo business, which operates 11 freighters, has continued to contribute positive cashflow
- ❑ Total cargo revenue has increased on the back of freighter demand, despite limited belly capacity

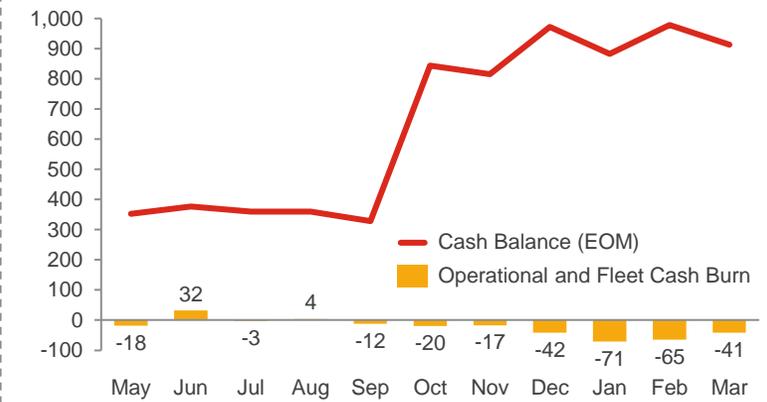
Cargo Revenue (US\$ millions)<sup>1</sup>



## Avianca has controlled cash burn, and has taken measures to dramatically cut costs

- ❑ Suspended debt and lease payments
- ❑ Deferred significant maintenance events
- ❑ With strong employee support, significantly reduced payroll expenses with most employees taking voluntary furloughs and temporary wage reductions
- ❑ Variabilized key fixed costs, most notably fleet and labor, in order to preserve cash and position the Company for restoration of passenger demand

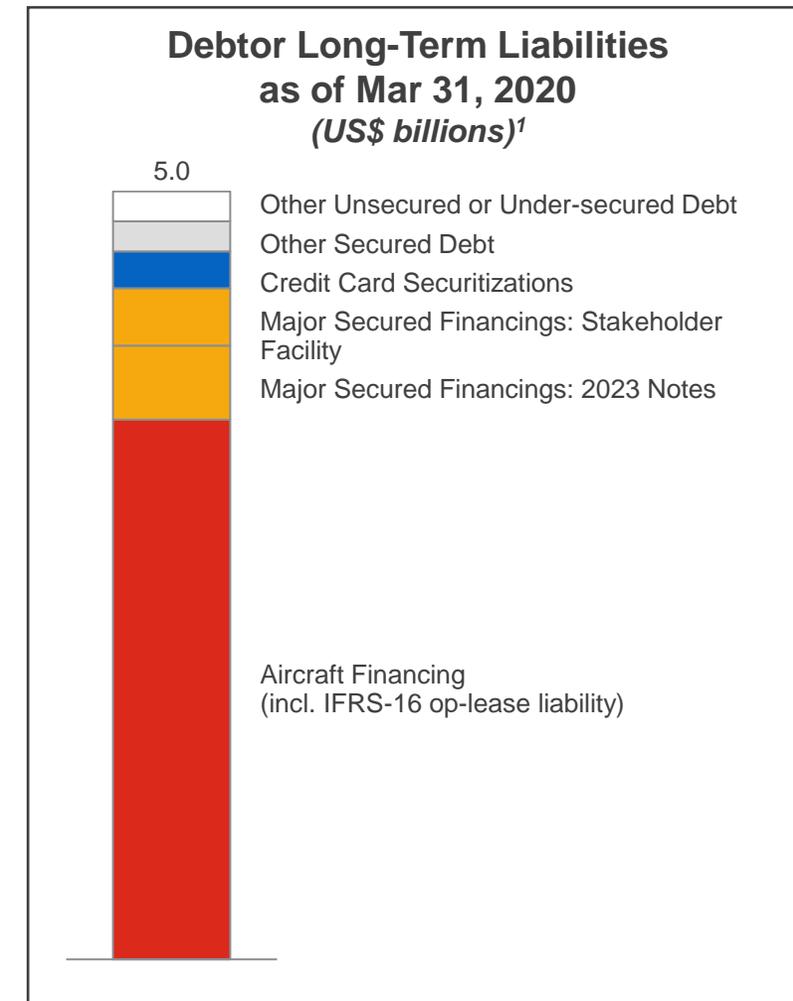
Cash Performance (US\$ millions)<sup>1</sup>



(1) Source: unaudited management financial reports

## » In order to address the significant negative impact COVID-19 has had on Avianca's business and the markets in which it operates, Avianca has sought concessions from every major creditor constituency and partner

- ❑ Restructured major secured financings to obtain concessions and expand collateral available for DIP loan
  - 2023 Bondholders - US\$ 484M converted to approximately US\$ 220M in DIP Tranche A Loans
  - 2019 Convertible US\$ 386M Stakeholder Facility – converted into subordinated Tranche B Loans with equity conversion option for Avianca at Chapter 11 emergence
  - Acquired minority stake in LifeMiles from co-investor Advent at an accretive price allowing additional collateral support
- ❑ The Republic of Colombia sought to participate in the original DIP Tranche A Loans
- ❑ Credit Card Securitizations: favorable debt extensions from fully-secured securitization counterparties
  - USAVflow – term extended by approximately 3 years, interest margin reduced from 375 bps margin to 100 bps with modest step-ups thereafter
  - Banco de Bogota Credit Card Securitization – likely to result in long-term low-cost loan (pending)
- ❑ Aircraft counterparties: negotiations with lessors and lenders have resulted in more than 35% ownership cost concessions and contributions to maintenance and cabin upgrades
- ❑ Over US\$ 150M of unsecured or under-secured creditors to receive only general unsecured claims
- ❑ Pilots / Labor: secured concessions on wages, benefits, work rules, and flexible furlough rules to ensure flexibility during COVID ramp-up providing >US\$ 150M in cumulative savings
- ❑ Suppliers: re-negotiated or rejected contracts with Engine OEMs, component support providers, real estate, and other trade suppliers
- ❑ Structured DIP-to-exit financing to repay original DIP Tranche A Loans and provide exit financing to support emergence



(1) Estimates from unaudited management financial reports



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Network and Fleet Plan

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Financial Forecast



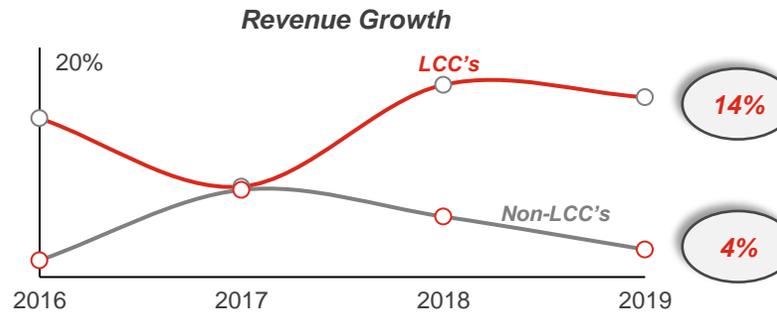
» In recent years, best-in-class LCC's have demonstrably outpaced non-LCC's in revenue and profitability

## AVH Transformation

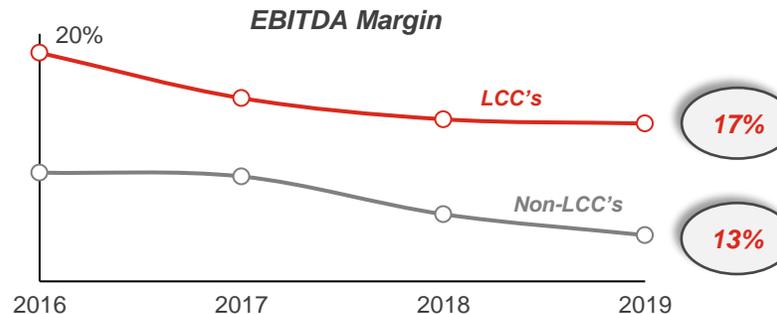
- ❑ The Company took advantage of the opportunity to re-evaluate its strategic direction in light of the changing marketplace as well as the tools available to it under bankruptcy
  - Post-COVID demand is expected to recover fastest in the leisure and VFR segments, with slower recoveries in business travel
  - Ability to reject executory contracts under Chapter 11 to transform cost and fleet structure
- ❑ The Company engaged Oliver Wyman for a deep review of its strategic alternatives
- ❑ This review suggested a shift in the Company's strategic direction to focus on an efficient cost structure and a network optimized for point-to-point leisure and VFR traffic, to improve competitiveness and to position it to align with shifts in air traffic demand
- ❑ The Company is transforming its cost structure, with passenger airline CASK projected to reduce to LCC levels

## Revenue and EBITDA Comparison

LCC's have higher annual revenue growth...



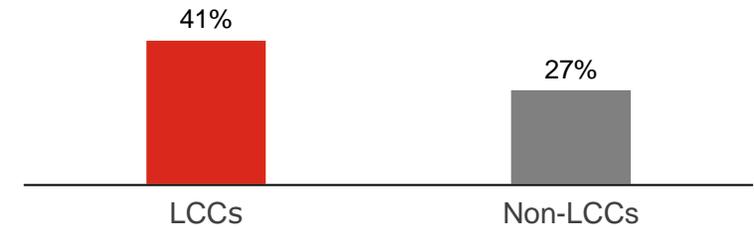
...and higher annual EBITDA margins (%)



## Pre- and Post-Covid Comparison

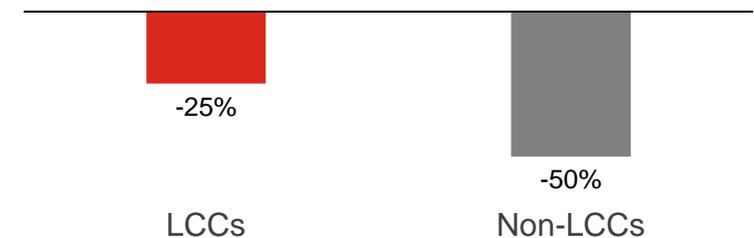
LCC's have maintained higher revenue...

Revenue Comparison:  
2019 Q3 vs. 2020 Q3



...and had less severe drops in EBITDA

EBITDA Margin Comparison:  
2019 Q3 vs. 2020 Q3



» Avianca Holdings will remain a portfolio of aviation businesses, the core part of which will be a highly-efficient narrowbody operation, with complementary entities that give scale and profitability

## FUTURE CORE: COST-EFFICIENT POINT-TO-POINT NARROWBODY

Avianca's narrowbody operation will be the core business and follow all core elements of a LCC, with limited defined exceptions, and the ability to optimize for revenues due to its superior market positioning



*New, densified, and differentiated product optimized for cost*

- ❑ Focus on efficiency and reduced complexity
- ❑ Densified cabins
- ❑ Unbundled fares / ancillaries
- ❑ Maintain BOG and grow other cities via point-to-point network
- ❑ Greater focus on leisure and VFR traffic
- ❑ Better product than LCCs

## SUPPLEMENTAL BUSINESS ENTITIES



### WIDEBODY

- Single fleet operation
- Simplified experience
- Accidental connectivity



### CARGO

- Separate freighters
- Also use belly of passenger fleets



### LOYALTY

- Frequent flyer program
- Coalition revenue
- Lounges and benefits

### STANDALONE PROFITABILITY

*Entities to be independently profitable (separate P&Ls)*

## >> Approach to achieving transformative cost reductions across the Company

| FOCUS AREAS   |                                  | INITIAL TARGET IMPACT  |  |
|---|----------------------------------|--|--|
|    | <b>ZERO-BASED ORGANIZATION</b>   | ▶ Rightsized the organization through<br><b>~US\$65M</b><br>of achieved headcount savings                        | ▶ Identified & implementing approx.<br><b>~US\$35M+</b><br>of additional in-process initiatives                        |
|    | <b>NETWORK, FLEET, ALLIANCES</b> | ▶ Design of an optimal<br><b>US\$1B+</b><br>EBITDAR network  |  |
|    | <b>COMMERCIAL</b>                | ▶ Identified opportunities for a<br><b>3x to 4x</b><br>ancillary revenue increase                                | ▶ Identified & implementing approx.<br><b>US\$90M+</b> of distribution, loyalty,<br>and corporate accounts initiatives |
|   | <b>CUSTOMER EXPERIENCE</b>       | ▶ Identified approx.<br><b>US\$80M+</b><br>of catering, lounge, and IFE savings initiatives                      |  |
|  | <b>MAINTENANCE</b>               | ▶ Identified approx.<br><b>US\$20M+</b><br>of maintenance savings  |  |
|  | <b>LABOR</b>                     | ▶ More flexible labor contracts worth approx.<br><b>US\$30M+</b><br>of targeted run-rate savings in steady state |  |

➤➤ Given the expected reduction in unit cost, the Company developed a future network to optimize profitability

| THEMES  | DESCRIPTION  |
|---|--|
|    | <p><b>NETWORK BUILT TO SERVE HOME MARKETS</b></p> <ul style="list-style-type: none"> <li>• Network sized and developed around underlying home market demand characteristics</li> <li>• Opening new low-frequency leisure and VFR oriented direct markets, particularly to the US – and reduces dependence on business traffic</li> </ul> |
|    | <p><b>FAVORABLE REVENUE POSITIONING</b></p> <ul style="list-style-type: none"> <li>• Historic market position favors future passenger revenue performance</li> <li>• Future revenue model gives customer choice and unlocks better ancillary performance</li> </ul>  |
|    | <p><b>HIGH GROWTH, ENABLED BY LEANER COST STRUCTURE</b></p> <ul style="list-style-type: none"> <li>• Growth of narrowbody fleet and network to expand service for Latin America as demand fully recovers</li> <li>• Lean cost structure enables growth into new markets</li> </ul>   |
|   | <p><b>NARROWBODY CABIN DENSIFICATION</b></p> <ul style="list-style-type: none"> <li>• Reconfiguration of all narrowbody aircraft to a configuration competitive with different market segments</li> <li>• Approximately 20% increase in seats per aircraft</li> </ul>  |
|  | <p><b>SUPERIOR ASSET UTILIZATION</b></p> <ul style="list-style-type: none"> <li>• Growth in aircraft utilization to 12+ BH / day</li> <li>• Future growth focused on A320 fleet to improve commonality</li> </ul>  |
|  | <p><b>STANDALONE WIDEBODY OPERATION</b></p> <ul style="list-style-type: none"> <li>• Limited widebody operation to Europe, LAX that can stand on its own, and with a single fleet for reduced complexity</li> </ul>  |



01 Background

02 New Strategy



03 Cost Transformation

04 Network and Fleet Plan

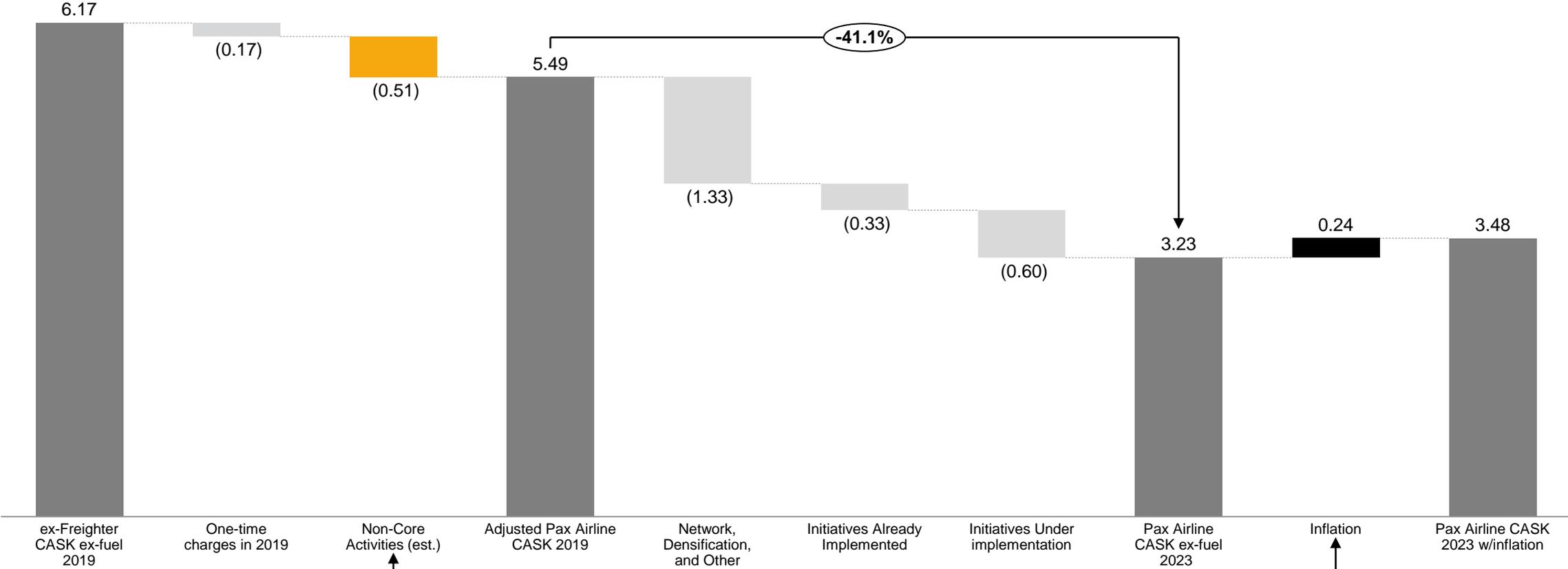
05 Financial Forecast



# Cost Transformation | Passenger Airline System CASK ex-Fuel

» A combination of cost reduction initiatives of ~US\$ 500 million pa<sup>1</sup> and structural changes to the fleet and network are expected to reduce unit cost (passenger airline system CASK ex-fuel) by over 41% from pre-pandemic levels

Evolution of Projected CASK ex-fuel – System  
(USD Cents / ASK)



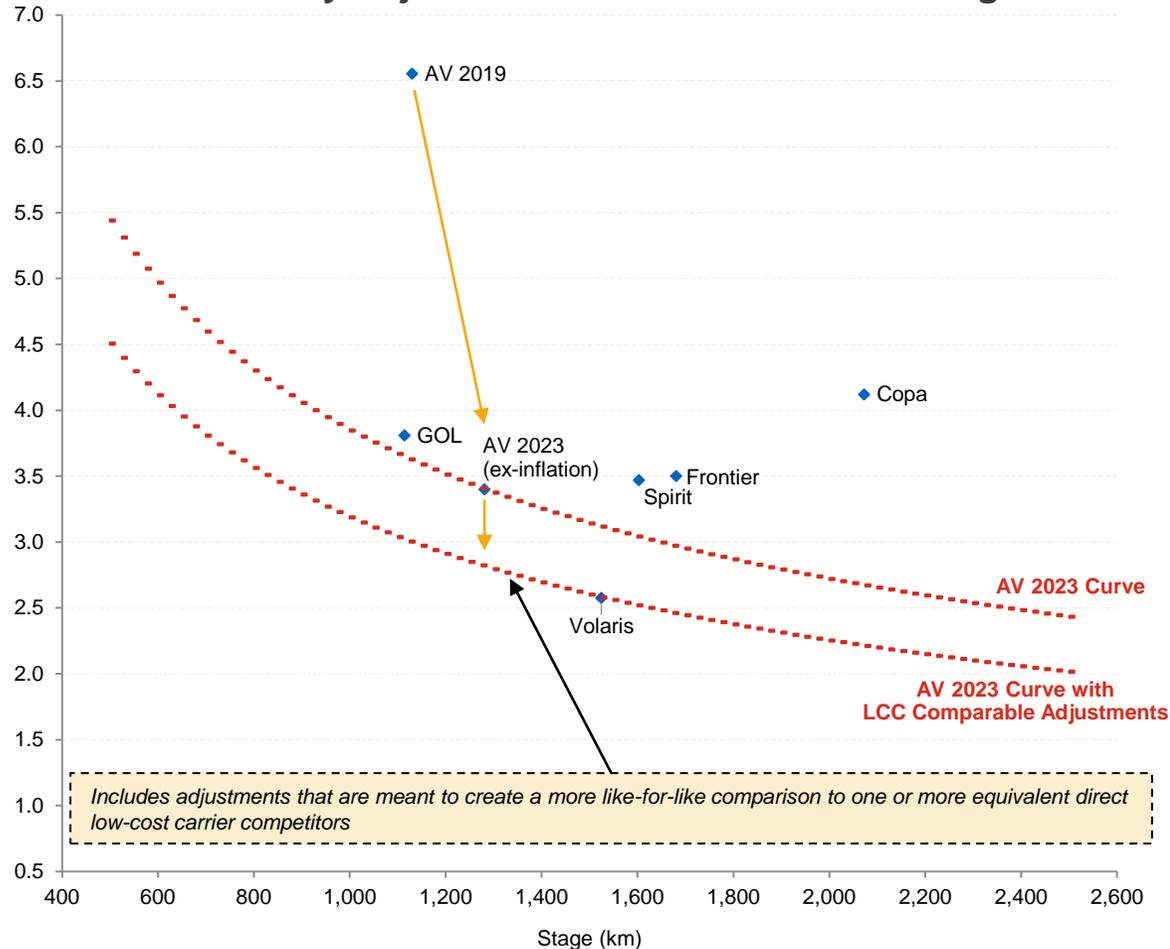
Estimate of impact from non-core activities (e.g., cargo ground handling, loyalty costs, lounge costs, etc.) that are the responsibility of other divisions (cargo, LifeMiles)

