

Corporate Update



March 2024





Disclaimer

Neither the United States Securities and Exchange Commission (“SEC”) nor the Chilean Comisión para el Mercado Financiero (the “CMF”) nor any securities commission of any other U.S. or non-U.S. jurisdiction has reviewed, approved or disapproved of this Presentation, or determined that this Presentation is truthful or complete. No representations or warranties, express or implied, are given in, or in respect of, this Presentation. To the fullest extent permitted by law in no circumstances will LATAM or any of its respective subsidiaries, shareholders, affiliates, representatives, directors, officers, employees, advisers or agents be responsible or liable for a direct, indirect or consequential loss or loss of profit arising from the use of this Presentation, its contents, its omissions, reliance on the information contained within it, or on opinions communicated in relation thereto or otherwise arising in connection therewith. Industry and market data used in this Presentation have been obtained from public filings from industry competitors, third-party industry publications and sources as well as from research reports prepared for other purposes. LATAM has not independently verified the data obtained from these sources and cannot assure you of the data’s accuracy or completeness. This data is subject to change. In addition, this Presentation does not purport to be all-inclusive or to contain all of the information that may be required to make a full analysis of LATAM. Viewers of this Presentation should read the same in full together with the Company’s SEC filings indicated herein and each make their own evaluation of LATAM and of the relevance and adequacy of the information taken as a whole and should make such other investigations as they deem necessary.

This presentation may include forward-looking comments regarding the Company’s business outlook and anticipated financial and operating results. These expectations are highly dependent on the economy, the airline industry, commodity prices, international markets and external events. Therefore, they are subject to change and we undertake no obligation to publicly update or revise any forward looking statements to reflect events or circumstances that may arise after the date of this presentation. More information on the risk factors that could affect our results are contained on our Form 20-F for the year ended December 31, 2022.

Use of Non-GAAP Financial Metrics and Other Key Financial Metrics

This Presentation includes certain non-IFRS financial measures such as EBIT (which consists of earnings for the period before income taxes and financial costs and financial income), EBITDA (which consists of earnings for the period before income taxes and financial costs and financial income, plus depreciation and amortization expense) and EBITDAR (which consists of earnings for the period before income taxes and financial costs and financial income, plus depreciation and amortization expenses and rentals expenses). In addition EBIT margin which is calculated by dividing EBIT by total operating revenue) These non-IFRS measures are an addition to, and not substitute for or superior to, measures of financial performance prepared in accordance with an IFRS alternative to net income or any other measures derived in accordance with IFRS. LATAM believes that these non-IFRS measures of financial results provide useful supplemental information to investors about LATAM. LATAM’s non-IFRS measures may not be directly comparable to similarly titled measures of other companies.



**LATAM group:
Latin America's
leading airline
group and global
player, with a
unique network**

Leading airline group in Latin America and the world

Presence in five domestic markets and connections to North America, Europe, Africa and Australia/Oceania.



**26 Countries &
148 Destinations**



74 million passengers
carried in 2023
(+18.3% vs 2022)



137 billion ASK in
2023
(+20.6% vs 2022)



Joint Venture with
Delta Air Lines



Leading cargo network in Latin America



Over 45 million members in loyalty program



333 aircraft in 2023

Key 2023 financial highlights:



US\$11.8 billion
revenues

US\$2.5 billion
adj. EBITDAR

US\$498 million
cash generation

11.3% adj.
operating margin

US\$582 million
net income

**Passenger CASK ex
fuel US\$4.3 cents.**

Main shareholders represent approximately 70%: Sixth Street, Strategic Value Partners, Delta Air Lines, Qatar Airways, Cueto Group.

Data as of December 2023, Financial Statements and Traffic Releases; 2. Management estimate
Source: Financial Statements December 2023



Best Airline in South America at the World Airline Awards by Skytrax (4th consecutive year) and Best Staff, Best Main Cabin, Best Business Class.

Five Star Global Airline in APEX 2024 ranking (2nd consecutive year).

#1 in on-time performance among Latin American Airlines and **#2** among global airlines according to the OAG.

Best sustainability performance according to the latest Corporate Sustainability Assessment (CSA) by S&P.