Inflation of 1.8% p.a. assumed on all items except fuel, ownership and maintenance

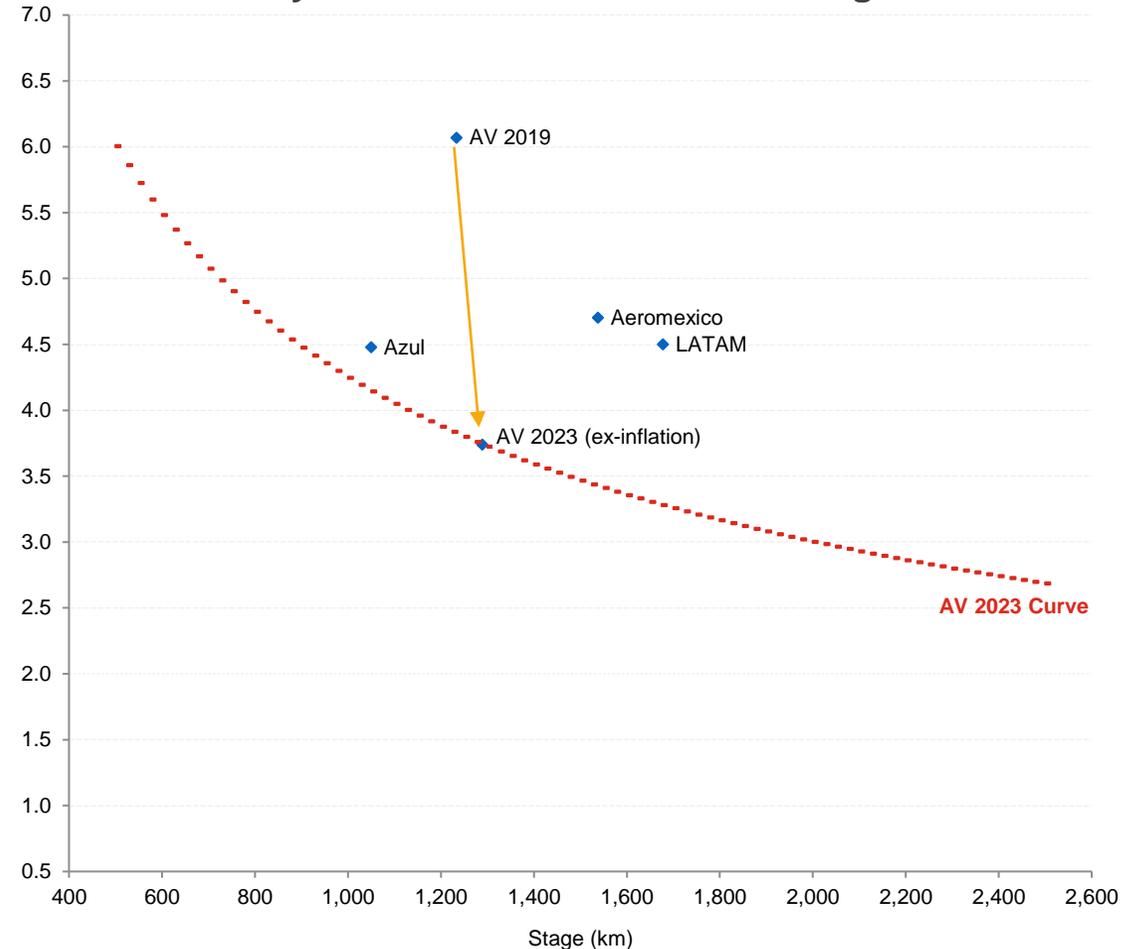
(1) Cost initiatives quantified at the 2023 projected operating levels. Cost initiatives already implemented valued at US\$ 181.7 million with an additional US\$ 327.7 million of initiatives currently under implementation

➤➤ Projected cost initiatives should bring AVH system CASK well below those of LATAM and Aeroméxico (2019); adjusted NB CASK<sup>1</sup> is projected to be lower than US LCCs and comparable to Volaris (2019)

### Narrowbody Adjusted CASK ex-Fuel<sup>1</sup> versus Stage



### System CASK ex-Fuel versus Stage



(1) Competitor data points reflect figures for 2019 from annual reports or public US DOT Form 41 reports; narrowbody adjusted CASK excludes estimated cost for non-core activities, including loyalty, lounge and cargo handling



01 Background

02 New Strategy

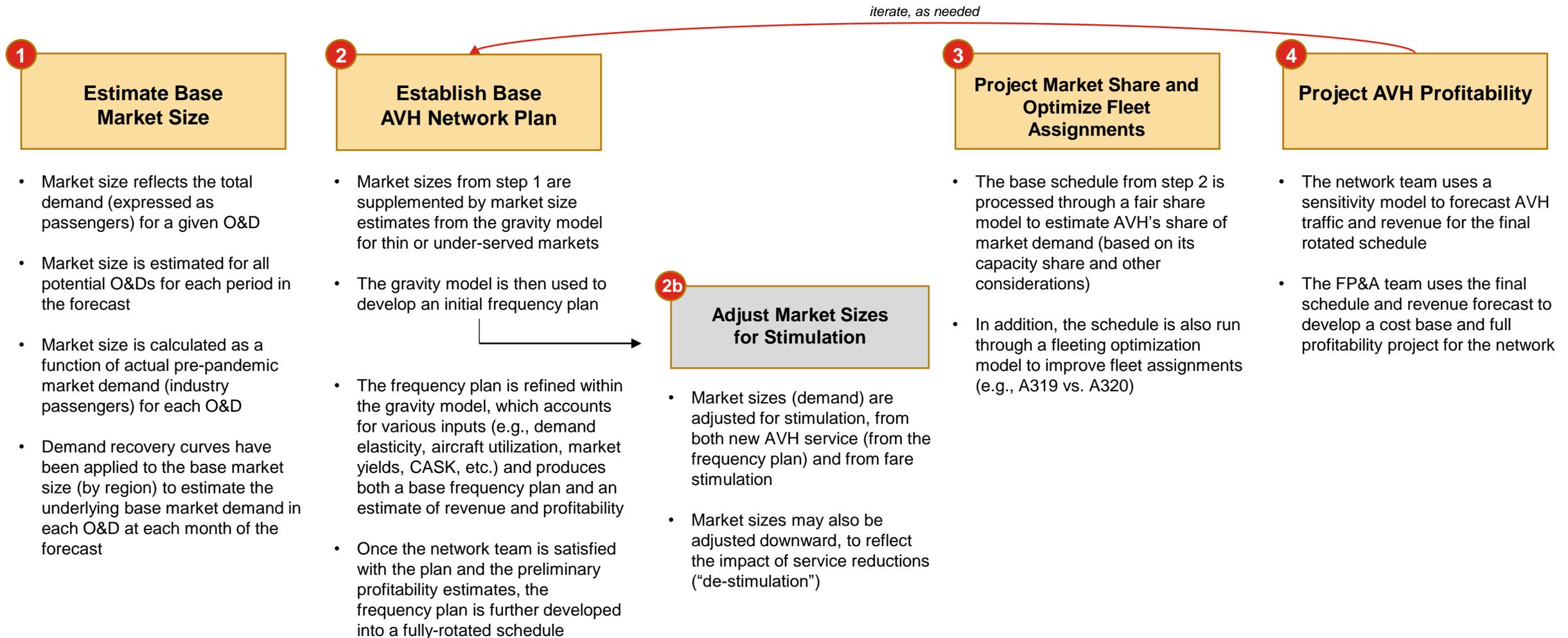
03 Cost Transformation

 04 Network and Fleet Plan

05 Financial Forecast



» With a target CASK reduction established, the Company’s network planning team used a detailed modeling methodology to develop an optimal network plan for the 8-year forecast



(1) The complete network planning process is much more complex, with more nuanced steps and iterations to arrive at a more robust forecast of the network, passengers and revenue

» The network plan leverages the Company's lower cost structure to stimulate demand and offer new service in markets that previously were not viable

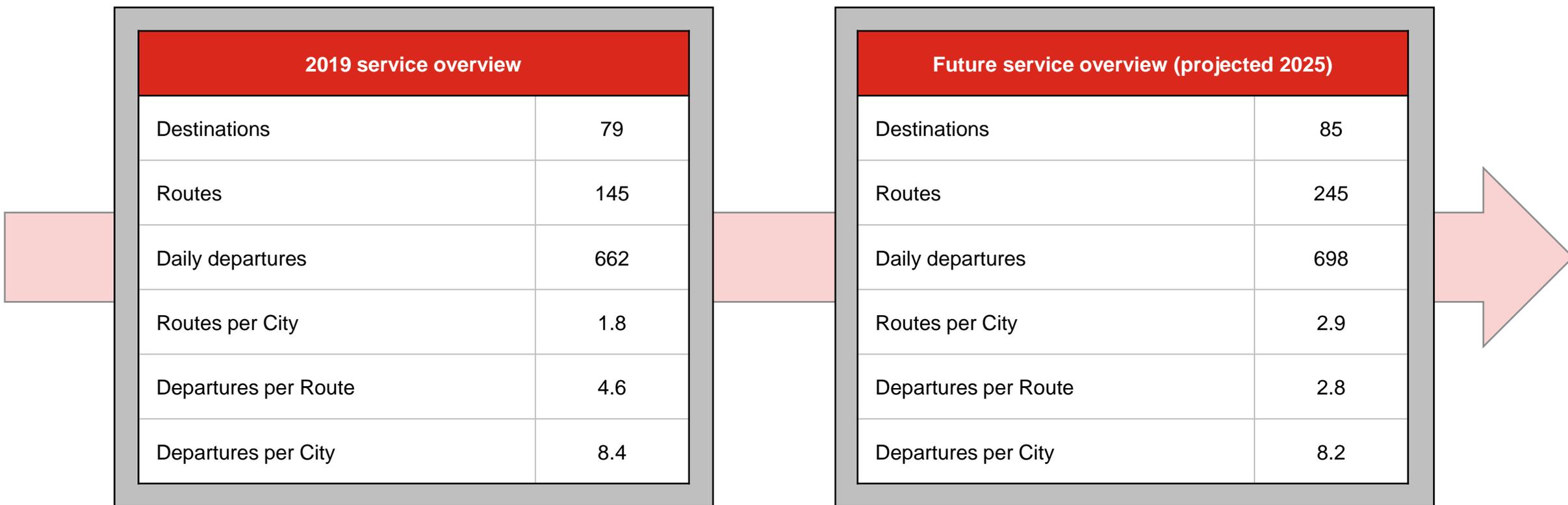
| DRIVERS AND KEY CHANGE   |  | DESCRIPTION   | IMPACT |
|--------------------------|--|---|--------|
| <b>Market growth</b><br> | <b>Price elasticity</b>                              | <ul style="list-style-type: none"> <li>Attractive pricing stimulates demand in leisure / VFR markets</li> </ul> |        |
|                          | <b>Service stimulation &amp; market substitution</b> | <ul style="list-style-type: none"> <li>Adding direct service unlocks demand in underserved markets</li> </ul>   |        |
| <b>Market share</b><br>  | <b>New routes and cities served</b>                  | <ul style="list-style-type: none"> <li>Expanded network with more unique direct routes</li> </ul>               |        |
|                          | <b>Densification and fleet growth</b>                | <ul style="list-style-type: none"> <li>Fleet and density growth improves market share, revenues</li> </ul>      |        |
| <b>Revenue mix</b><br>   | <b>Average fare reductions</b>                       | <ul style="list-style-type: none"> <li>Pricing model reduces average fares (but grows passengers)</li> </ul>    |        |
|                          | <b>Ancillary revenue growth</b>                      | <ul style="list-style-type: none"> <li>Greater focus on ancillaries enables new potential revenues</li> </ul>   |        |
|                          | <b>Connecting revenue reductions</b>                 | <ul style="list-style-type: none"> <li>Point-to-point network reduces connecting revenue</li> </ul>             |        |

Higher impact on future revenue    
 Lower impact on future revenue

➤➤ The revised network plan will add more low-frequency point-to-point markets to the Company's route network

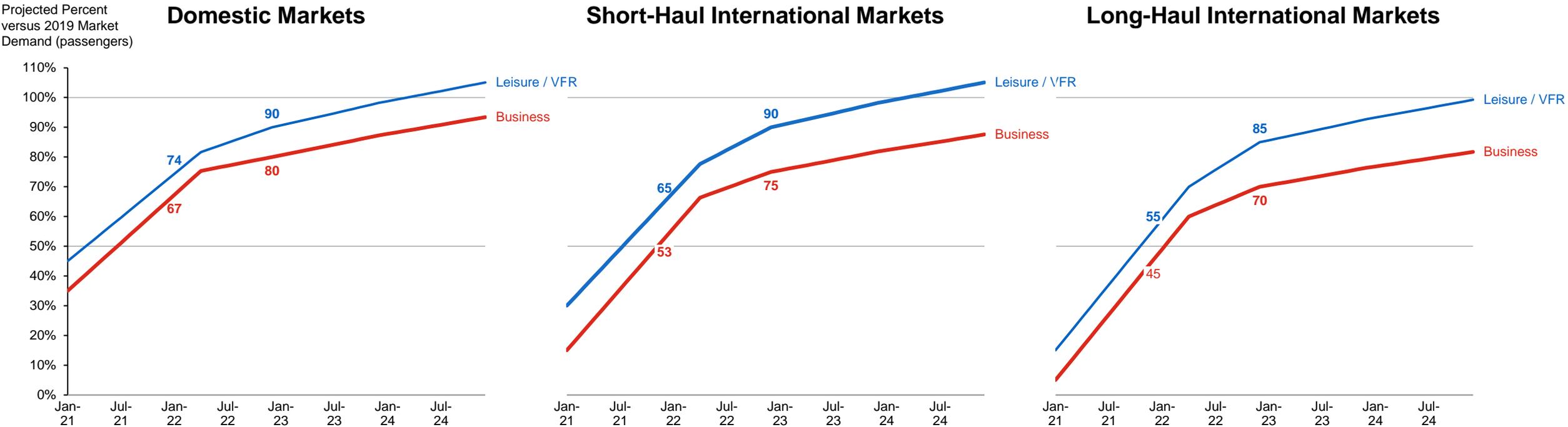
**2019 Network<sup>1</sup>**

**Future-State Network  
(projected 2025)**



(1) Excludes the Peru domestic operation, which has since been discontinued

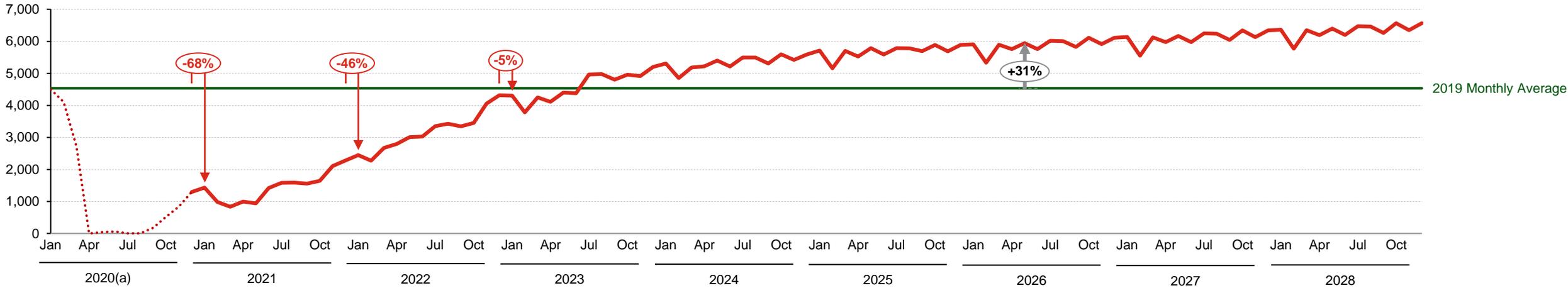
» The Company's projected network plan is based on assumed demand recovery curves by region and traffic type



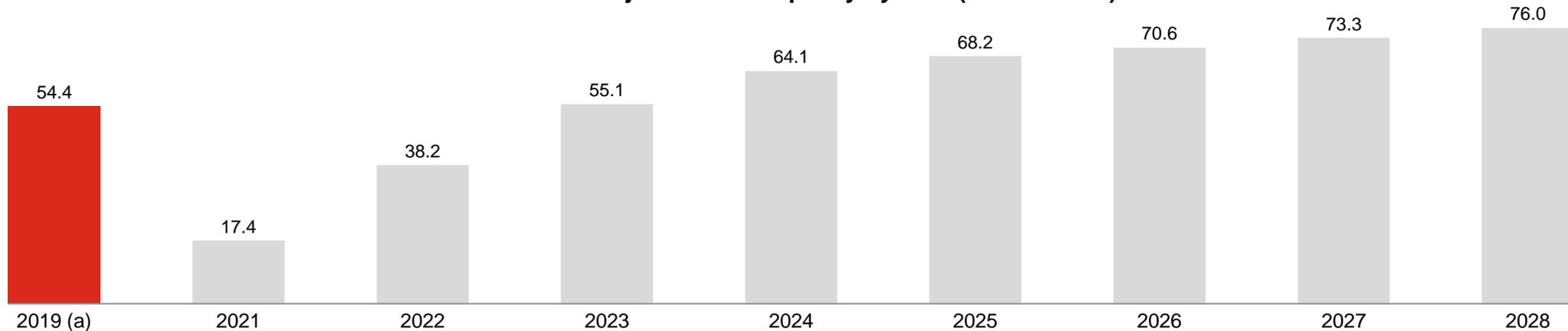
- ❑ In general, leisure and VFR traffic is projected to recover more quickly than business traffic, with faster recovery assumed in shorter-haul flying (domestic and short-haul international)
- ❑ The Company expects leisure demand to reach 2019 levels by early 2024, while business demand remains impaired versus 2019
- ❑ The stronger and faster recovery in the leisure / VFR segment further supports the Company's business model shift to focus on low-fare point-to-point flying

➤➤ The projected capacity plan assumes the Company will recover to 2019 ASK levels by mid-2023