The Best Program of the Year by the Frequent Traveler Awards in 2023.



LATAM group has a unparalleled, expansive network

- During 2023 LATAM group launched 21 routes: 4 domestic and 17 international.

148

Destinations

+ Ongoing passenger commercial agreements with **57 airlines**.

+ Codeshare agreements with **27 airlines**.



As of December 31, 2023.

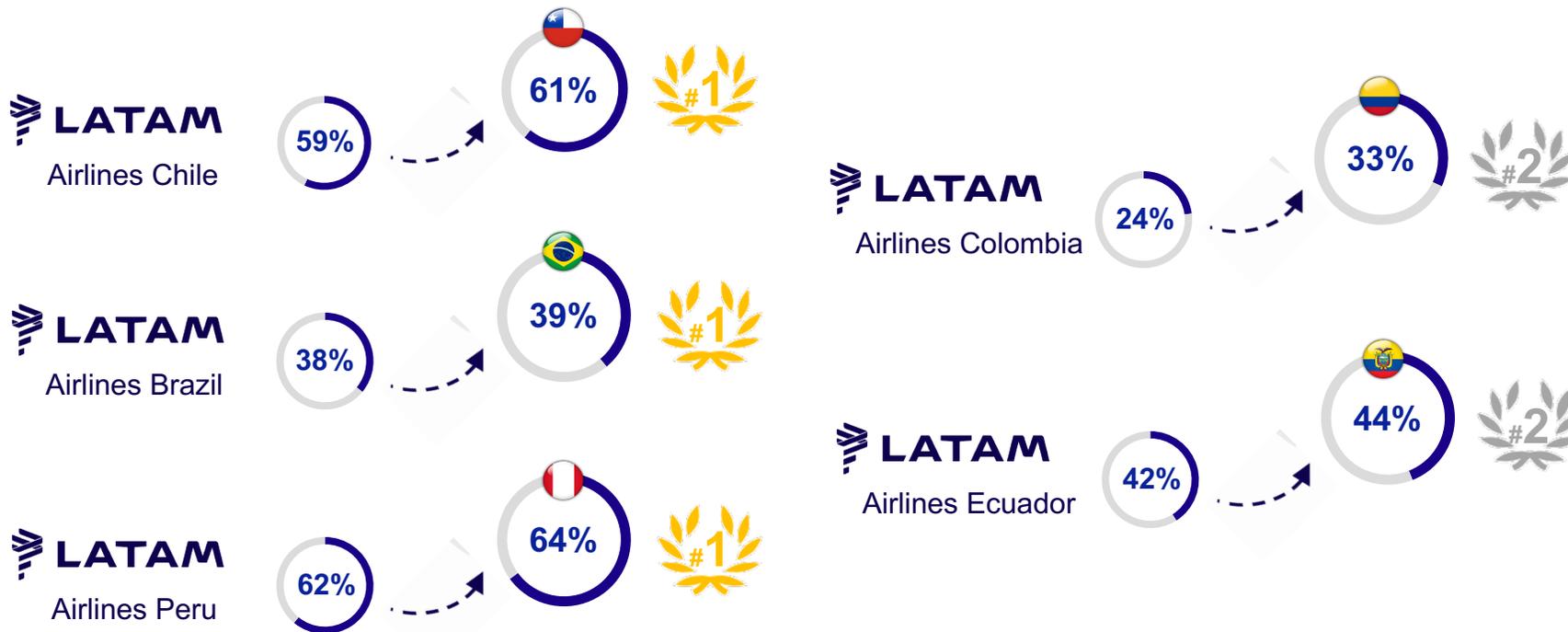
(1): North America includes only US, Canada and Mexico.

LATAM group affiliates are leaders in their domestic markets and continued to gain market share in 2023



- Only airline group in the region with presence in five domestic markets.

Domestic Affiliates Market Shares Q4 2022 vs Q4 2023

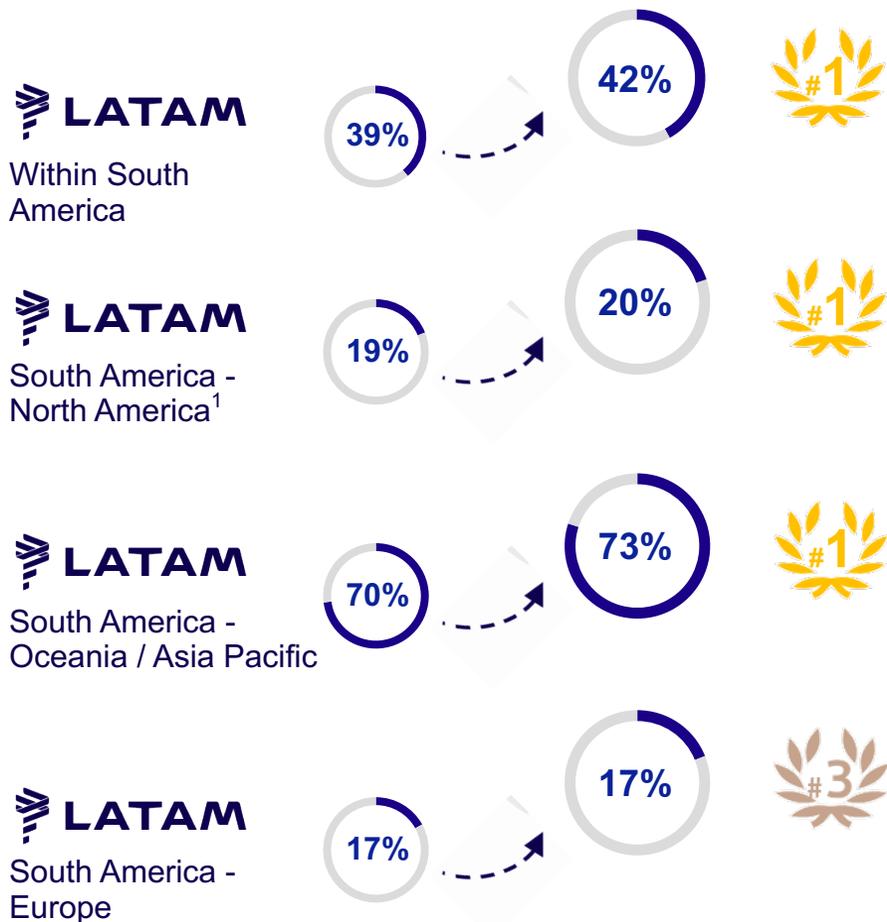


Leading passenger airline group connecting South America to the world with an unique and expansive network



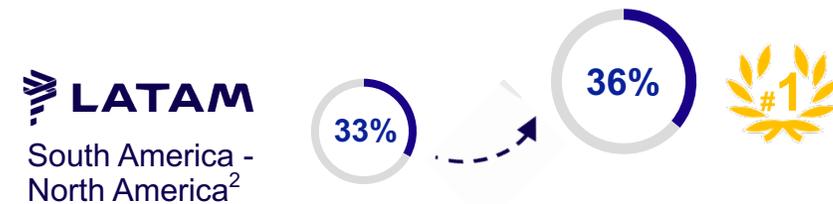
International Market Shares

Q4 2022 vs Q4 2023



Joint Venture with Delta

Q4 2022 vs Q4 2023



6 routes launched jointly:



- Atlanta- Cartagena
- New York- Rio de Janeiro



- Sao Paulo – Los Angeles
- Medellin - Miami
- Bogota - Orlando
- Lima - Atlanta (First LATAM operation in Atlanta)

Routes to be launched jointly:

- Santiago - Orlando (June 2024)