### Total Projected AVH Monthly Capacity (ASK millions)

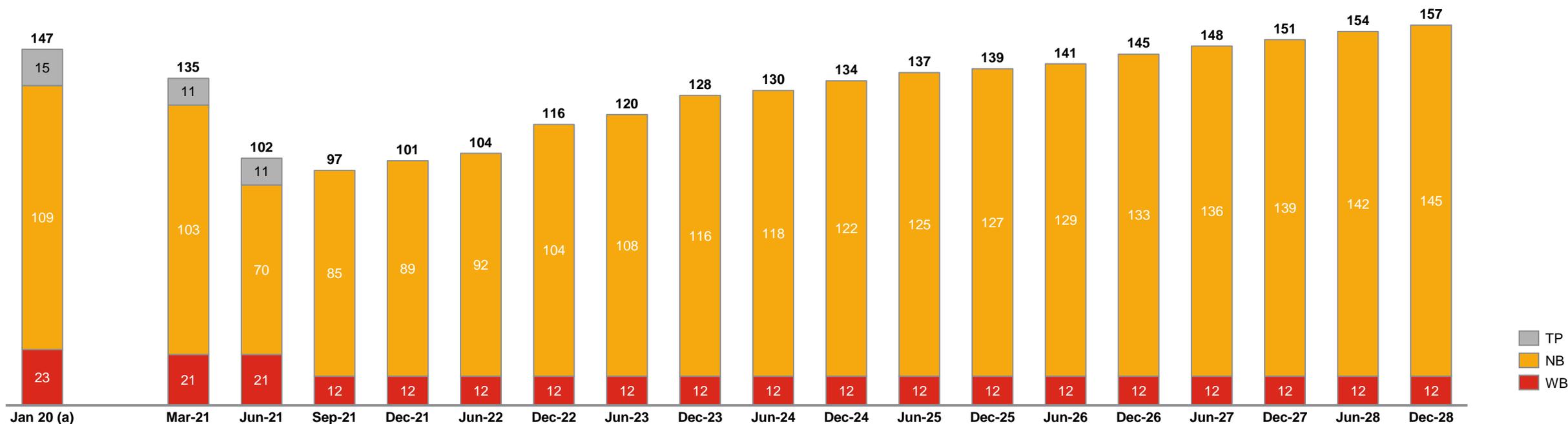


### Total Projected AVH Capacity by Year (ASK billions)



➤ Fleet count is expected to return to pre-COVID levels in 2025 after shifting the mix towards more narrowbodies

**Projected Passenger Fleet Count**  
(total fleet including spares and PBH)



| Projected Daily BH Utilization<br>(total fleet, inc. spares) | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 |
|--|------|------|------|------|------|------|------|
| Narrowbody   | 10.0 | 11.8 | 11.8 | 11.9 | 12.0 | 11.9 | 11.9 |
| Widebody   | 7.2  | 9.3  | 12.8 | 13.3 | 13.3 | 13.3 | 13.2 |

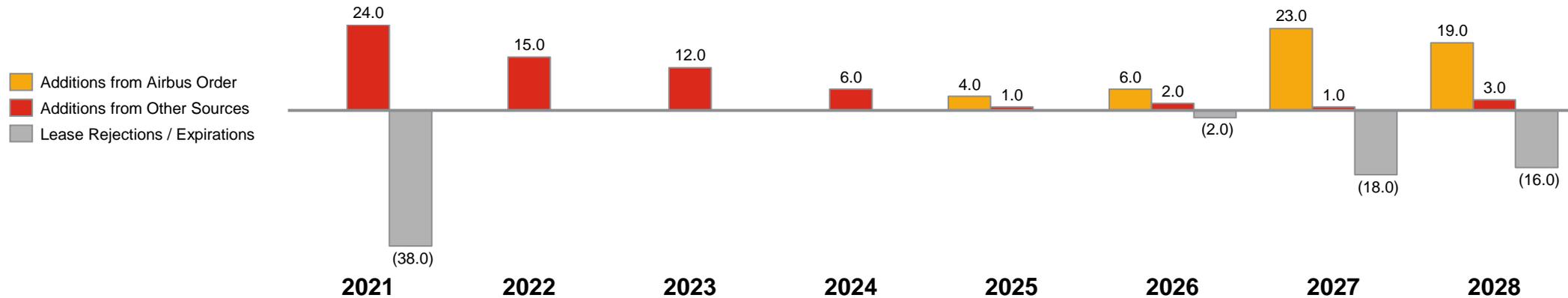
»» The actual fleet plan could change as negotiations with fleet counterparties continue

| Total Fleet Count<br><i>(includes spares and aircraft on PBH)</i> | Projected Fleet |             |             |             |
|---|-----------------|-------------|-------------|-------------|
|   | Sep-21 *        | YE-2026     | YE-2027     | YE-2028     |
| A319  | 10              | 10          | 10          | 10          |
| A320-CEO  | 61              | 73          | 56          | 43          |
| A320-NEO  | 14              | 50          | 73          | 92          |
| <b>Total Narrowbody</b>   | <b>85</b>       | <b>133</b>  | <b>139</b>  | <b>145</b>  |
| <b>Total Widebody</b>   | <b>12</b>       | <b>12</b>   | <b>12</b>   | <b>12</b>   |
| <b>Total Freighter</b>  | <b>11</b>       | <b>11</b>   | <b>11</b>   | <b>11</b>   |
| <b>Total Fleet (on PBH or fixed rental)</b>                       | <b>108</b>      | <b>156</b>  | <b>162</b>  | <b>168</b>  |
| <b>Avg Remaining Lease Term (months)</b>                          | <b>104.7</b>    | <b>77.2</b> | <b>83.6</b> | <b>87.2</b> |

\* Aircraft forecast to be on PBH agreement: widebody aircraft through mid-2023 and narrowbody aircraft through mid-2022  
 Note: forecast remaining lease term of widebody aircraft is 11-years and for A320-NEOs 12-years

» From 2024 forward, net fleet growth is limited to at most +6 aircraft per year; however, there are many more fleet transactions in each year (renewals, additions, expirations) – particularly in 2026 – 2028

Narrowbody Fleet Movements by Year

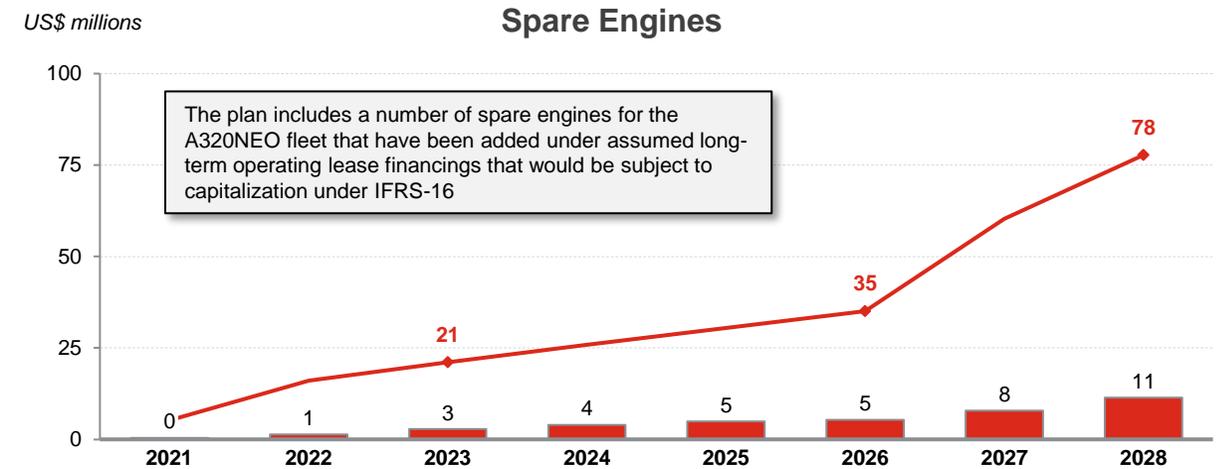
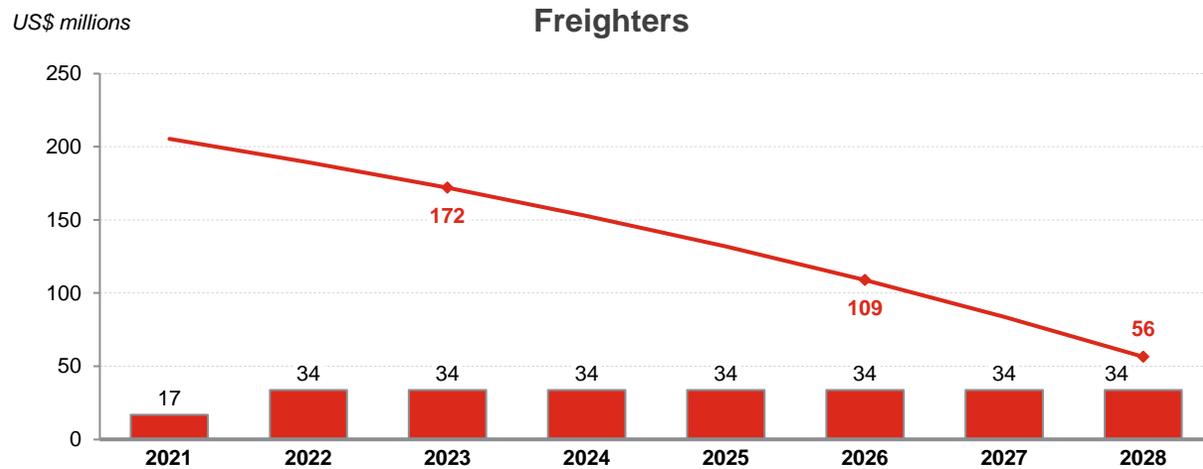
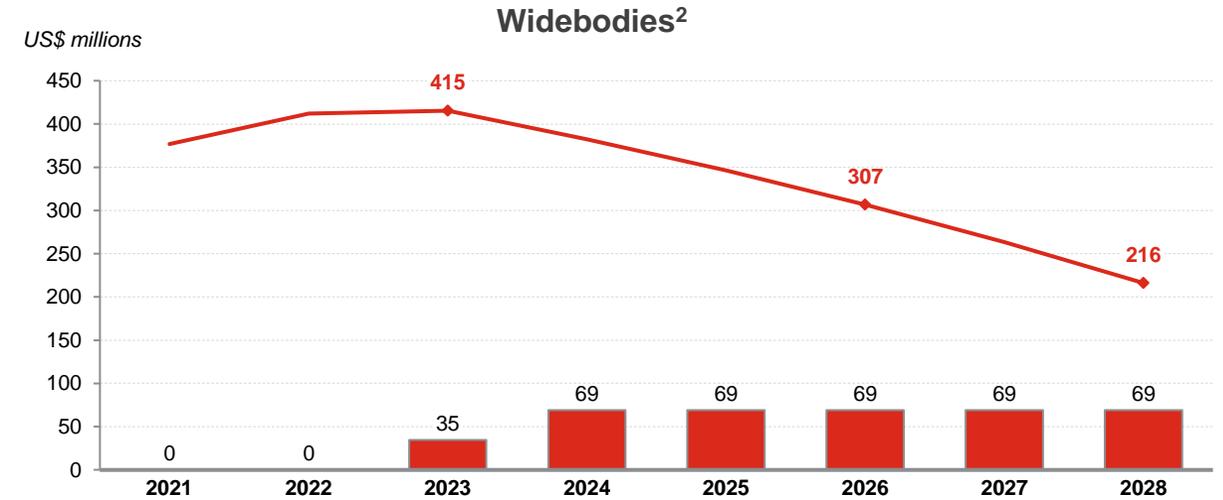
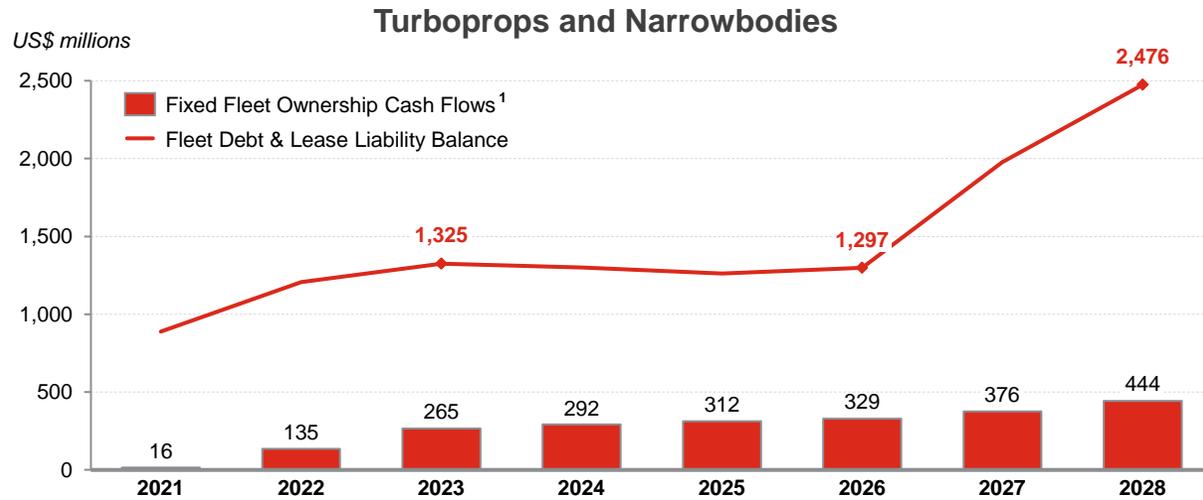


|                                |      |     |     |    |    |    |    |    |
|--------------------------------|------|-----|-----|----|----|----|----|----|
| Net Narrowbody Fleet Additions | (14) | +15 | +12 | +6 | +5 | +6 | +6 | +6 |
| Narrowbody Lease Renewals      | -    | -   | 3   | -  | 2  | 9  | 14 | 4  |

- Operating leases were assumed to be renewed at the end of the initial lease term if the aircraft age at lease expiry is less than 18 years old
- From 2022 forward, while most fleet additions are projected as A320-NEOs, there are 6 used A319s and 8 used A320-CEOs that are assumed to be added to the fleet throughout the forecast period (counted as fleet additions in the chart above)
- All used aircraft added to the fleet are assumed to be acquired on operating lease; for new aircraft, a mix of operating lease and debt financing has been assumed
- The forecast assumes reinstatement of the Airbus order, with 88 A320-NEOs to be delivered between 2025 and 2030

# Network and Fleet Plan | Ownership Cash Flows<sup>1,2</sup> versus Debt and Lease Liabilities

➤➤ A320-CEO fleet is gradually replaced from 2027+, as A320-CEO leases expire and A320-NEOs are delivered from the Airbus order, driving the increase in fleet debt & lease liabilities at the back-end of the forecast period

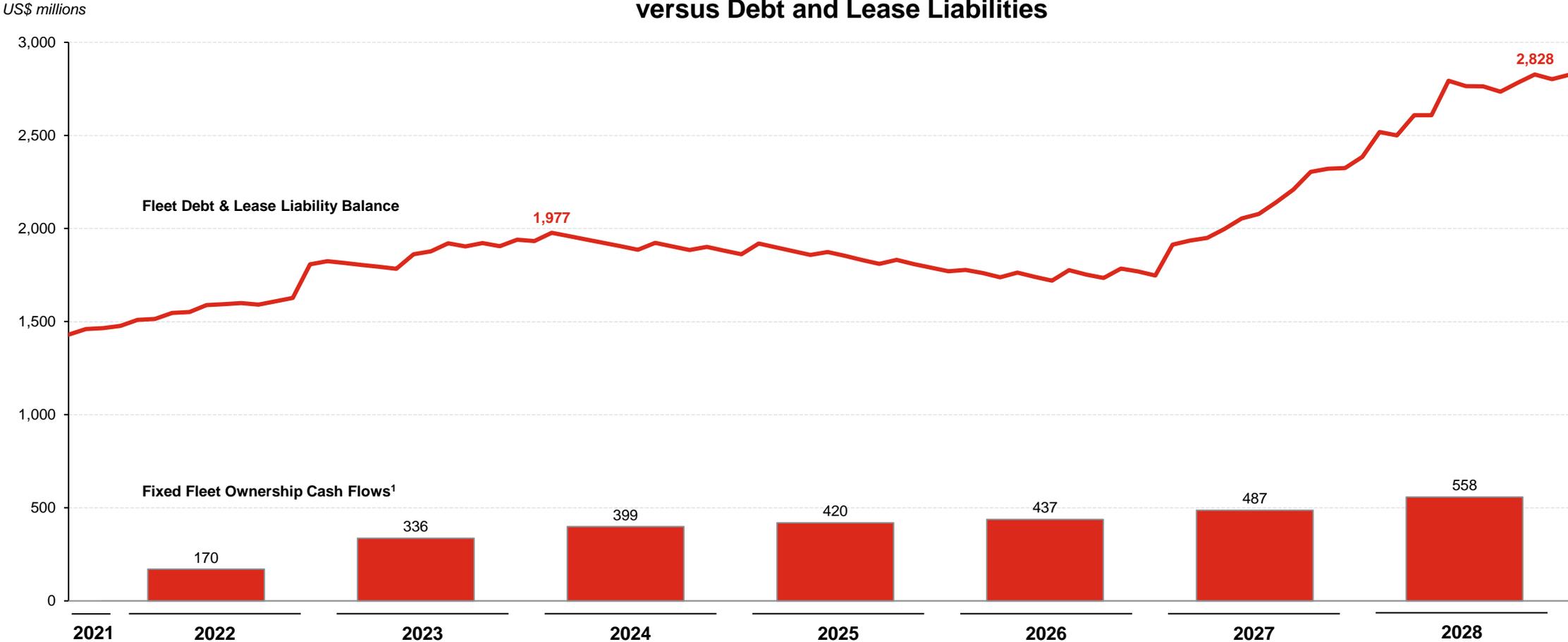


<sup>1</sup> Ownership cash flows as shown include fixed monthly lease payments and debt service payments; not included are variable PBH payments, up-front security deposits and down payments on debt-financed aircraft

<sup>2</sup> All widebodies are assumed to be on PBH through mid-2023

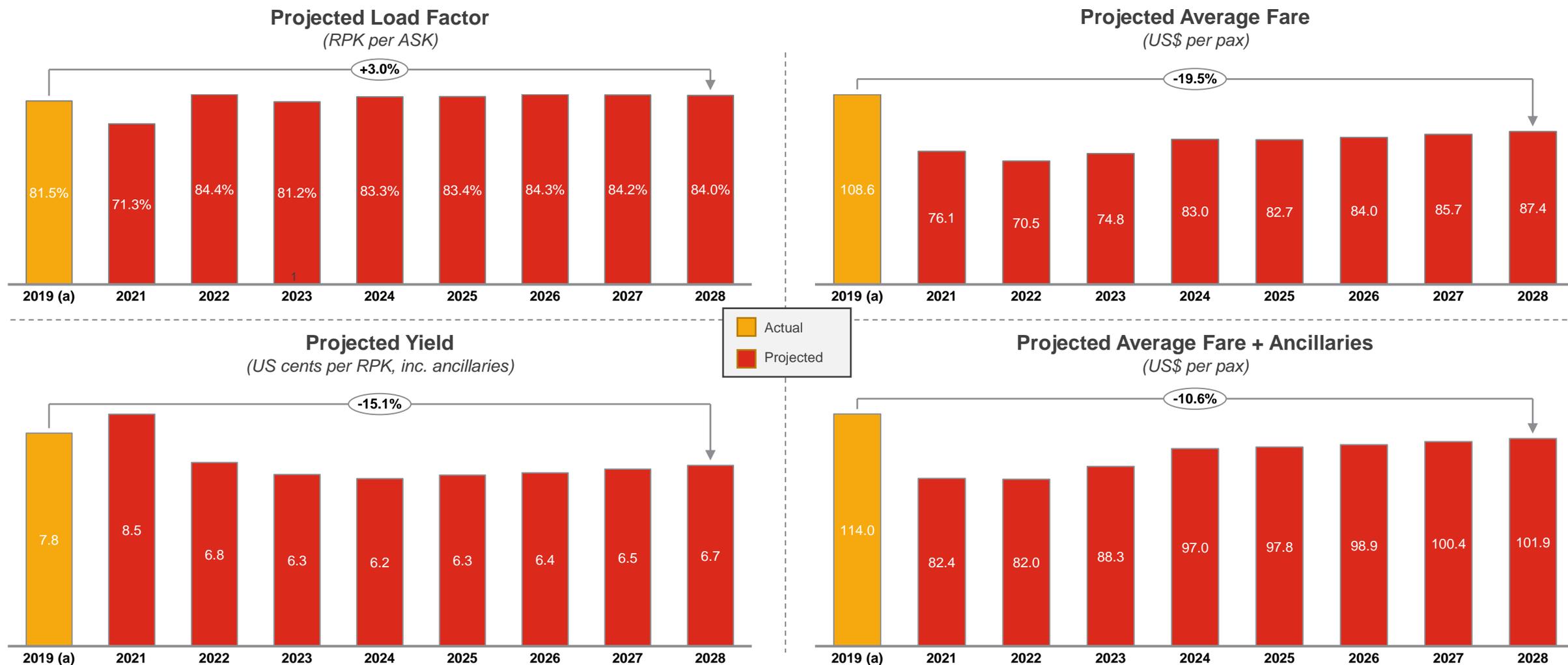
» A320-CEO fleet is gradually replaced from 2027+, as A320-CEO leases expire and A320-NEOs are delivered from the Airbus order, driving the increase in fleet debt & lease liabilities at the back-end of the forecast period

**Projected Aircraft and Spare Engine Ownership Cash Flows<sup>1,2</sup> versus Debt and Lease Liabilities**



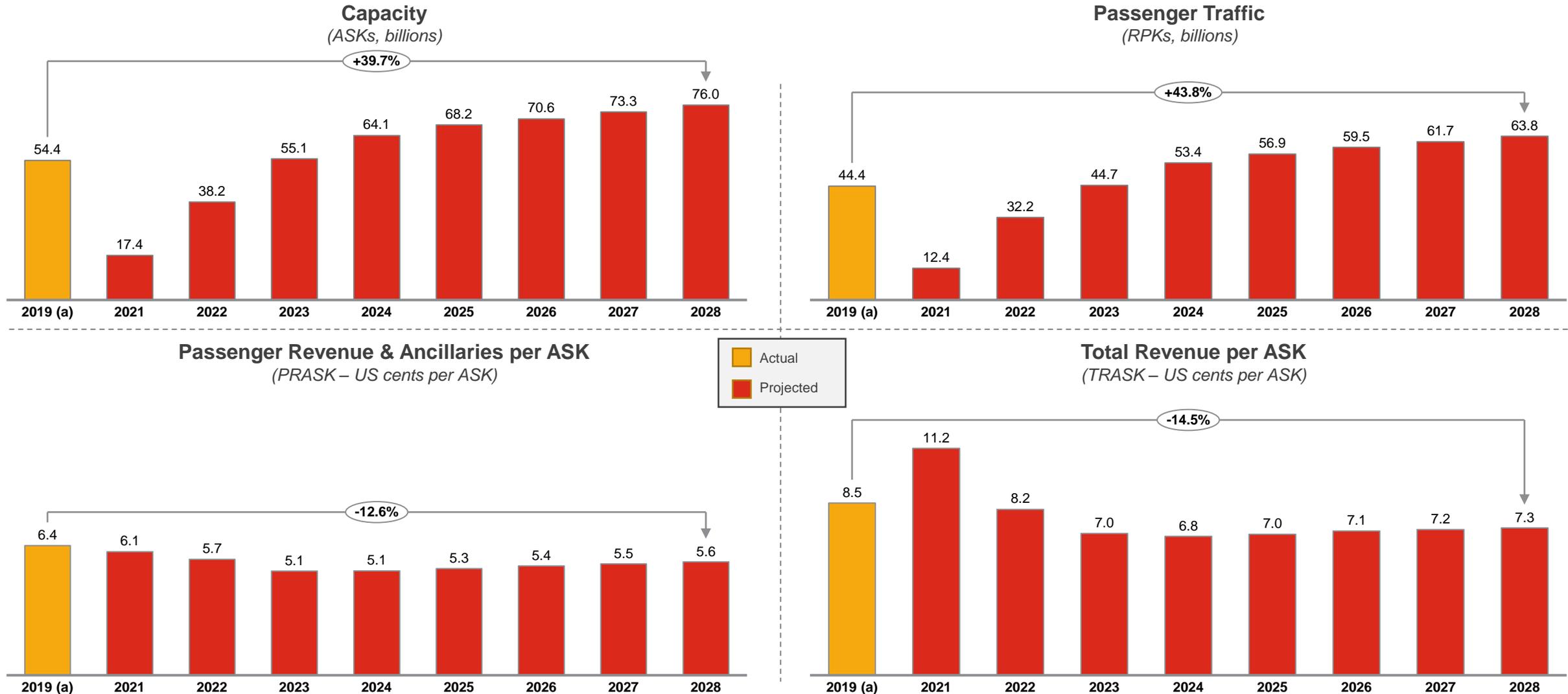
<sup>1</sup> Ownership cash flows as shown include fixed monthly lease payments and debt service payments; not included are variable PBH payments, up-front security deposits and down payments on debt-financed aircraft  
<sup>2</sup> All widebodies are assumed to be on PBH through mid-2023

## >> The emergence plan features higher load factors but significantly lower fares



(1) Projected load factor in 2022 reflects densification program not completed until 2H-2022

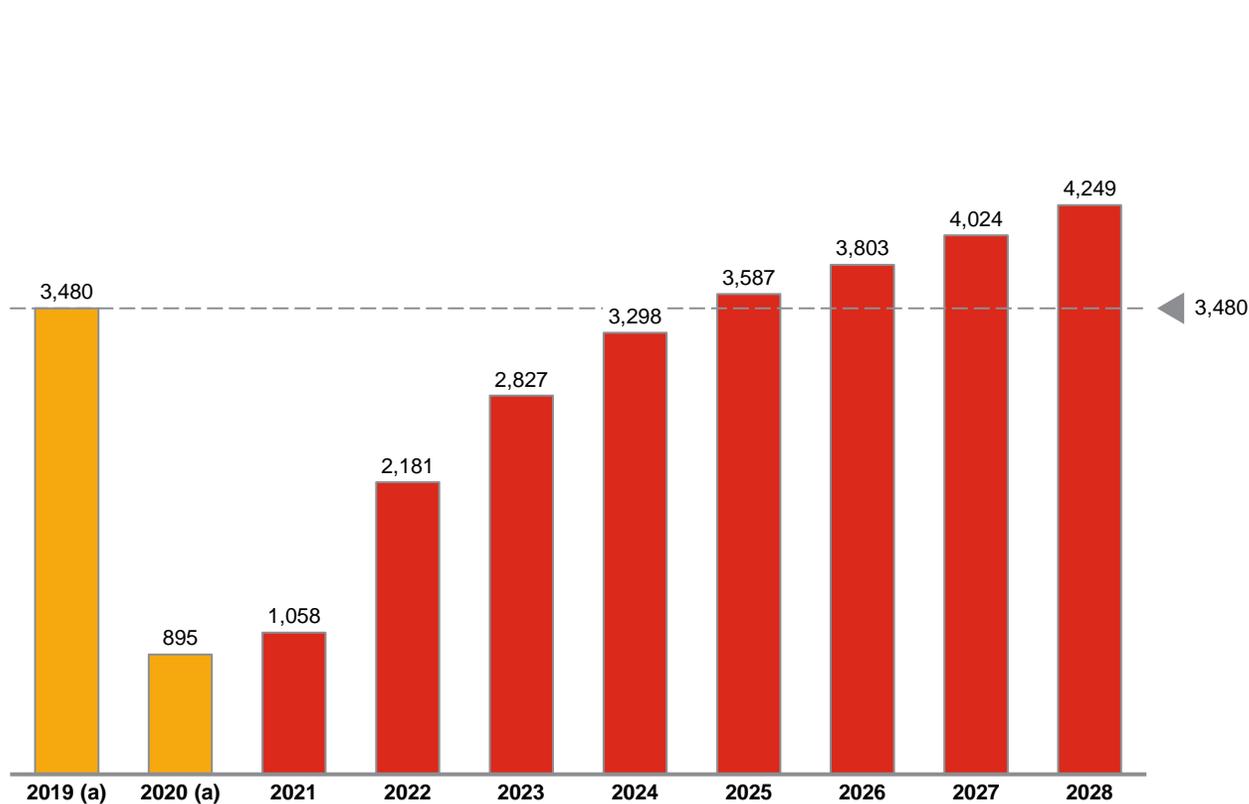
➤ The Company has conservatively projected lower unit revenue (both PRASK and TRASK) as a result of higher capacity



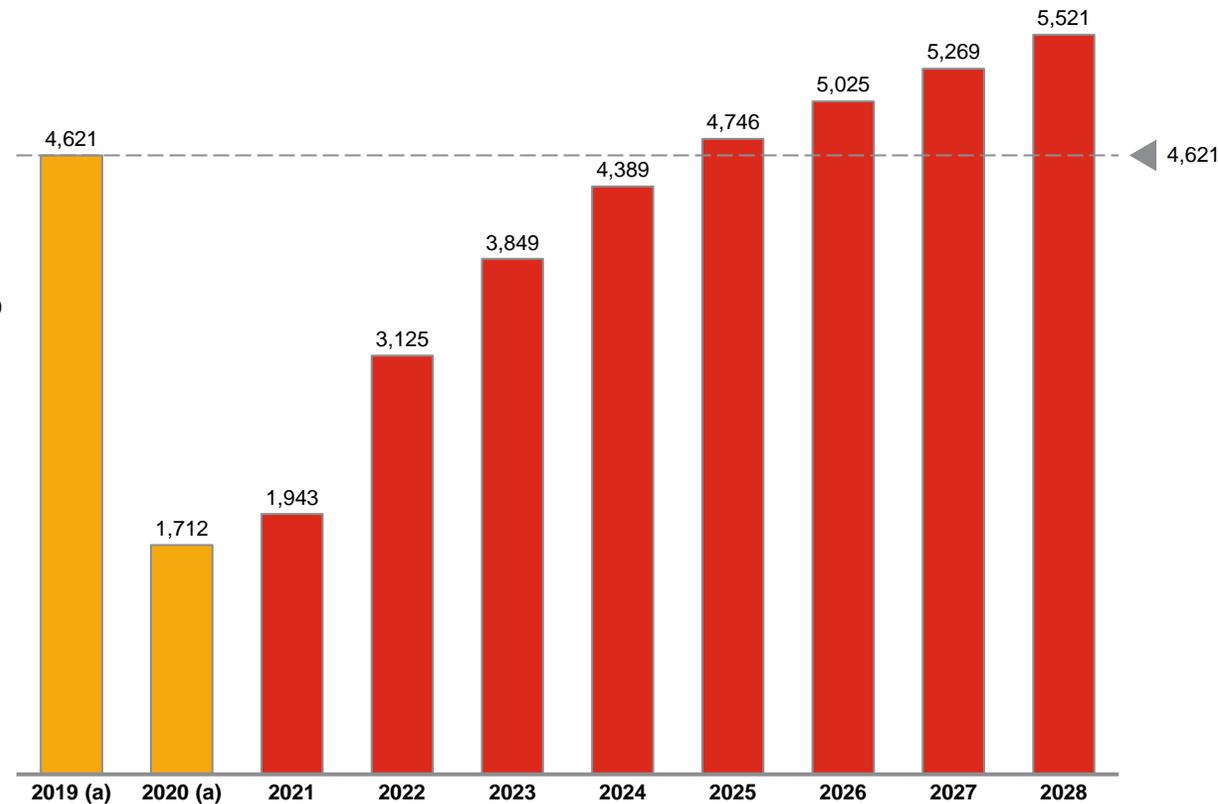
(1) Projected load factor in 2022 reflects densification program not completed until 2H-2022

## >> The emergence plan projects significant growth in revenue

**Projected Passenger Revenue + Ancillary Revenue**  
(US\$ millions)

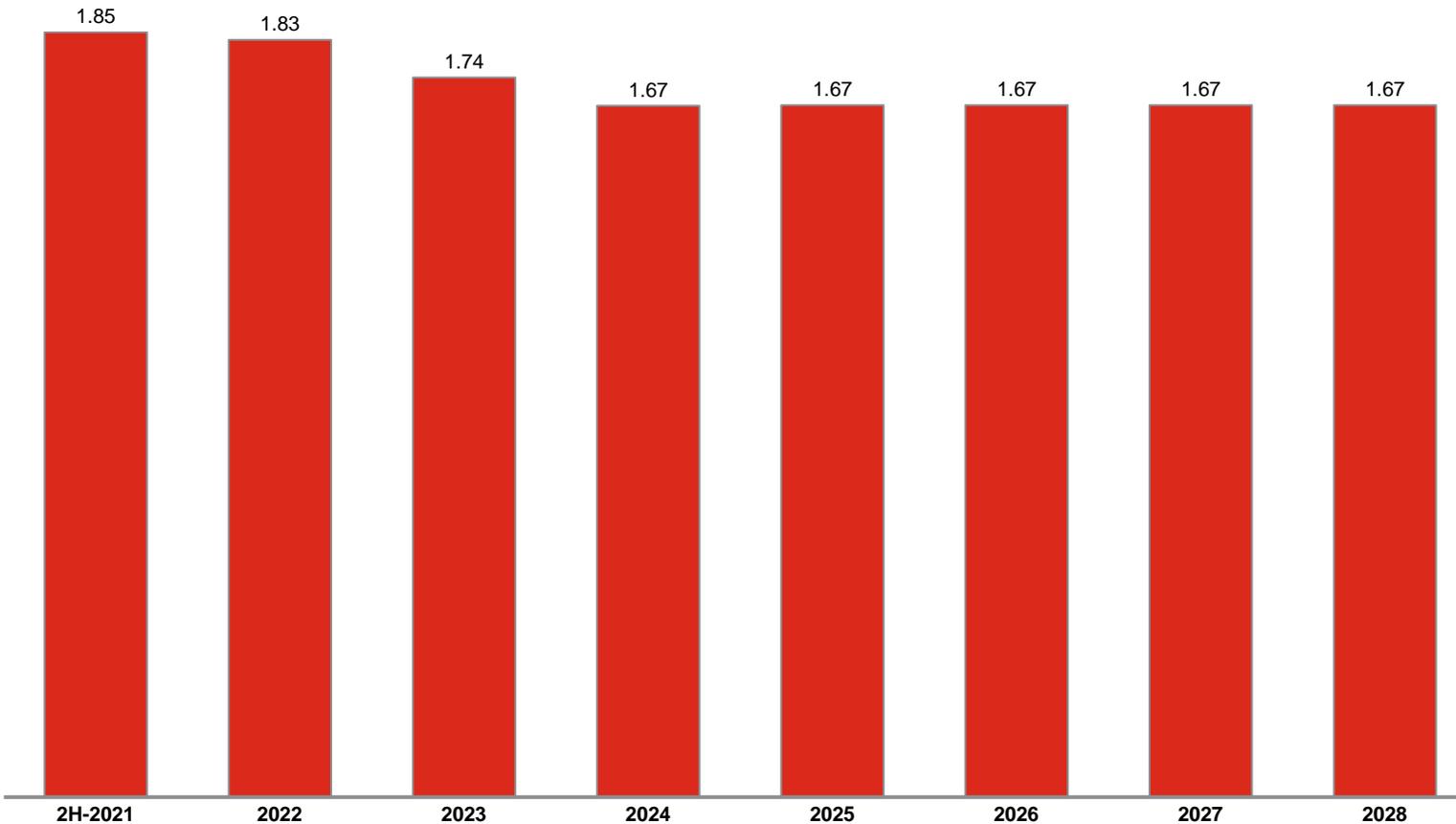


**Projected Total Revenue**  
(US\$ millions)



## >> Forecast includes the outlook for fuel prices

Assumed Base Fuel Price<sup>1</sup>  
(US\$ per gallon)



- Fuel prices reflect the current prevailing jet fuel prices and the forward price outlook as of 16 June 2021
- The company's passenger revenue forecast was constructed based on an industry fuel price of US\$1.65/gallon
  - The Company has included a 65% fuel recapture assumption (with a 9-month ramp-up) to account for the expected impact of higher fuel prices on industry fares

<sup>1</sup> Base jet fuel price assumption before station-specific into-plane fees and local taxes



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# Exit Debt Financing | Revised Financing Assumptions

| Exit Financing Tranche A-1    |   |
|-------------------------------|---|
|                               | Terms   |
| Facility Size                 | US\$ 1,050 million  |
| Collateral                    | Secured   |
| Issuance                      | DIP-to-exit (from August 2021)                              |
| Interest                      | 9.0% p.a. paid quarterly                                    |
| Up-front Fees <sup>1</sup>    | Commitment fee: 1.75% (PIK)<br>Conversion fee: 1.625% (PIK) |
| Maturity                      | 7-years   |
| Amortization                  | Bullet  |
| Refinancing                   | US\$ 1,085 million in Oct-2025                              |
| Refinancing Collateral        | Secured   |
| Refinancing Terms             | 7-year bullet; 6.25% coupon                                 |
| Refinancing Fees <sup>1</sup> | 50 basis points up-front fees +<br>4.175% prepayment fee    |

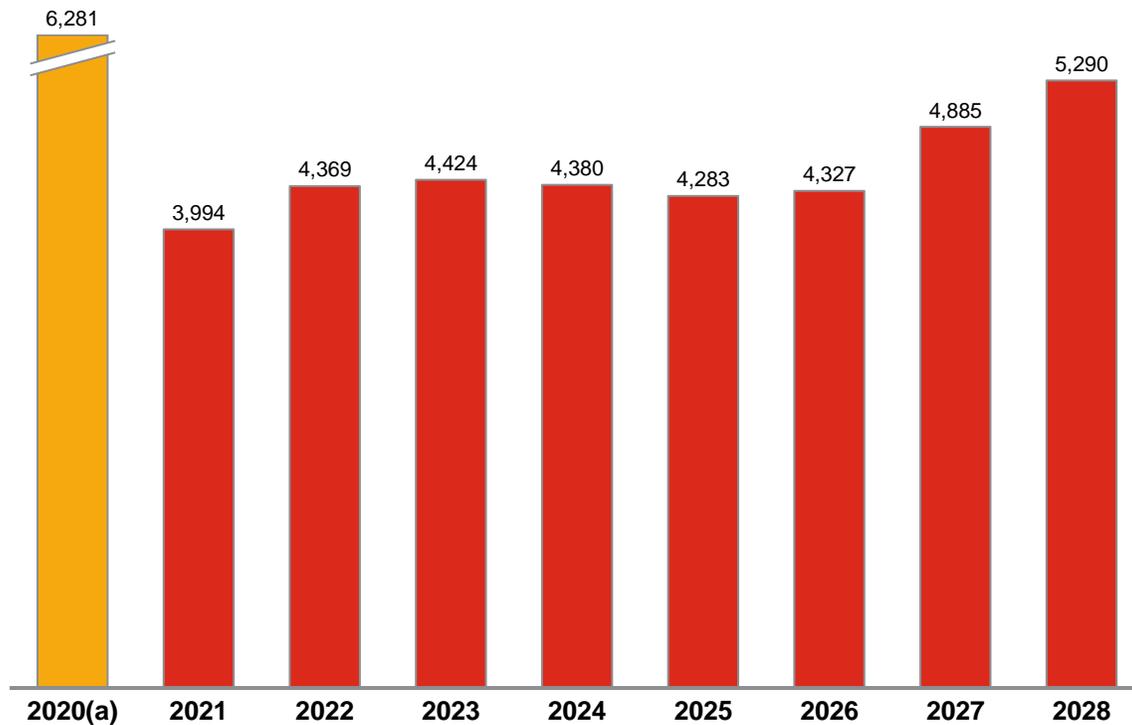
| Exit Financing Tranche A-2    |   |
|-------------------------------|---|
|                               | Terms   |
| Facility Size                 | US\$ 550 million  |
| Collateral                    | Secured   |
| Issuance                      | DIP-to-exit (from August 2021)                                      |
| Interest, p.a.                | 9.0% p.a. paid quarterly  |
| Up-front Fees <sup>1</sup>    | Commitment fee: 1.50% (PIK)<br>Conversion fee: 2.125% (PIK)         |
| Maturity                      | 7-years   |
| Amortization                  | Bullet  |
| Refinancing                   | US\$ 570 million in Oct-2023  |
| Refinancing Collateral        | <b>Unsecured</b>  |
| Refinancing Terms             | 7-year bullet; 7.75% coupon   |
| Refinancing Fees <sup>1</sup> | 150 basis points up-front fees +<br>200 basis points prepayment fee |