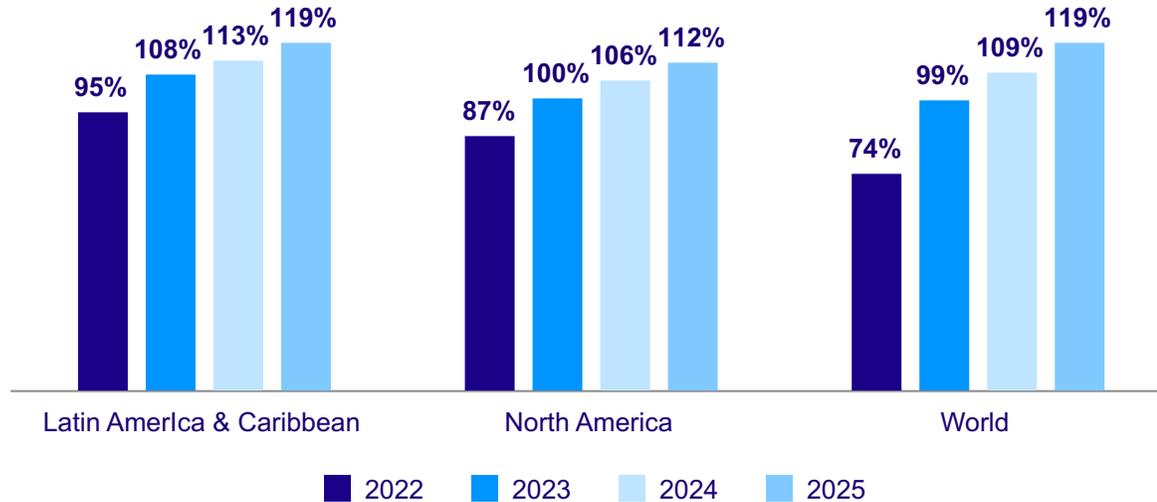
(1): Calculated in the following countries; Brazil, Colombia, Chile Peru, Ecuador, United States, Canada, Mexico and Dominican Republic.

(2): Calculated in the countries where the JVA operates which includes Brazil, Colombia, Chile Peru, Paraguay, Uruguay, United States and Canada. / Source: Diio.net (ASKs)

Latin America air travel market has significant growth opportunities and untapped potential



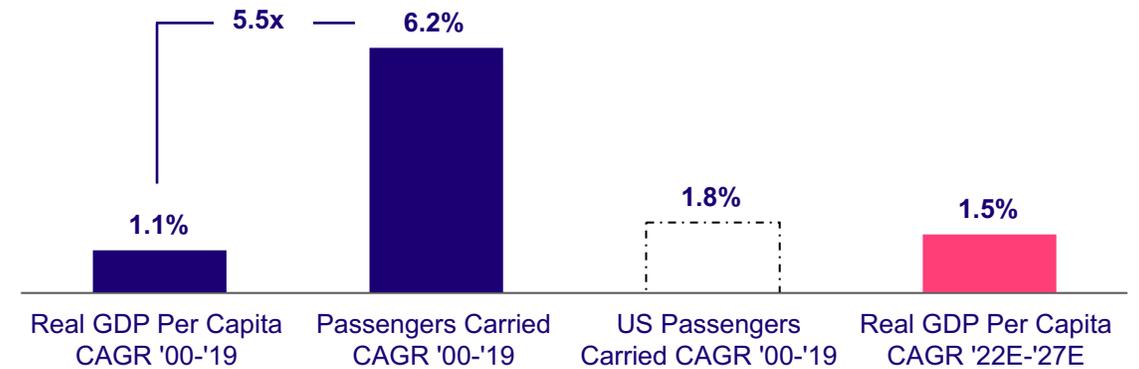
Recovery Regional Passenger Index from 2019



Full recovery of operations for the region achieved in 2023 and great potential for growth in the region and the industry in the coming years.

Trips per capita have been increasing in South America throughout the last decade. However, there is an important gap to cover vs other more penetrated markets.

Real GDP Per Capita vs. Passengers Carried in Latin America



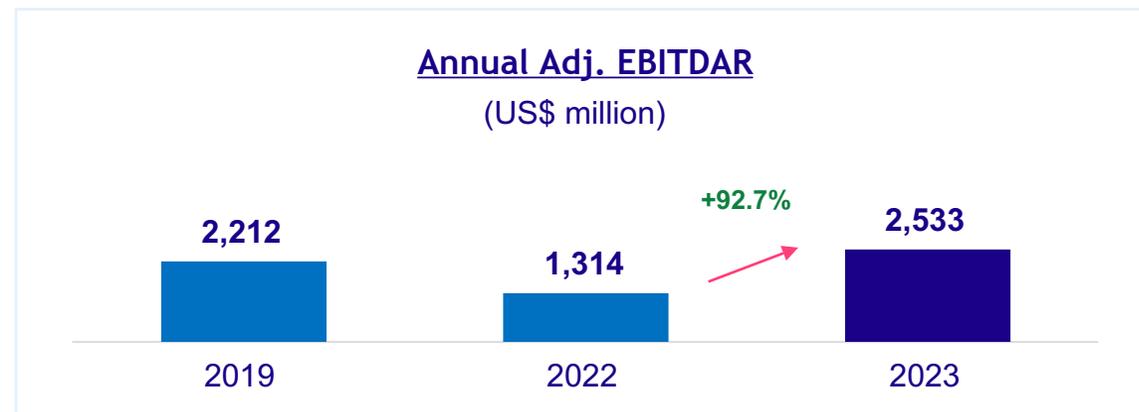
Annual Trips Per Capita



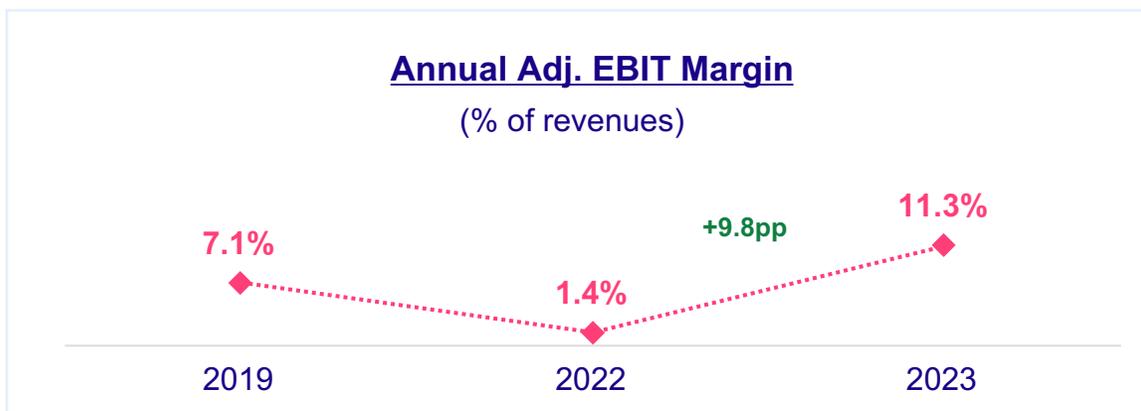
In 2023, LATAM outperformed both its guidance and its updated business plan, and strengthened its financial position



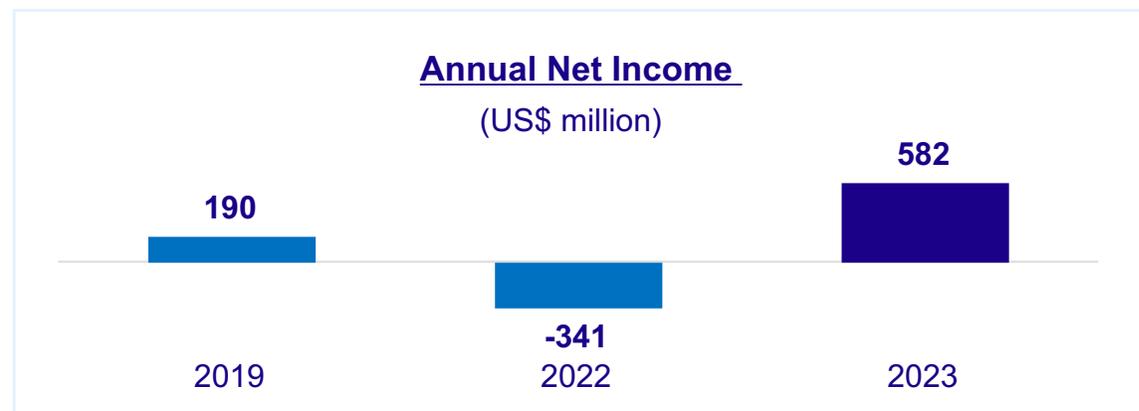
● Outperformed 2023 guidance (US\$ 11.3 - 11.6 billion) and updated business plan (US\$ 11.5 billion).