**>> The plan assumes a raise of US\$ 200 million of incremental equity**

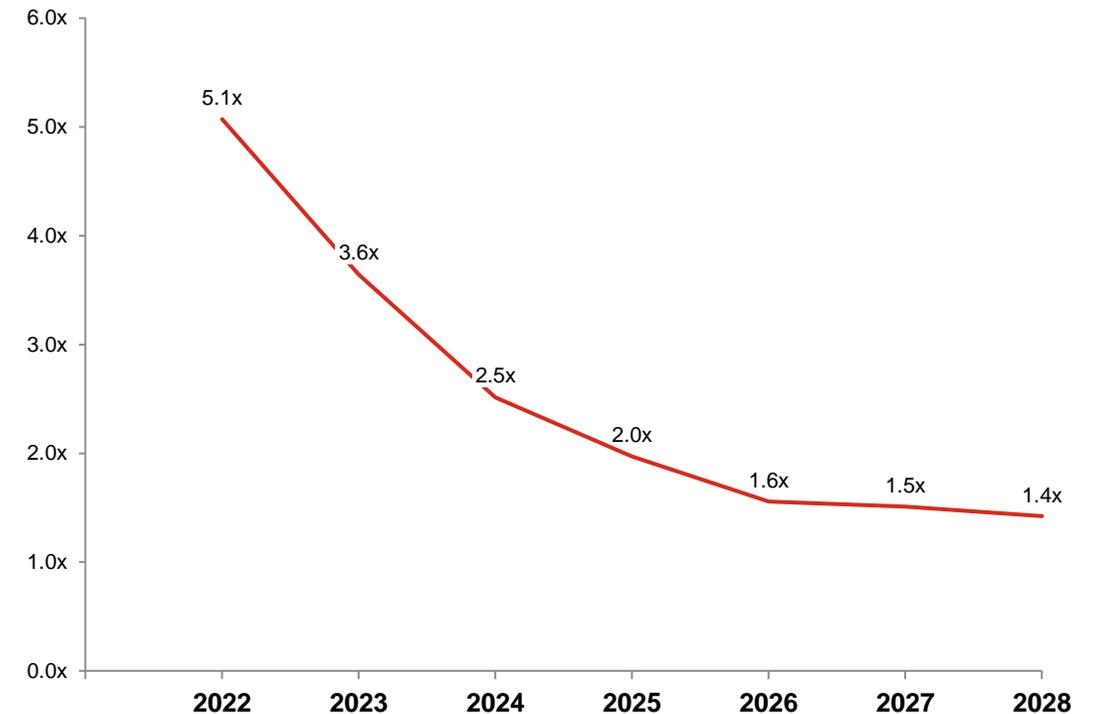
(1) Fees are non-inclusive of arranger fees

» While the emergence plan assumes significant financing, the tools available to Avianca through Chapter 11 and a more efficient business model will allow the Company to significantly de-lever

**Projected Total Debt and IFRS-16 Liability Balance at Year-End**  
(US\$ millions)



**Projected Net Adjusted Debt / EBITDA <sup>(1)</sup>**



**Net Debt**  
(US\$ millions)

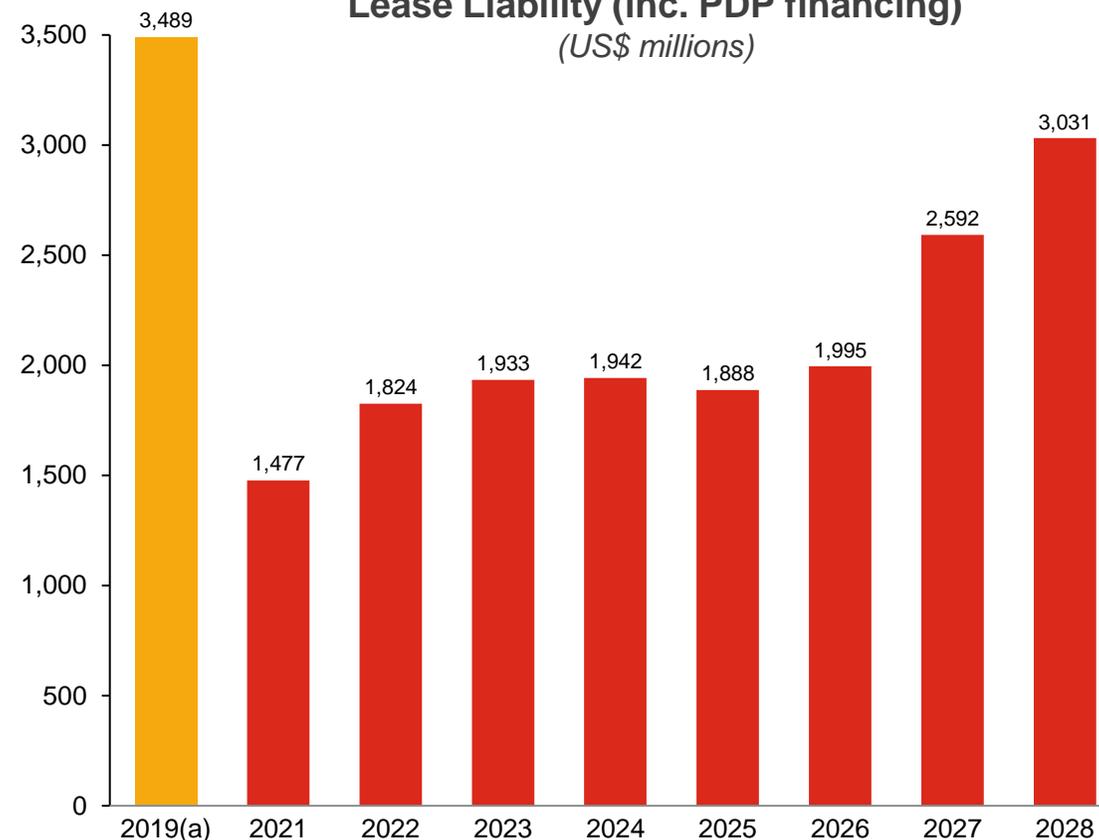
| Year     | 2021  | 2022  | 2023  | 2024  | 2025  | 2026  | 2027  | 2028  |
|----------|-------|-------|-------|-------|-------|-------|-------|-------|
| Net Debt | 3,016 | 3,385 | 3,267 | 2,885 | 2,549 | 2,224 | 2,369 | 2,353 |

(1) EBITDA as included in the leverage calculation excludes aircraft rentals during the PBH period (as these are excluded from the depreciation expense of the IFRS-16 right-of-use assets)

## >> The forecast includes a tail-by-tail build up of fleet ownership costs

- ❑ Tails included in the projected fleet are based on the Company's best estimates at the time of forecast completion of the aircraft that are likely to be retained from the Company's existing fleet, plus incremental aircraft assumed to be taken from the market, either through operating leases or new deliveries via the Airbus order from 2025
- ❑ Prior to bankruptcy, Avianca's fleet included a mix of financing structures, including finance leases, operating leases JOLCOs and term debt financing
- ❑ In the emergence plan, most of the Company's aircraft are assumed to be financed with operating leases going forward, with the exception of a small number of finance leased aircraft that are assumed to remain on finance lease with revised debt amortization schedules going forward.
- ❑ All used aircraft added to the fleet are assumed to be acquired on operating lease, while for new aircraft, a mix of operating lease and debt financing has been assumed
- ❑ The forecast reflects IFRS-16 accounting for the operating leases, in which a lease liability is booked on the balance sheet at the time of lease agreement, along with a corresponding lease right-of-use asset
  - The right-of-use asset is depreciated on a straight-line basis over the assumed term of the lease, while the lease liability is amortized through monthly rental payments that are split between an interest and principal portion
- ❑ The Company has made assumptions about the likely lease terms for all of the operating leased fleet; while most leases are assumed to stretch beyond the forecast period, some leases are assumed to expire and be renewed before YE-2028

**Projected Aircraft Debt Financing and IFRS-16 Lease Liability (inc. PDP financing)**  
(US\$ millions)



YE Pax Fleet Count: **101<sup>1</sup>**    **116**    **128**    **134**    **139**    **145**    **151**    **157**

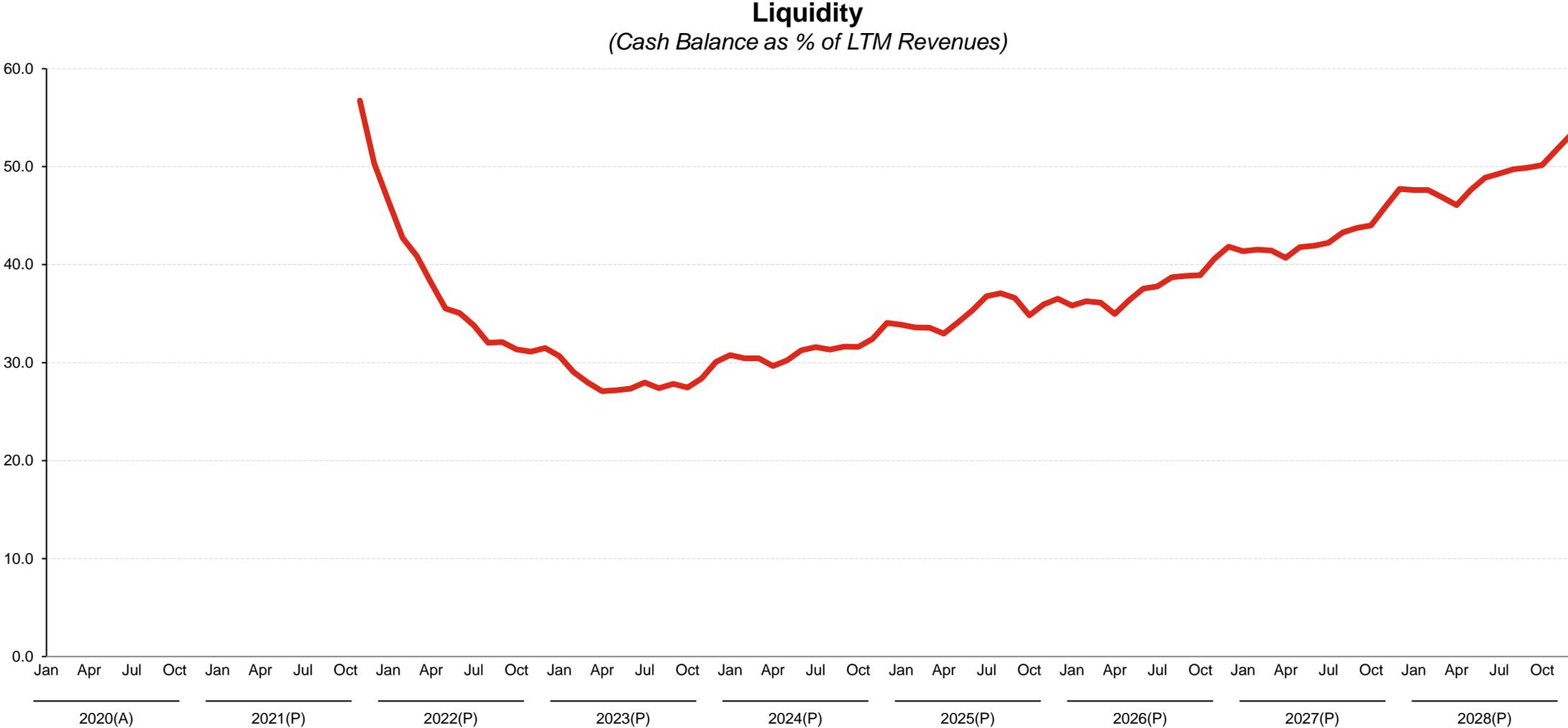
YE Freighter Fleet Count: **11**    **11**    **11**    **11**    **11**    **11**    **11**    **11**

(1) Most aircraft in 2021 are expected to be under a PBH rental agreement with no fixed minimums, and so the total fleet count as of YE2021 somewhat exceeds the expected network demand

# Financial Forecast | Pro-Forma Debt Structure

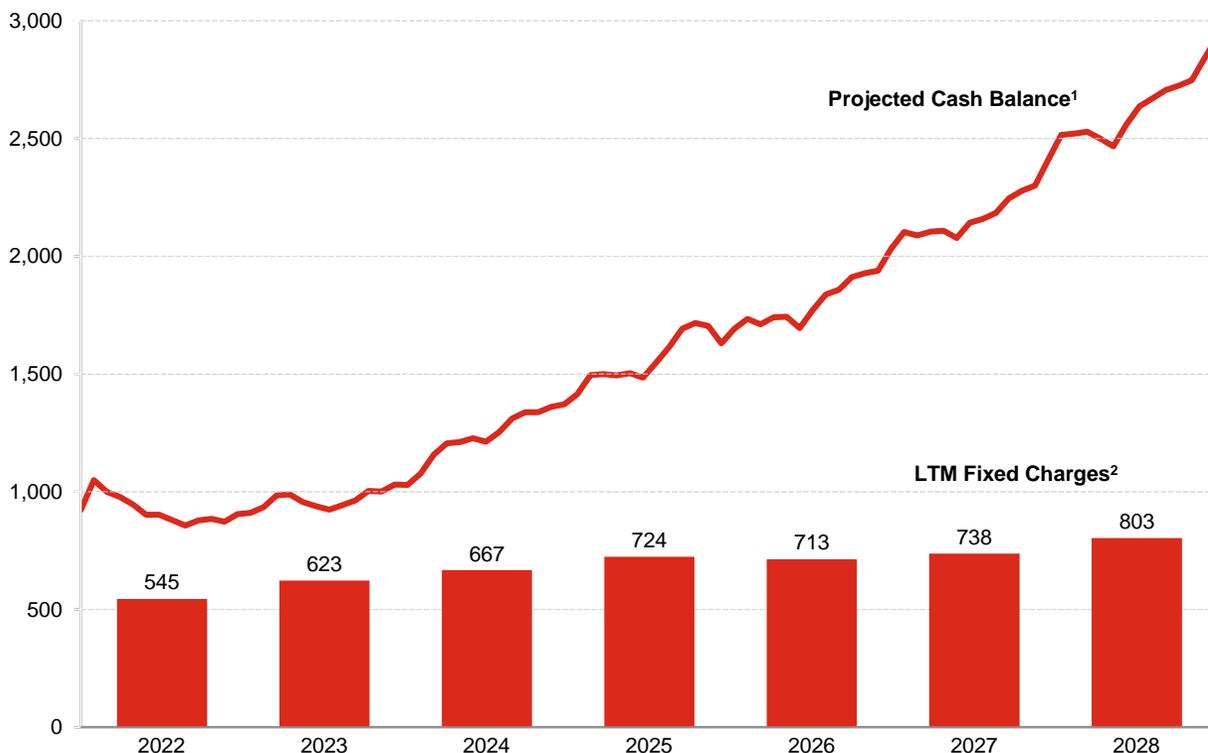
| USD millions   | <i>estimated</i> | <i>emergence</i> | <i>forecast</i> |
|--|------------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|  | 31-Jan-21        | 31-Oct-21        | 31-Dec-21       | 31-Dec-22       | 31-Dec-23       | 31-Dec-24       | 31-Dec-25       | 31-Dec-26       | 31-Dec-27       | 31-Dec-28       |
| DIP Loan (Tranches A & B)                                      | 1,693.1          | -                | -               | -               | -               | -               | -               | -               | -               | -               |
| Exit Tranche A-1 Financing / Refinancing                       | -                | 1,085.4          | 1,085.4         | 1,085.4         | 1,085.4         | 1,085.4         | 1,085.4         | 1,085.4         | 1,085.4         | 1,085.4         |
| Exit Tranche A-2 Financing / Refinancing                       | -                | 569.9            | 569.9           | 569.9           | 569.9           | 569.9           | 569.9           | 569.9           | 569.9           | 569.9           |
| Credit Card Securitizations                                    | 243.3            | 207.5            | 207.5           | 199.2           | 190.8           | 182.4           | 140.6           | 112.5           | 84.3            | 56.2            |
| Engine Financing   | 55.4             | 52.6             | 52.6            | 41.5            | 30.4            | 19.4            | 8.3             | -               | -               | -               |
| Densification Financing  | -                | -                | 18.7            | 83.9            | 65.9            | 46.8            | 26.6            | 5.6             | -               | -               |
| Secured Revolving Credit Facility                              | 100.0            | 100.0            | 100.0           | 100.0           | 100.0           | 100.0           | 100.0           | 100.0           | 100.0           | 100.0           |
| Lifemiles Debt (term loan B & revolver)                        | 365.4            | 397.5            | 397.5           | 387.5           | 377.5           | 367.5           | 399.1           | 395.5           | 391.8           | 388.2           |
| Other Corporate Debt   | 544.5            | 36.2             | 34.4            | 27.1            | 21.7            | 18.6            | 18.6            | 18.6            | 18.6            | 18.6            |
| <b>Total Corporate Debt</b>                                    | <b>3,001.7</b>   | <b>2,449.2</b>   | <b>2,466.2</b>  | <b>2,494.5</b>  | <b>2,441.7</b>  | <b>2,390.1</b>  | <b>2,348.5</b>  | <b>2,287.4</b>  | <b>2,250.1</b>  | <b>2,218.4</b>  |
| <b>Total Aircraft Financings (debt, lease, PDP financings)</b> | <b>3,227.3</b>   | <b>1,459.9</b>   | <b>1,476.6</b>  | <b>1,824.4</b>  | <b>1,933.1</b>  | <b>1,942.2</b>  | <b>1,887.7</b>  | <b>1,994.7</b>  | <b>2,591.7</b>  | <b>3,030.6</b>  |
| IFRS-16 Non-Aircraft Lease Liabilities                         | 51.5             | 51.2             | 51.1            | 50.4            | 49.3            | 48.1            | 46.6            | 44.8            | 42.8            | 40.7            |
| <b>Total Debt and Lease Liabilities</b>                        | <b>6,280.5</b>   | <b>3,960.4</b>   | <b>3,993.9</b>  | <b>4,369.3</b>  | <b>4,424.2</b>  | <b>4,380.4</b>  | <b>4,282.8</b>  | <b>4,326.9</b>  | <b>4,884.7</b>  | <b>5,289.6</b>  |

» It is projected that the Company's cash balance will remain above 25% of LTM revenues in all periods

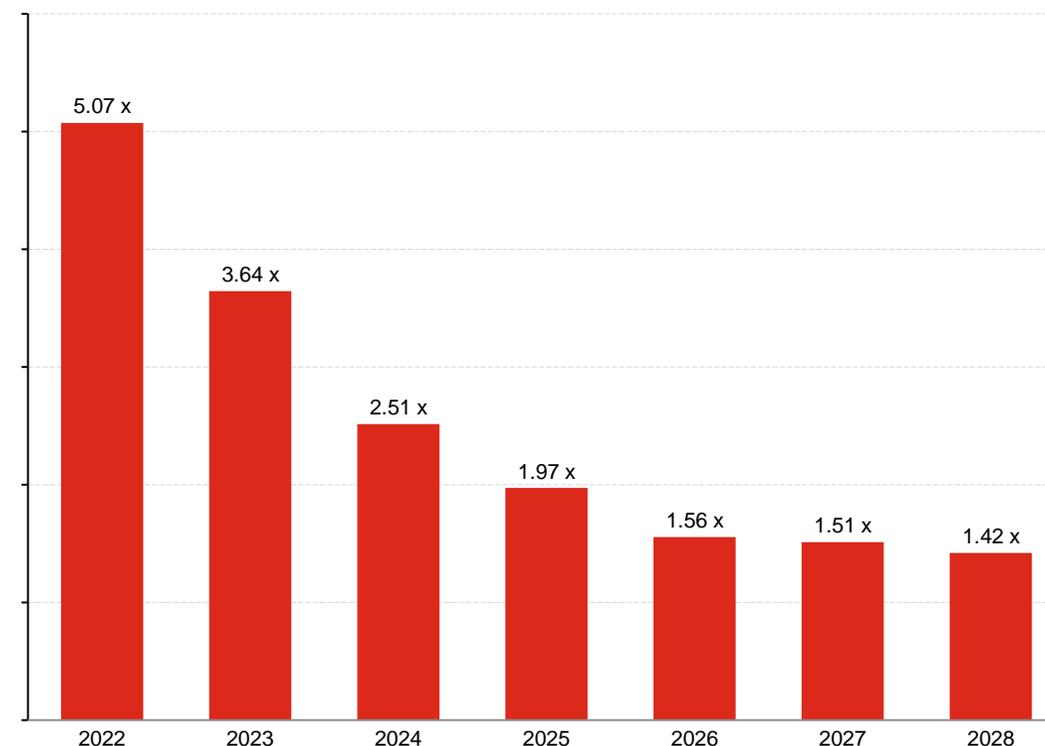


» The company is projecting significant cash generation which will allow it to reduce its leverage ratio to 2.0x about 4 years after emergence