● Outperformed 2023 guidance (US\$ 2.35 - 2.5 billion) and updated business plan (US\$ 2.0 billion).



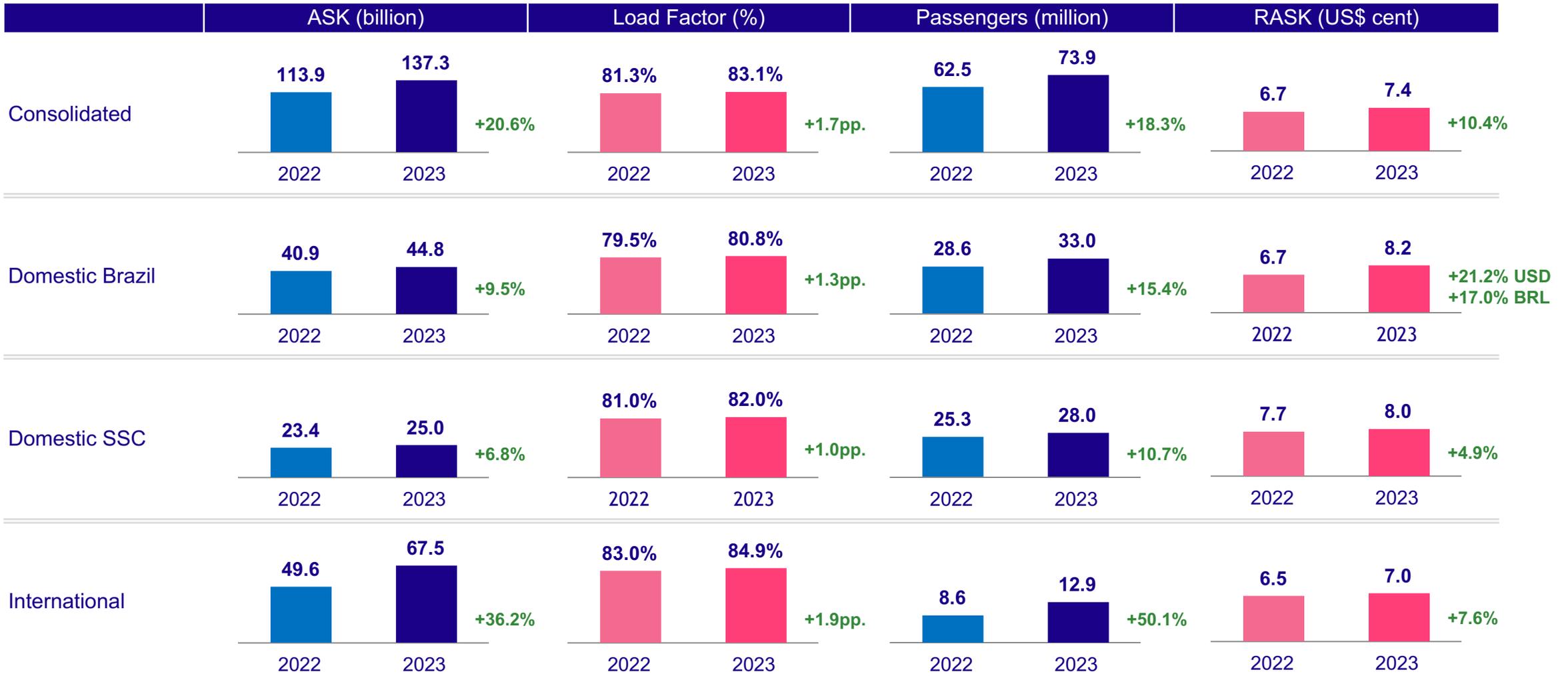
● Outperformed 2023 guidance (10% - 11%) and updated business plan (5.6%).



● Record net income.

(*) Excludes non operational positive impacts from Chapter 11 restructuring activities and exit in 2022, which totaled US\$1,680 million.

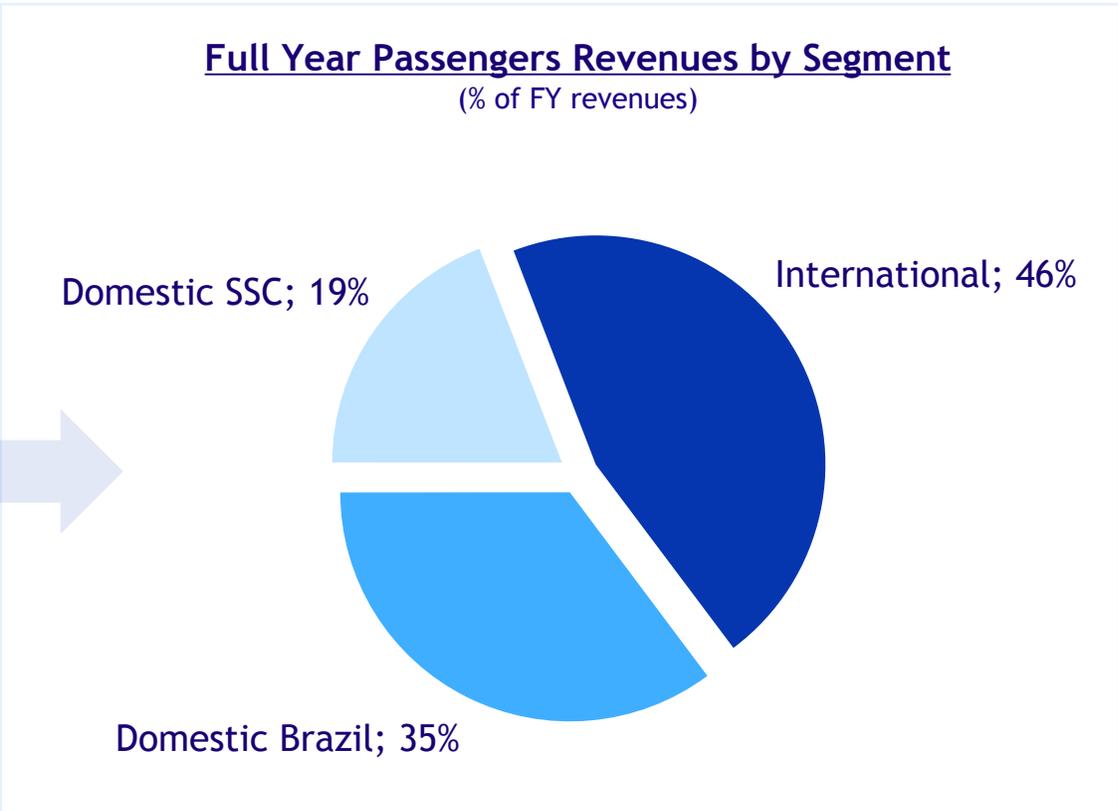
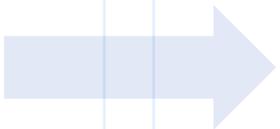
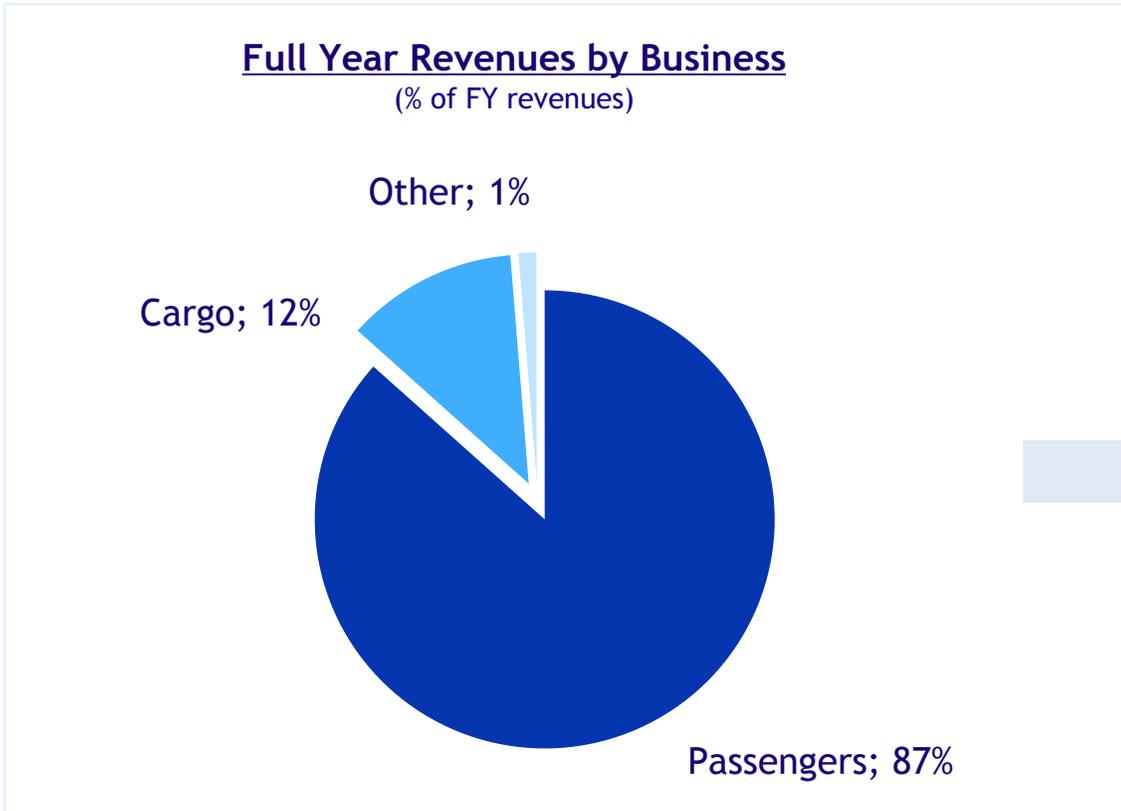
LATAM group continued to grow in 2023 and accomplished notable operational results