**Projected Cash Balance<sup>1</sup> and LTM Fixed Charges<sup>2</sup>**  
(USD millions)



**Projected Leverage Ratio<sup>1,3</sup>**  
(Net Debt-to-LTM EBITDA)



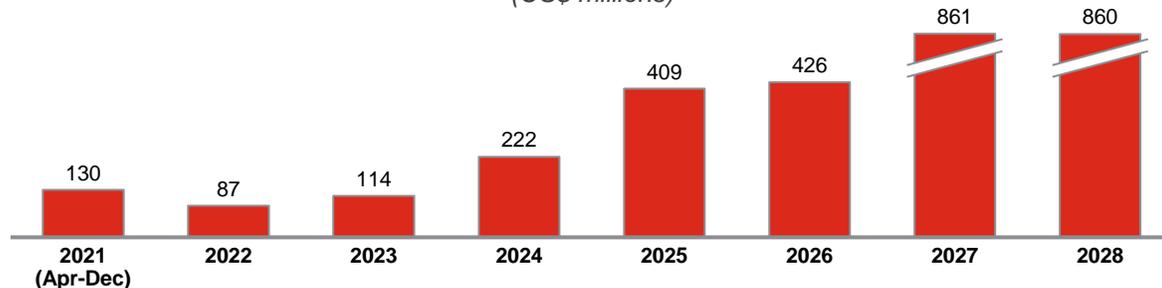
<sup>1</sup> Projected cash balance and leverage ratio are the product of high-level adjustments to the Company's forecast to reflect 1Q actuals, fleet changes, fuel price adjustment, and the impact of the Airbus order, with PDPs and assumed PDP financing

<sup>2</sup> LTM fixed charges assumes no pre-payment of the exit financing and includes LTM cash rent payments (both fixed monthly payment and variable PBH payments) and debt principal and interest payments – excludes repayments of debt due to re-financings (e.g., PDP debt repayments that are refinanced with the subsequent aircraft financing)

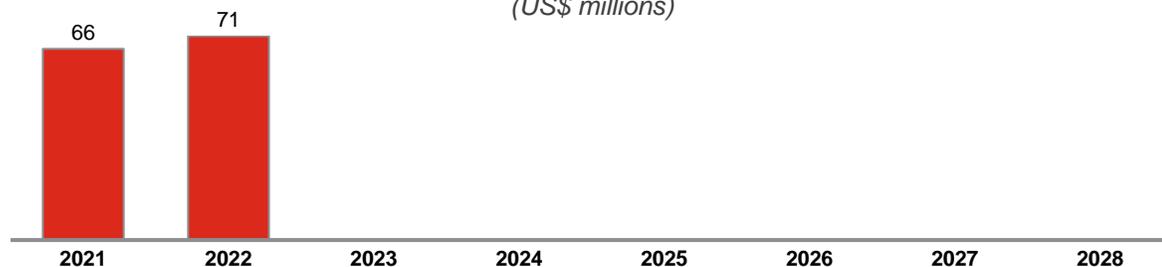
<sup>3</sup> EBITDA as included in the leverage calculation excludes maintenance PBH expense (as a proxy for maintenance cap-ex during the PBH period), and aircraft rentals during the PBH period (as these are excluded from the depreciation expense of the IFRS-16 right-of-use assets)

## >> The emergence plan assumes heavy maintenance event costs are capitalized

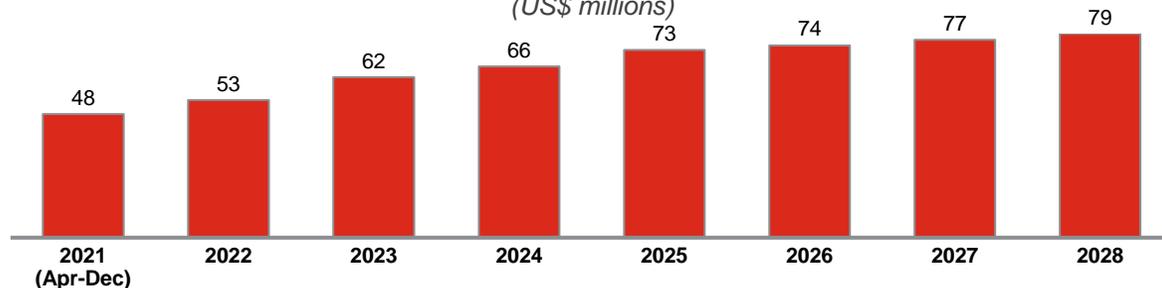
**Projected Capital Expenditures: Aircraft Related<sup>1</sup>**  
(US\$ millions)



**Projected Capital Expenditures: Densification**  
(US\$ millions)



**Projected Capital Expenditures: Other**  
(US\$ millions)



(1) Includes aircraft purchases and maintenance cap-ex

### Comments

- ❑ Total capital expenditures of US\$ 3.7 billion are projected over the forecast period (2021 – 2028)
- ❑ The company has assumed that it will use surplus cash in the latter years (2025 – 2028) to purchase a number of A320NEOs either outright (with no financing), or with debt
- ❑ Heavy maintenance event costs are capitalized when incurred
  - Total maintenance capital expenditures as shown includes maintenance PBH payments in 2021 (proxy for cap-ex during the PBH period)
- ❑ The forecast assumes densification of all narrowbodies, with projected net capital expenditures of US\$ 137 million

# Financial Forecast | Summary P&L



| US\$ M  | actual         | actual           | forecast         | forecast       | forecast       | forecast       | forecast       | forecast       | forecast       | forecast       |
|---|----------------|------------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   | 2019           | 2020             | 2021             | 2022           | 2023           | 2024           | 2025           | 2026           | 2027           | 2028           |
| Passenger Revenues                            | 3,313.3        | 838.5            | 977.0            | 1,876.3        | 2,393.7        | 2,820.2        | 3,033.9        | 3,229.3        | 3,435.0        | 3,644.7        |
| Other Passenger Related Revenues              | 276.9          | 93.3             | 129.0            | 388.2          | 531.9          | 588.7          | 672.4          | 699.8          | 725.4          | 751.5          |
| Cargo Revenues                                | 567.3          | 573.8            | 625.7            | 571.6          | 574.1          | 585.7          | 603.4          | 619.6          | 632.2          | 647.3          |
| Loyalty Revenues                              | 353.7          | 73.9             | 162.6            | 260.5          | 319.2          | 364.0          | 404.7          | 443.8          | 443.8          | 443.8          |
| Other Revenues                                | 110.3          | 132.1            | 48.8             | 28.8           | 29.6           | 30.4           | 31.3           | 32.2           | 32.8           | 33.4           |
| <b>Total Operating Revenues</b>               | <b>4,621.5</b> | <b>1,711.6</b>   | <b>1,943.1</b>   | <b>3,125.3</b> | <b>3,848.5</b> | <b>4,389.1</b> | <b>4,745.6</b> | <b>5,024.8</b> | <b>5,269.2</b> | <b>5,520.7</b> |
| Aircraft Fuel                                 | 1,204.1        | 335.6            | 423.8            | 771.9          | 942.7          | 1,019.1        | 1,069.1        | 1,100.5        | 1,120.0        | 1,139.3        |
| Aircraft and Engine Rentals                   | 11.8           | 3.4              | 78.5             | 125.9          | 36.0           | 18.6           | 19.6           | 19.6           | 18.0           | 16.0           |
| Depreciation, Amortization and Impairment     | 1,064.1        | 534.1            | 434.8            | 398.7          | 453.9          | 512.5          | 561.9          | 663.5          | 739.3          | 767.6          |
| Maintenance And Repairs                       | 257.6          | 121.5            | 162.2            | 176.5          | 223.6          | 247.9          | 263.8          | 269.6          | 255.6          | 286.0          |
| Salaries, Wages And Benefits                  | 717.3          | 389.0            | 388.6            | 399.7          | 428.0          | 467.7          | 508.5          | 530.3          | 563.0          | 598.2          |
| Distribution, Commissions & Other S&M Expense | 500.2          | 169.3            | 188.5            | 293.1          | 361.9          | 407.4          | 441.7          | 470.5          | 479.4          | 497.6          |
| Other Operations Expense                      | 1,009.2        | 386.6            | 503.3            | 645.4          | 811.9          | 903.6          | 965.7          | 1,014.2        | 1,065.9        | 1,121.1        |
| General & Administrative Expense              | 411.6          | 393.7            | 273.9            | 161.7          | 167.6          | 177.4          | 184.2          | 191.3          | 199.6          | 207.7          |
| <b>Total Operating Costs</b>                  | <b>5,175.8</b> | <b>2,333.1</b>   | <b>2,453.8</b>   | <b>2,972.9</b> | <b>3,425.6</b> | <b>3,754.2</b> | <b>4,014.6</b> | <b>4,259.5</b> | <b>4,440.8</b> | <b>4,633.6</b> |
| <b>EBIT</b>                                   | <b>(554.3)</b> | <b>(621.5)</b>   | <b>(510.7)</b>   | <b>152.4</b>   | <b>422.9</b>   | <b>634.9</b>   | <b>731.0</b>   | <b>765.4</b>   | <b>828.4</b>   | <b>887.1</b>   |
| <i>EBIT Margin</i>                            | <i>(12.0%)</i> | <i>(36.3%)</i>   | <i>(26.3%)</i>   | <i>4.9%</i>    | <i>11.0%</i>   | <i>14.5%</i>   | <i>15.4%</i>   | <i>15.2%</i>   | <i>15.7%</i>   | <i>16.1%</i>   |
| <b>EBITDA</b>                                 | <b>509.8</b>   | <b>(87.4)</b>    | <b>(75.9)</b>    | <b>551.0</b>   | <b>876.8</b>   | <b>1,147.4</b> | <b>1,292.8</b> | <b>1,428.9</b> | <b>1,567.8</b> | <b>1,654.7</b> |
| <i>EBITDA Margin</i>                          | <i>11.0%</i>   | <i>(5.1%)</i>    | <i>(3.9%)</i>    | <i>17.6%</i>   | <i>22.8%</i>   | <i>26.1%</i>   | <i>27.2%</i>   | <i>28.4%</i>   | <i>29.8%</i>   | <i>30.0%</i>   |
| <b>EBITDA excluding aircraft PBH payments</b> |                |                  | <b>51.6</b>      | <b>667.3</b>   | <b>896.7</b>   | <b>1,147.4</b> | <b>1,292.8</b> | <b>1,428.9</b> | <b>1,567.8</b> | <b>1,654.7</b> |
| <i>EBITDA excluding PBH Margin</i>            |                |                  | <i>2.7%</i>      | <i>21.4%</i>   | <i>23.3%</i>   | <i>26.1%</i>   | <i>27.2%</i>   | <i>28.4%</i>   | <i>29.8%</i>   | <i>30.0%</i>   |
| <b>EBITDAR</b>                                | <b>521.5</b>   | <b>(84.0)</b>    | <b>2.7</b>       | <b>676.9</b>   | <b>912.8</b>   | <b>1,165.9</b> | <b>1,312.5</b> | <b>1,448.5</b> | <b>1,585.7</b> | <b>1,670.8</b> |
| <i>EBITDAR Margin</i>                         | <i>11.3%</i>   | <i>(4.9%)</i>    | <i>0.1%</i>      | <i>21.7%</i>   | <i>23.7%</i>   | <i>26.6%</i>   | <i>27.7%</i>   | <i>28.8%</i>   | <i>30.1%</i>   | <i>30.3%</i>   |
| Interest Expense, net                         | 290.9          | 373.9            | 587.8            | 342.0          | 367.2          | 366.3          | 358.3          | 321.7          | 337.3          | 368.3          |
| (Gains) / Losses on Asset Sales               | -              | (0.3)            | 20.1             | -              | -              | -              | -              | -              | -              | -              |
| Derivative Instruments and Foreign Exchange   | 24.8           | 49.6             | (33.7)           | -              | -              | -              | -              | -              | -              | -              |
| <b>Total Non-Operating Costs</b>              | <b>315.7</b>   | <b>423.2</b>     | <b>574.2</b>     | <b>342.0</b>   | <b>367.2</b>   | <b>366.3</b>   | <b>358.3</b>   | <b>321.7</b>   | <b>337.3</b>   | <b>368.3</b>   |
| <b>Pre-Tax Income</b>                         | <b>(870.0)</b> | <b>(1,044.7)</b> | <b>(1,085.0)</b> | <b>(189.6)</b> | <b>55.8</b>    | <b>268.6</b>   | <b>372.7</b>   | <b>443.7</b>   | <b>491.1</b>   | <b>518.8</b>   |
| <i>Pre-Tax Margin</i>                         | <i>(18.8%)</i> | <i>(61.0%)</i>   | <i>(55.8%)</i>   | <i>(6.1%)</i>  | <i>1.4%</i>    | <i>6.1%</i>    | <i>7.9%</i>    | <i>8.8%</i>    | <i>9.3%</i>    | <i>9.4%</i>    |
| Income Taxes                                  | 24.0           | 47.4             | 19.3             | 21.1           | 23.6           | 28.0           | 49.6           | 68.2           | 70.5           | 72.1           |
| <b>Net Income</b>                             | <b>(894.0)</b> | <b>(1,092.0)</b> | <b>(1,104.2)</b> | <b>(210.7)</b> | <b>32.2</b>    | <b>240.6</b>   | <b>323.0</b>   | <b>375.5</b>   | <b>420.6</b>   | <b>446.7</b>   |
| <i>Net Margin</i>                             | <i>(19.3%)</i> | <i>(63.8%)</i>   | <i>(56.8%)</i>   | <i>(6.7%)</i>  | <i>0.8%</i>    | <i>5.5%</i>    | <i>6.8%</i>    | <i>7.5%</i>    | <i>8.0%</i>    | <i>8.1%</i>    |

# Financial Forecast | Summary Cash Flow Statement

| US\$ M   | forecast<br>Apr - Dec 2021 | forecast<br>2022 | forecast<br>2023 | forecast<br>2024 | forecast<br>2025 | forecast<br>2026 | forecast<br>2027 | forecast<br>2028 | CUMULATIVE       |
|--|----------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Cash Flows from Operations:</b>                 |                            |                  |                  |                  |                  |                  |                  |                  |                  |
| <b>EBITDAR</b>                                     | <b>56.0</b>                | <b>676.9</b>     | <b>912.8</b>     | <b>1,165.9</b>   | <b>1,312.5</b>   | <b>1,448.5</b>   | <b>1,585.7</b>   | <b>1,670.8</b>   | <b>8,829.2</b>   |
| Add-back of non-cash items:                        |                            |                  |                  |                  |                  |                  |                  |                  |                  |
| Maintenance and pension provisions                 | 7.5                        | 31.5             | 48.3             | 56.3             | 42.1             | 27.4             | (2.1)            | 16.7             | 227.7            |
| Other operating cash flows:                        |                            |                  |                  |                  |                  |                  |                  |                  |                  |
| Income tax paid, net of refunds                    | (68.5)                     | (30.1)           | (25.6)           | (27.3)           | (44.7)           | (67.4)           | (69.9)           | (71.7)           | (405.2)          |
| Working capital (net)                              | (22.3)                     | 39.6             | 93.6             | 62.2             | 76.4             | 69.9             | 78.3             | 77.4             | 475.0            |
| <b>Net Cash Flows Provided by Operations</b>       | <b>(27.3)</b>              | <b>717.9</b>     | <b>1,029.1</b>   | <b>1,257.1</b>   | <b>1,386.3</b>   | <b>1,478.4</b>   | <b>1,592.0</b>   | <b>1,693.3</b>   | <b>9,126.7</b>   |
| <b>Cash Flows from Investing:</b>                  |                            |                  |                  |                  |                  |                  |                  |                  |                  |
| Aircraft security deposits                         | (49.0)                     | (8.5)            | (6.2)            | (3.5)            | (1.6)            | (2.0)            | (3.3)            | (2.2)            | (76.3)           |
| Aircraft predelivery deposits, net of financing    | -                          | (2.4)            | (7.2)            | 29.9             | (15.6)           | (55.6)           | 16.9             | 1.3              | (32.9)           |
| Capital expenditures, net of financing             | (181.1)                    | (211.0)          | (175.7)          | (287.8)          | (395.5)          | (368.3)          | (440.6)          | (476.8)          | (2,536.7)        |
| Aircraft return expenses                           | -                          | -                | -                | -                | -                | (9.4)            | (54.7)           | (36.2)           | (100.3)          |
| Interest income                                    | 1.1                        | 1.4              | 1.5              | 1.9              | 2.4              | 2.7              | 3.3              | 3.9              | 18.2             |
| <b>Net Cash Flows Provided by Investing</b>        | <b>(229.0)</b>             | <b>(220.5)</b>   | <b>(187.7)</b>   | <b>(259.4)</b>   | <b>(410.3)</b>   | <b>(432.5)</b>   | <b>(478.5)</b>   | <b>(510.0)</b>   | <b>(2,728.0)</b> |
| <b>Cash Flows from Financing:</b>                  |                            |                  |                  |                  |                  |                  |                  |                  |                  |
| DIP - original Tranche A, B issuance (final draw)  | 174.5                      | -                | -                | -                | -                | -                | -                | -                | 174.5            |
| DIP - original Tranche A repayment                 | (1,427.9)                  | -                | -                | -                | -                | -                | -                | -                | (1,427.9)        |
| DIP-to-Exit Financing - issuance / refinancing     | 1,600.0                    | -                | 569.9            | -                | 1,085.4          | -                | -                | -                | 3,255.4          |
| DIP-to-Exit Financing - repayment                  | -                          | -                | (569.9)          | -                | (1,085.4)        | -                | -                | -                | (1,655.4)        |
| Conversion of Tranche B DIP loan to equity         | 934.7                      | -                | -                | -                | -                | -                | -                | -                | 934.7            |
| Retirement of Tranche B DIP loan to equity         | (934.7)                    | -                | -                | -                | -                | -                | -                | -                | (934.7)          |
| Other long-term debt - new debt issuance           | 418.9                      | 78.0             | -                | -                | 400.0            | -                | -                | -                | 896.9            |
| Other long-term debt - debt repayment              | (409.4)                    | (49.7)           | (52.8)           | (51.6)           | (443.8)          | (67.2)           | (59.3)           | (81.3)           | (1,215.1)        |
| Aircraft and engine rentals                        | (76.3)                     | (125.9)          | (36.0)           | (18.6)           | (19.6)           | (19.6)           | (18.0)           | (16.0)           | (330.1)          |
| Interest payments                                  | (98.7)                     | (194.8)          | (214.6)          | (186.8)          | (254.1)          | (160.1)          | (174.6)          | (195.6)          | (1,479.2)        |
| Payments of IFRS-16 lease liability                | (20.4)                     | (96.8)           | (189.2)          | (227.5)          | (254.9)          | (280.8)          | (299.8)          | (308.2)          | (1,677.6)        |
| Interest on IFRS-16 lease liability                | (26.2)                     | (77.4)           | (151.4)          | (175.7)          | (165.1)          | (148.7)          | (149.2)          | (160.6)          | (1,054.5)        |
| <b>Net Cash Flows Used in Financing Activities</b> | <b>134.5</b>               | <b>(466.5)</b>   | <b>(644.0)</b>   | <b>(660.2)</b>   | <b>(737.6)</b>   | <b>(676.5)</b>   | <b>(700.9)</b>   | <b>(761.8)</b>   | <b>(4,512.9)</b> |
| <b>Cash Flows from Other Activities:</b>           |                            |                  |                  |                  |                  |                  |                  |                  |                  |
| Pension payments                                   | (17.1)                     | (24.0)           | (24.4)           | -                | -                | -                | -                | -                | (65.6)           |
| Purchase of LifeMiles stake                        | (5.0)                      | -                | -                | -                | -                | -                | -                | -                | (5.0)            |
| Sale of assets                                     | (0.4)                      | -                | -                | -                | -                | -                | -                | -                | (0.4)            |
| Capitalization                                     | 200.0                      | -                | -                | -                | -                | -                | -                | -                | 200.0            |
| <b>Net Cash Flows Used in Other Activities</b>     | <b>177.5</b>               | <b>(24.0)</b>    | <b>(24.4)</b>    | <b>-</b>         | <b>-</b>         | <b>-</b>         | <b>-</b>         | <b>-</b>         | <b>129.1</b>     |
| <b>Net Cash Flow</b>                               | <b>55.7</b>                | <b>6.8</b>       | <b>173.0</b>     | <b>337.5</b>     | <b>238.4</b>     | <b>369.4</b>     | <b>412.6</b>     | <b>421.5</b>     | <b>2,014.8</b>   |
| <b>Starting Cash Balance (consolidated AVH)</b>    | <b>922.0</b>               | <b>977.8</b>     | <b>984.5</b>     | <b>1,157.5</b>   | <b>1,495.0</b>   | <b>1,733.4</b>   | <b>2,102.8</b>   | <b>2,515.4</b>   | <b>922.0</b>     |
| <b>Ending Cash Balance (consolidated AVH)</b>      | <b>977.8</b>               | <b>984.5</b>     | <b>1,157.5</b>   | <b>1,495.0</b>   | <b>1,733.4</b>   | <b>2,102.8</b>   | <b>2,515.4</b>   | <b>2,936.9</b>   | <b>2,936.9</b>   |

# Financial Forecast | Summary Balance Sheet<sup>1</sup>



| US\$ M   | actual           | forecast       | forecast         | forecast       | forecast       | forecast       | forecast       | forecast       | forecast       |
|--|------------------|----------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|  | 2020             | 2021           | 2022             | 2023           | 2024           | 2025           | 2026           | 2027           | 2028           |
| <b>Total assets</b>  | <b>6,860.5</b>   | <b>4,516.0</b> | <b>4,759.4</b>   | <b>5,028.3</b> | <b>5,383.4</b> | <b>5,767.6</b> | <b>6,310.6</b> | <b>7,344.3</b> | <b>8,289.5</b> |
| Cash, restricted cash, short-term investments                          | 978.4            | 977.8          | 984.5            | 1,157.5        | 1,495.0        | 1,733.4        | 2,102.8        | 2,515.4        | 2,936.9        |
| Current tax assets   | 111.8            | 120.6          | 120.6            | 120.6          | 120.6          | 120.6          | 120.6          | 120.6          | 120.6          |
| Accounts receivable, net of provision for doubtful accounts            | 233.0            | 139.6          | 164.8            | 199.0          | 218.9          | 238.6          | 258.1          | 265.1          | 280.0          |
| Expendable spare parts and supplies, net of provision for obsolescence | 81.4             | 70.2           | 58.6             | 72.2           | 82.5           | 89.1           | 94.0           | 108.0          | 113.1          |
| Prepaid expenses   | 36.2             | 46.9           | 57.3             | 84.7           | 82.9           | 148.4          | 137.2          | 124.8          | 114.8          |
| Assets held for sale   | 0.9              | 0.8            | 0.8              | 0.8            | 0.8            | 0.8            | 0.8            | 0.8            | 0.8            |
| Deposits and other assets  | 93.1             | 113.4          | 121.9            | 128.1          | 131.5          | 133.1          | 135.1          | 138.5          | 140.7          |
| Intangibles  | 488.9            | 443.6          | 384.2            | 323.4          | 259.1          | 221.1          | 179.6          | 143.8          | 108.1          |
| Deferred tax assets  | 25.2             | 22.5           | 22.5             | 22.5           | 22.5           | 22.5           | 22.5           | 22.5           | 22.5           |
| Property and equipment, net  | 3,764.6          | 993.3          | 1,082.3          | 1,121.3        | 1,278.2        | 1,565.9        | 1,916.5        | 2,394.4        | 2,901.4        |
| IFRS-16 lease right-of-use asset (net)                                 | 1,046.9          | 1,587.2        | 1,761.7          | 1,798.1        | 1,691.3        | 1,493.9        | 1,343.2        | 1,510.4        | 1,550.5        |
| <b>Total liabilities</b>   | <b>8,162.3</b>   | <b>5,377.6</b> | <b>5,808.0</b>   | <b>6,015.3</b> | <b>6,104.4</b> | <b>6,154.5</b> | <b>6,316.7</b> | <b>6,929.8</b> | <b>7,428.3</b> |
| Long-Term Debt   | 4,880.9          | 2,466.2        | 2,494.5          | 2,441.7        | 2,470.9        | 2,549.6        | 2,744.3        | 3,143.1        | 3,521.3        |
| IFRS-16 Lease Liabilities  | 1,400.3          | 1,527.8        | 1,874.8          | 1,982.5        | 1,909.5        | 1,733.2        | 1,582.6        | 1,741.6        | 1,768.3        |
| Accrued interest   | -                | 17.0           | 16.9             | 20.0           | 19.8           | 23.1           | 24.1           | 26.4           | 27.8           |
| Tax liabilities  | 68.7             | 10.9           | 1.9              | (0.1)          | 0.6            | 5.6            | 6.3            | 6.9            | 7.4            |
| Accounts payable and accrued expenses                                  | 525.5            | 369.7          | 478.0            | 552.6          | 592.8          | 630.4          | 656.8          | 694.2          | 728.3          |
| Provisions for return conditions and legal claims                      | 184.2            | 131.3          | 164.2            | 202.1          | 236.5          | 268.2          | 285.5          | 235.2          | 223.2          |
| Employee benefits  | 238.6            | 102.9          | 76.5             | 41.6           | 47.3           | 55.9           | 61.0           | 71.9           | 79.1           |
| Air traffic liability  | 399.2            | 294.1          | 269.4            | 336.2          | 369.0          | 398.1          | 424.4          | 443.9          | 476.3          |
| Other liabilities  | 12.1             | 11.3           | 11.3             | 11.3           | 11.3           | 11.3           | 11.3           | 11.3           | 11.3           |
| Frequent flyer deferred revenue  | 452.8            | 446.4          | 420.5            | 427.3          | 446.6          | 479.1          | 520.3          | 555.3          | 585.1          |
| <b>Total equity</b>  | <b>(1,301.8)</b> | <b>(861.6)</b> | <b>(1,048.6)</b> | <b>(987.1)</b> | <b>(721.0)</b> | <b>(386.9)</b> | <b>(6.1)</b>   | <b>414.5</b>   | <b>861.2</b>   |

(1) Forecast assumes the sale of the Company's interest in Servicios Aeroportuarios Integrales SAI S.A.S. in August 2021

# Financial Forecast | Summary Operating Statistics



| Operating Statistics                    | forecast   |
|---|------------|------------|------------|------------|------------|------------|------------|------------|
|   | 2021       | 2022       | 2023       | 2024       | 2025       | 2026       | 2027       | 2028       |
| <b>All flights (passenger + cargo):</b> |            |            |            |            |            |            |            |            |
| Departures                              | 131,148    | 191,157    | 230,883    | 243,620    | 250,876    | 259,542    | 258,294    | 269,249    |
| BH                                      | 254,634    | 421,877    | 553,785    | 616,637    | 649,372    | 671,402    | 653,389    | 679,896    |
| <b>Passenger flights only:</b>          |            |            |            |            |            |            |            |            |
| Departures                              | 121,156    | 191,157    | 230,883    | 243,620    | 250,876    | 259,542    | 270,497    | 281,452    |
| BH                                      | 218,408    | 421,877    | 553,785    | 616,637    | 649,372    | 671,402    | 697,910    | 724,418    |
| Kilometers (K)                          | 108,987    | 209,214    | 296,159    | 340,612    | 363,302    | 376,845    | 391,797    | 406,749    |
| Average Stage (km)                      | 900        | 1,094      | 1,283      | 1,398      | 1,448      | 1,452      | 1,448      | 1,445      |
| ASK (M)                                 | 17,367     | 38,190     | 55,061     | 64,108     | 68,230     | 70,609     | 73,300     | 75,992     |
| RPK (M)                                 | 12,382     | 32,227     | 44,701     | 53,406     | 56,922     | 59,547     | 61,684     | 63,820     |
| Load Factor                             | 71.3%      | 84.4%      | 81.2%      | 83.3%      | 83.4%      | 84.3%      | 84.2%      | 84.0%      |
| Seats                                   | 17,469,418 | 30,744,075 | 38,618,897 | 41,083,396 | 42,383,889 | 43,930,746 | 45,902,646 | 47,874,546 |
| PAX                                     | 12,836,457 | 26,608,555 | 32,018,043 | 33,988,841 | 36,679,552 | 38,452,896 | 40,069,681 | 41,686,466 |
| Average BH per Departure                | 1.80       | 2.21       | 2.40       | 2.53       | 2.59       | 2.59       | 2.58       | 2.57       |
| Average Seats per Departure             | 144        | 161        | 167        | 169        | 169        | 169        | 170        | 170        |
| Average Jet Fuel Price (US\$ / gallon)  | 1.75       | 1.83       | 1.74       | 1.67       | 1.67       | 1.67       | 1.67       | 1.67       |

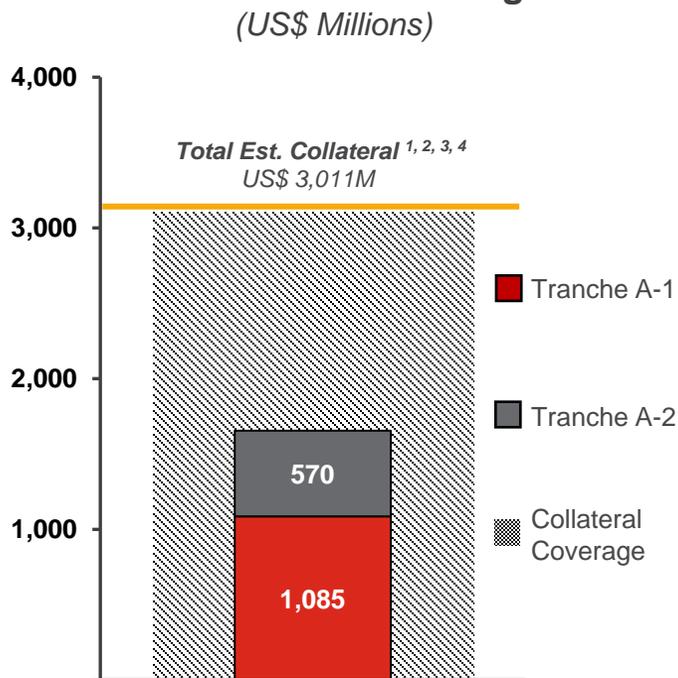
## Appendix – Collateral Coverage



# Collateral Coverage for Exit Debt Financing

➤➤ Newly performed appraisals support that the Exit Debt Financing of US\$ 1.6 billion will have substantial collateral coverage (LTV of 56.2%) after upsizing of the LM debt and before accounting for the value of the COP-denominated credit card receivables

## Projected Exit Debt Finance Balance and Collateral Coverage (US\$ Millions)



| Emergence Debt  |               |
|---|---------------|
| Loan to Value (LTV)<br>(pre- / post-upsizing of LM debt to US\$ 405M) <sup>1, 2, 3, 4</sup> | 55.0% / 56.2% |

| Available Collateral                               | Description  | Valuation Summary  |
|--|--|--|
| <br><b>Equity interest in LifeMiles</b>            | Avianca's 89.9% equity interest in the LifeMiles, as well as its nominally-priced option to acquire an additional 10.1% <sup>2</sup> | <b>MBA Valuation: US\$ 2,159M</b><br>Implied Equity Value after subtraction of net debt<br><b>US\$ 1,891M / US\$ 1,825M<sup>3</sup></b><br>(MBA 6/18/21) |
| <br><b>Cargo Business</b>                          | Pledge of the cargo business (not inclusive of belly cargo)  | <b>MBA Valuation: US\$ 870M</b><br>Implied Equity Value after subtraction of net debt<br><b>US\$ 660M<sup>4</sup></b><br>(MBA 6/18/21)                   |
| <br><b>Brand Intellectual Property</b>             | First-lien pledge on Brand Intellectual Property (i.e., Trademarks)  | <b>MBA Valuation: US\$ 460M</b><br>(MBA 6/18/21)   |
| <br><b>COP-denominated credit card receivables</b> | First-lien pledge on certain COP-denominated credit card receivables   | Not appraised by 3 <sup>rd</sup> party   |

(1) Collateral coverage projections is not inclusive of monthly estimates of credit card receivable balances, and is inclusive of expected PIK'd conversion and commitment fees upon emergence

(2) Avianca will pay purchase price of US\$ 5M to acquire the remaining 10.1% upon refinancing of the existing LM debt facility.

(3) Equity stake for collateral value is calculated by subtracting gross debt of US\$ 340M (pre-upsizing) or assumes LM upsizes debt to US\$ 405M (post-upsizing); the net debt includes cash position of US\$ 72M

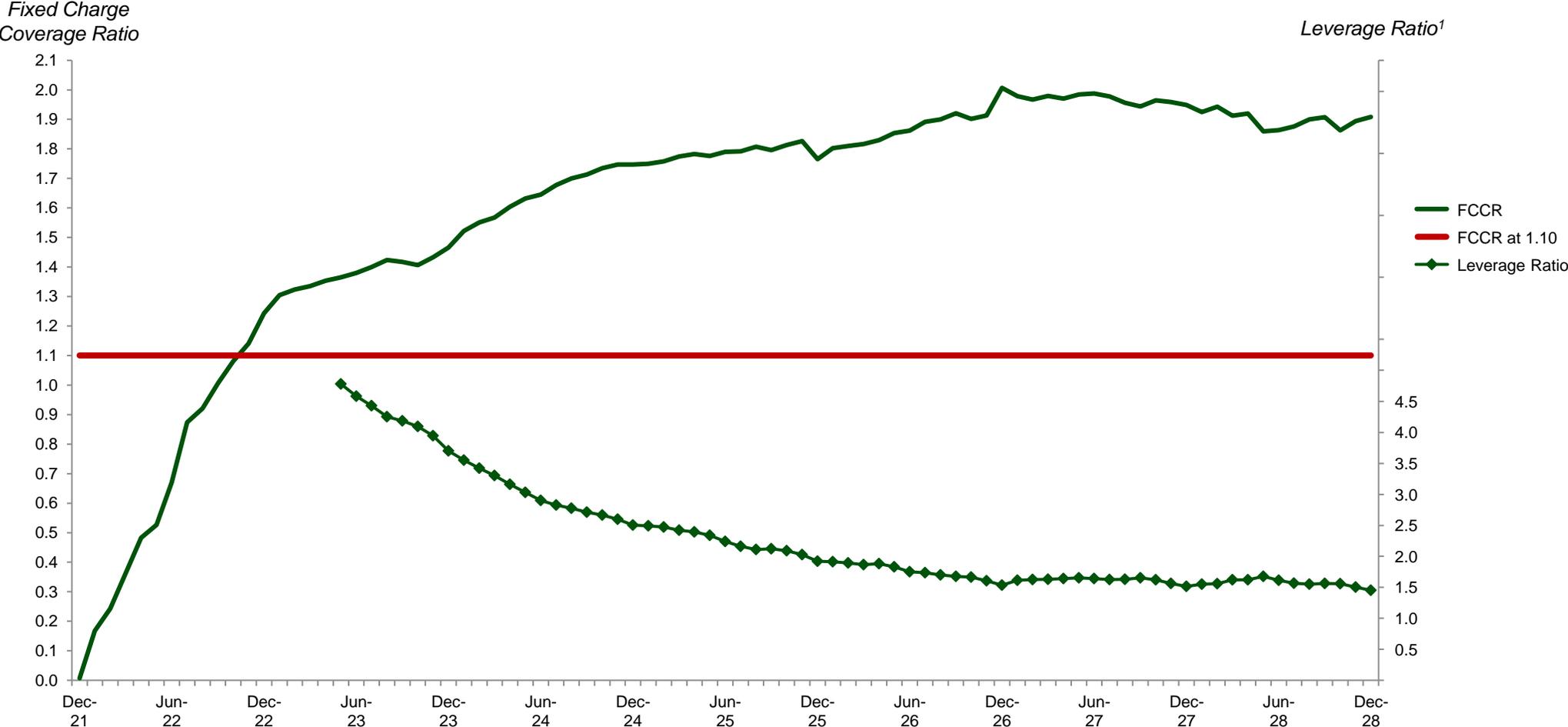
(4) Assuming estimated net debt at emergence of US\$ 210M, the net collateral value drops to US\$ 660M

# Appendix - Covenant Analysis



# Fixed Charge Coverage Ratio (“FCCR”) and Leverage Ratio through Dec-2028

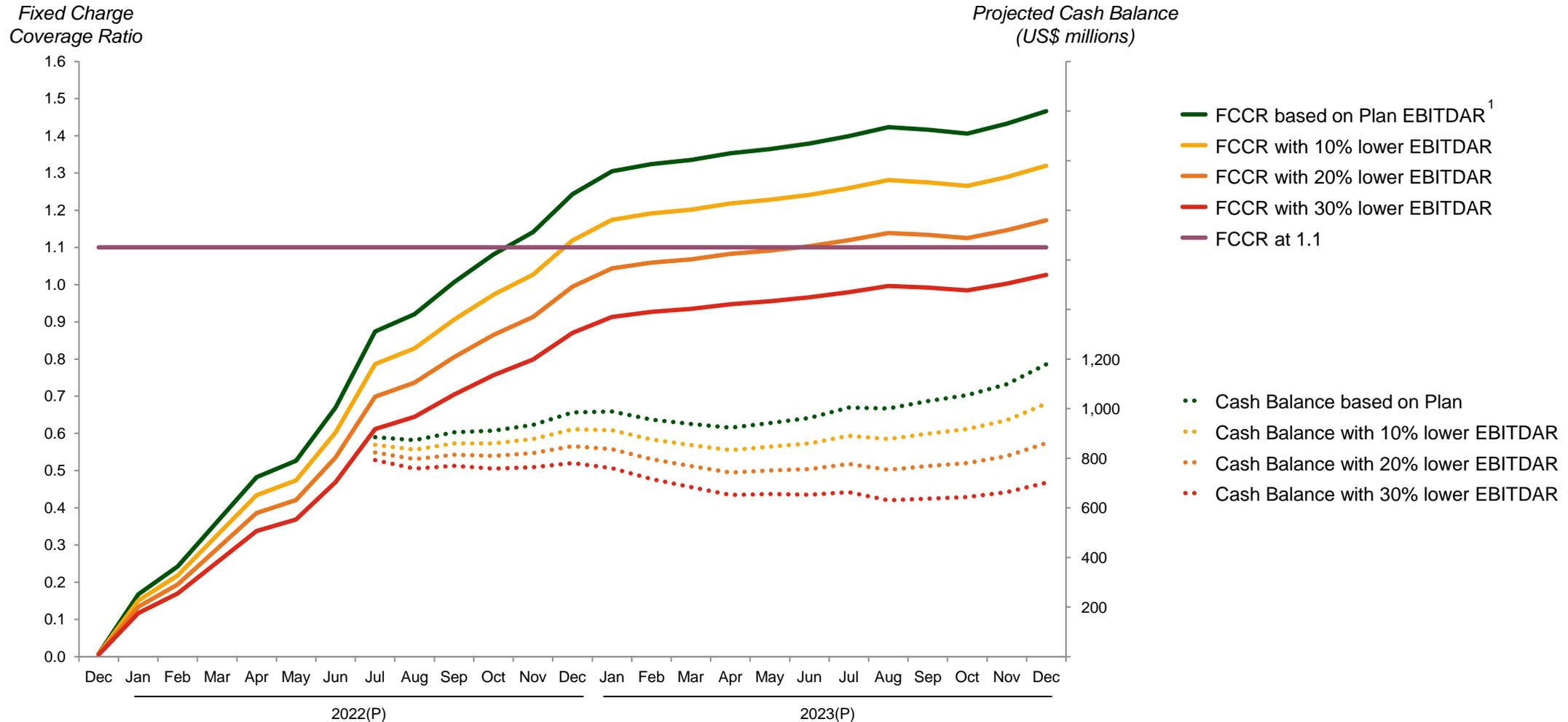
» The FCCR is projected above 1.10 from the end of 2022 forward



(1) EBITDA as included in the leverage calculation excludes aircraft rentals during the PBH period (as these are excluded from the depreciation expense of the IFRS-16 right-of-use assets)  
 Note: The forecast as shown in this page has been adjusted to assume that exit debt is refinanced only at maturity in October 2028 (versus the standard assumption in the rest of the deck that exit debt is refinanced mid-forecast)

# Fixed Charge Coverage Ratio (“FCCR”) Sensitivity through 2023

» The projected FCCR remains below 1.5x through 2023, and grows thereafter as projected profitability expands

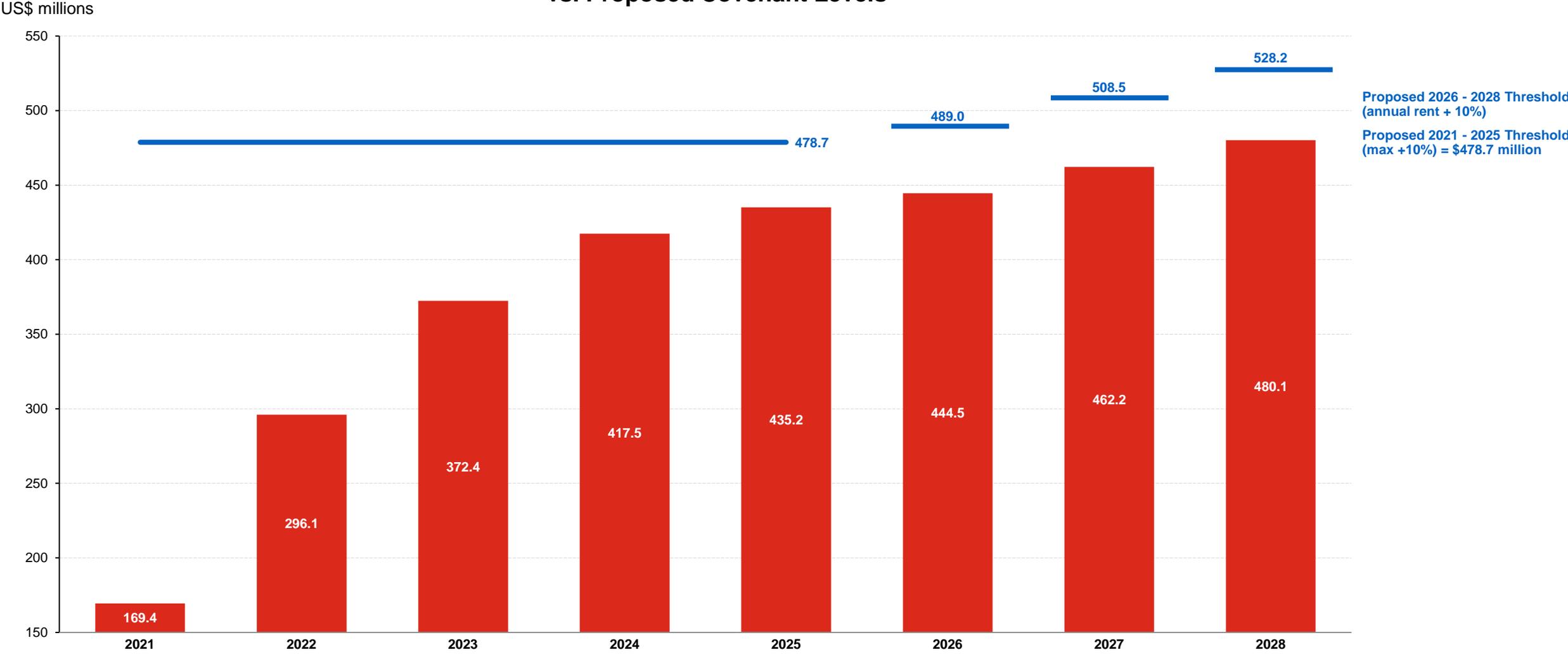


(1) EBITDA as included in the leverage calculation excludes aircraft rentals during the PBH period (as these are excluded from the depreciation expense of the IFRS-16 right-of-use assets)  
 Note: The forecast as shown in this page has been adjusted to assume that exit debt is refinanced only at maturity in October 2028 (versus the standard assumption in the rest of the deck that exit debt is refinanced mid-forecast)

# Proposed Rental Payment Covenant Levels



### Annual Cash Rental Payments for Aircraft and Spare Engines (inc. PBH capital payments) vs. Proposed Covenant Levels



# Appendix - LifeMiles



>> The LifeMiles loyalty program is uniquely positioned to continue to bolster its growth trajectory and profitability

## Business At-A-Glance



10+ million Members



US\$ 334M in FY19  
Gross Billings



Winner of 5 Global  
Traveler Awards and  
13 Freddie Award



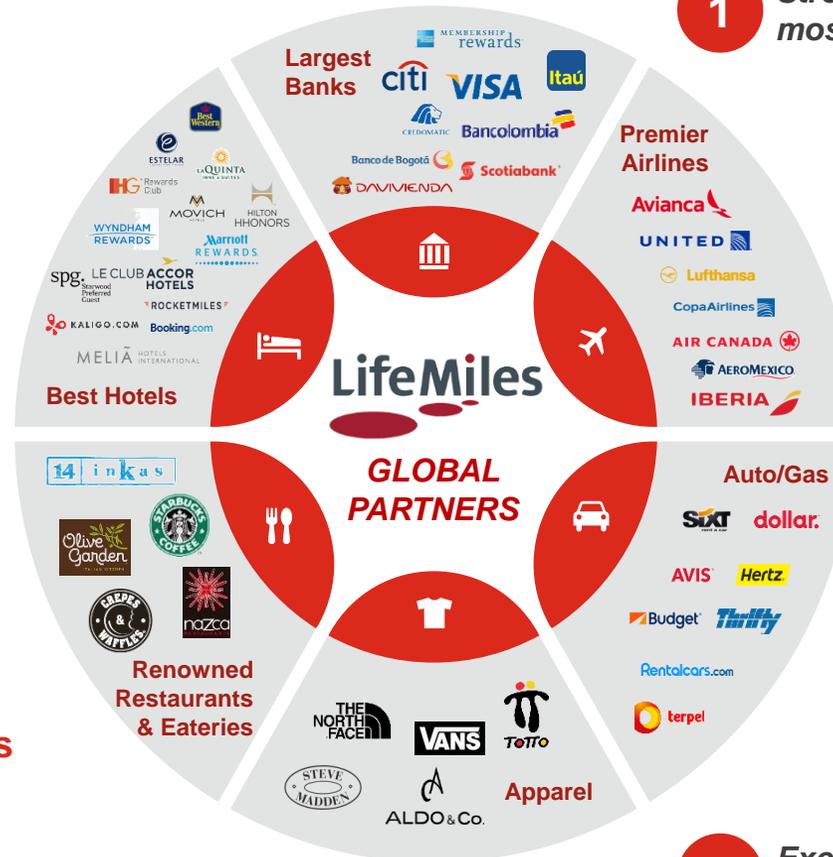
Exclusive Loyalty  
Program for Avianca



~600K Active  
Co-branded Credit Cards



700+ Commercial Partners



## Key Highlights

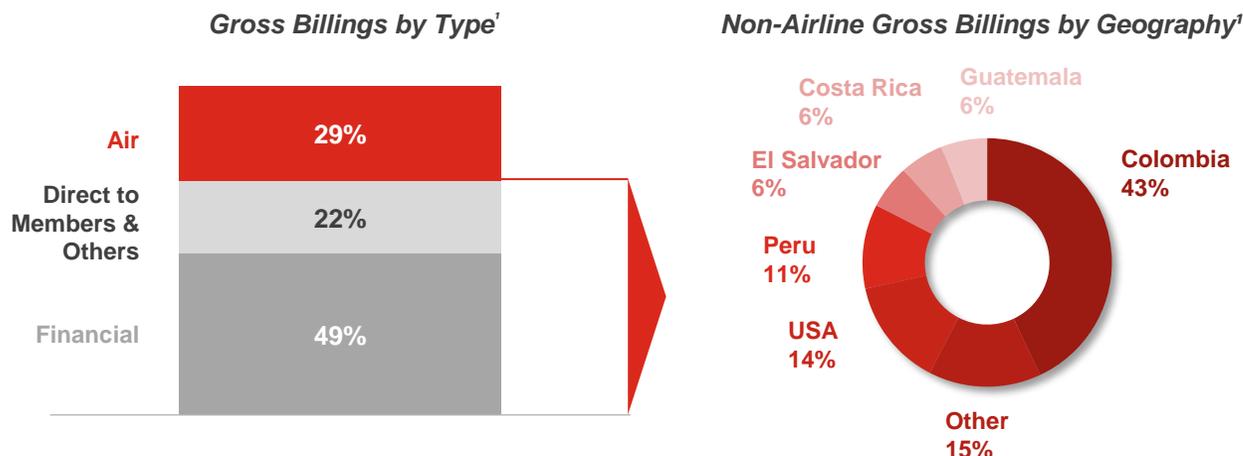
- 1 Strongly positioned in its core markets as the largest and most recognized loyalty program
- 2 Underpenetrated consumer markets foster significant growth potential
- 3 Diversified network of Blue-Chip commercial and financial partners
- 4 Attractive operating model generating predictable, long-term liquidity
- 5 Proven, experienced and aligned management team, supported by a top private equity sponsor
- 6 Exclusive agreement with Avianca, the leading carrier in Colombia and Central America, extended through 2040

## LifeMiles continues to augment its non-airline partner network to drive robust operational results and profitability

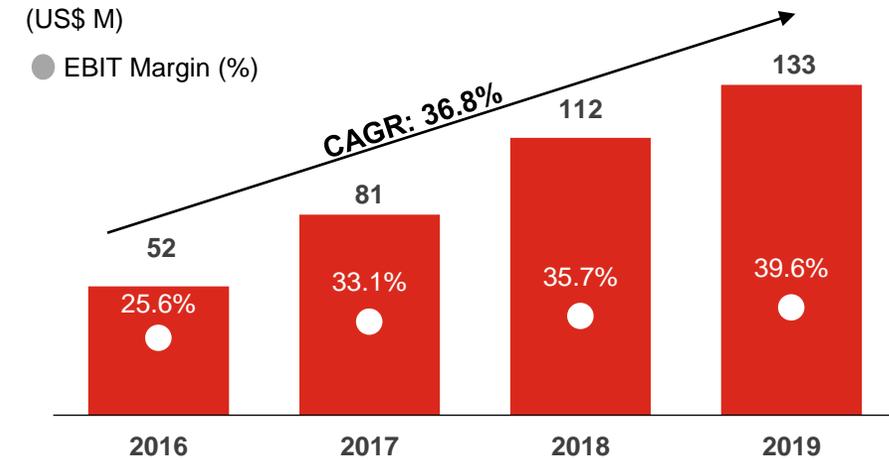
### Successful and Diverse Business Model

- ❑ Diversified geographic presence with 6 countries contributing 6%+ of gross billings<sup>1</sup>
- ❑ Asset-light business model with favorable working capital dynamics, cash margin of ~45%<sup>2</sup> of gross billings
- ❑ Proven management team, the core of which has been in place since 2010 and has grown non-airline sales by 4x over the same time period
- ❑ On average, non-air rewards provide a 10% to 20% higher profit margin than redemptions for air tickets
- ❑ With a growing customer base and partner network, non-domesticated (Colombia) gross billings have increased by 10%+ since FY2017

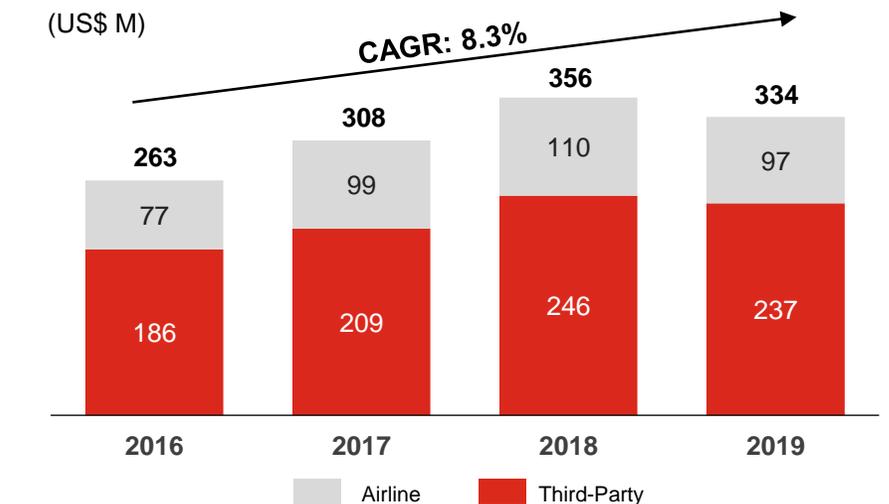
### A Diversified Mix of Customers & Geographies



### Strong EBIT Growth and Margin Expansion (IFRS 15)<sup>2</sup>



### .....Is Accelerating Growth in Gross Billings

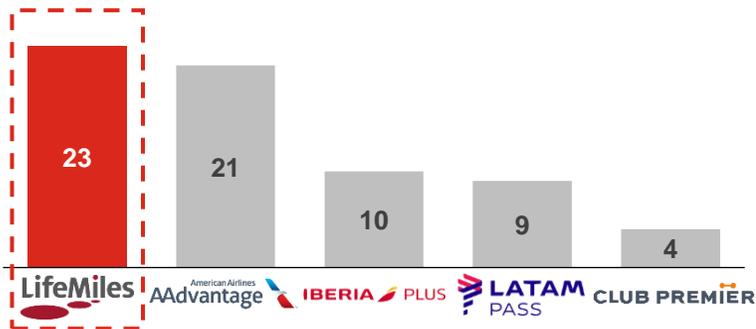


(1) Reflects FY 2019. LifeMiles revenue comes primarily from the sale of miles, which are referred to as "Gross Billings"  
 (2) Defined as Adj. Cash EBITDA / Gross Billings  
 (3) Excludes one-time non-cash breakage-related adjustment

LifeMiles leverages its diversified network of partnerships across an expanding geographic footprint to accelerate growth

## Financial Partnerships

LifeMiles has more co-brand credit card partnerships than any of its Latin American Competitors



Co-branding contracts deliver diversified and predictable sales streams vs. AVH point accruals

Miles sold through financial partnerships yield higher margins than miles sold to Avianca & AV air partners

Co-branded credit cards facilitate continuous customer engagement with the LifeMiles program

Network of financial partnerships enables LifeMiles to provide a more comprehensive loyalty program

## Retail / Transport Channels

| Hotels           | Car Rental      | Retail         | Restaurants      |
|------------------|-----------------|----------------|------------------|
| Hilton HONORS    | Hertz           | THE NORTH FACE | Olive Garden     |
| IHG Rewards Club | SIXT rent a car | ALDO           | UBER EATS        |
| Marriott REWARDS | AVIS            | VANS           | STARBUCKS COFFEE |
| WYNDHAM REWARDS  | Budget          | STEVE MADDEN   | 14 inkas         |

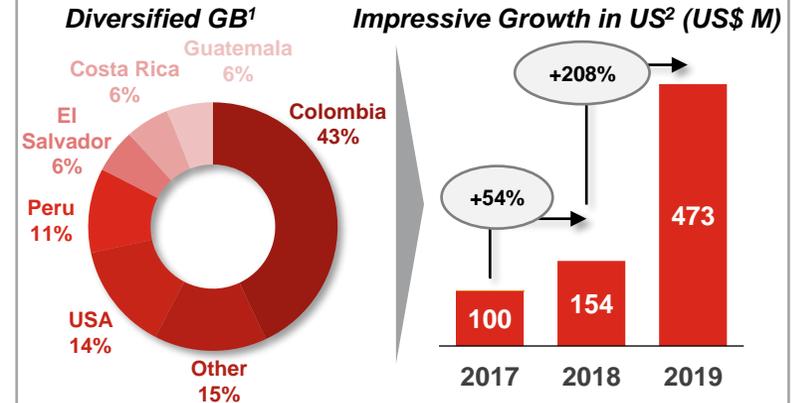
Members are able to utilize their accrued points as a liquid currency outside of the airline industry

Non-airline rewards are often cheaper (fewer miles), broadening the program's appeal

Partnership with Uber Eats & other similar partners critical while air travel recovers from COVID crisis

LM investing in e-commerce, mobile payments, & other strategies to reinforce non-travel elements of program

## Geographic Diversification



Financial Partners in North America have gained significant relevance



Conversion of points to miles in the US grew 241% in '19 vs '18 & represent ~42% of conversion gross billings

International partnerships enable global customers to redeem LifeMiles' points outside of AV core

Expansion of geographic footprint enables the business to appeal to a broad array of travelers

Through a strong international network of earn (e.g; financial partners) and redemption (e.g; Star Alliance) partners, LifeMiles effectively serves, sells to, and grows its customer base both in the airline's core markets and beyond

(1) Non-Airline Gross Billings by Geography for FY2019  
 (2) Financial partners' gross billings in the United States. Indexed for FY2017 amount.

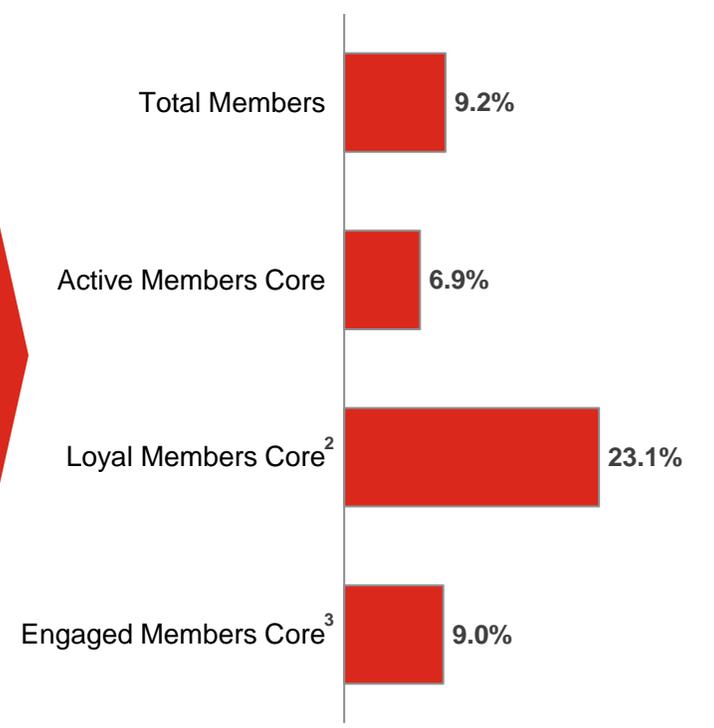
# LifeMiles Loyalty Program | Entrenched Brand Recognition

LifeMiles' award-winning brand facilitates strong member engagement across its accrual and redemption network



|  |  | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | Last 7 Years | Best Redemption Ability (last 6 yrs) |
|--|--|------|------|------|------|------|------|------|------|--------------|--------------------------------------|
|  |  | 1    | 2    | 2    | 3    | 2    | 1    | 1    | 1    | 13           | 5                                    |
|  |  | -    | -    | -    | -    | -    | -    | -    | -    | -            | -                                    |
|  |  | -    | -    | -    | -    | -    | -    | -    | -    | -            | -                                    |
|  |  | -    | -    | -    | -    | -    | -    | -    | -    | -            | -                                    |
|  |  | -    | -    | -    | -    | -    | -    | -    | -    | -            | 1                                    |
|  |  | 1    | 2    | 3    | 2    | 4    | 5    | 3    | 3    | 23           | -                                    |
|  |  | 3    | 2    | 2    | 1    | 1    | 1    | 1    | 1    | 12           | -                                    |
|  |  | -    | -    | -    | -    | -    | -    | -    | -    | -            | -                                    |
|  |  | -    | -    | -    | -    | -    | -    | -    | -    | -            | -                                    |

Member Engagement Continues to Strengthen<sup>1</sup>



*LifeMiles is indisputably the most awarded program in Latin America....only Southwest Rapid Rewards & American Advantage rival LifeMiles in all of the Americas*

(1) YoY Growth, as of Mar '20  
 (2) Members active for two consecutive years in Core Markets  
 (3) Members who are active in two or more categories over the last 12-month period

**Thank you**