Note: Domestic SSC refers to domestic operations of LATAM Airlines Chile, LATAM Airlines Colombia, LATAM Airlines Ecuador and LATAM Airlines Peru, Domestic Brazil refers to LATAM Airlines Brazil domestic operations and International refers to international operations of LATAM Airlines Brazil, LATAM Airlines Chile, LATAM Airlines Colombia, LATAM Airlines Ecuador and LATAM Airlines Peru.

During 2023, 46% of LATAM group's passenger revenues came from international operations

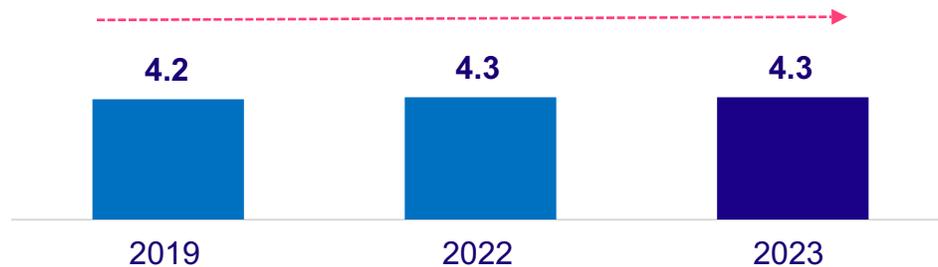
- Which experienced a significant boost throughout the year, further supported by the recovery of the international demand and the increase in our corporate passengers revenues, which have surpassed 2019 levels.





LATAM group's cost structure is significantly more efficient after Chapter 11

LATAM Passenger CASK ex fuel
(US\$ cents)



- **LATAM's unit costs are contained.** For FY 2023, LATAM group reported a Passenger CASK ex fuel of US\$4.3 cents, offsetting the region's high inflation in past three years.
- Fleet cash cost reduced by over 40% versus 2019 level, closing 2023 with a total fleet cost (operating + finance leased aircraft) of US\$796 million.
- Fleet cost will remain extremely competitive in the coming years as contracts were extended on average for 7-8 years.

Average Total CASK ex fuel
Select US and European Carriers vs LATAM*



- LATAM group's cost structure compares favorably to US and European peers:
 - Improvements are the result of various cost savings initiatives, including process simplification and digital transformation.
 - Over US\$1.3 billion in cost savings initiatives implemented in 2020 and 2021.

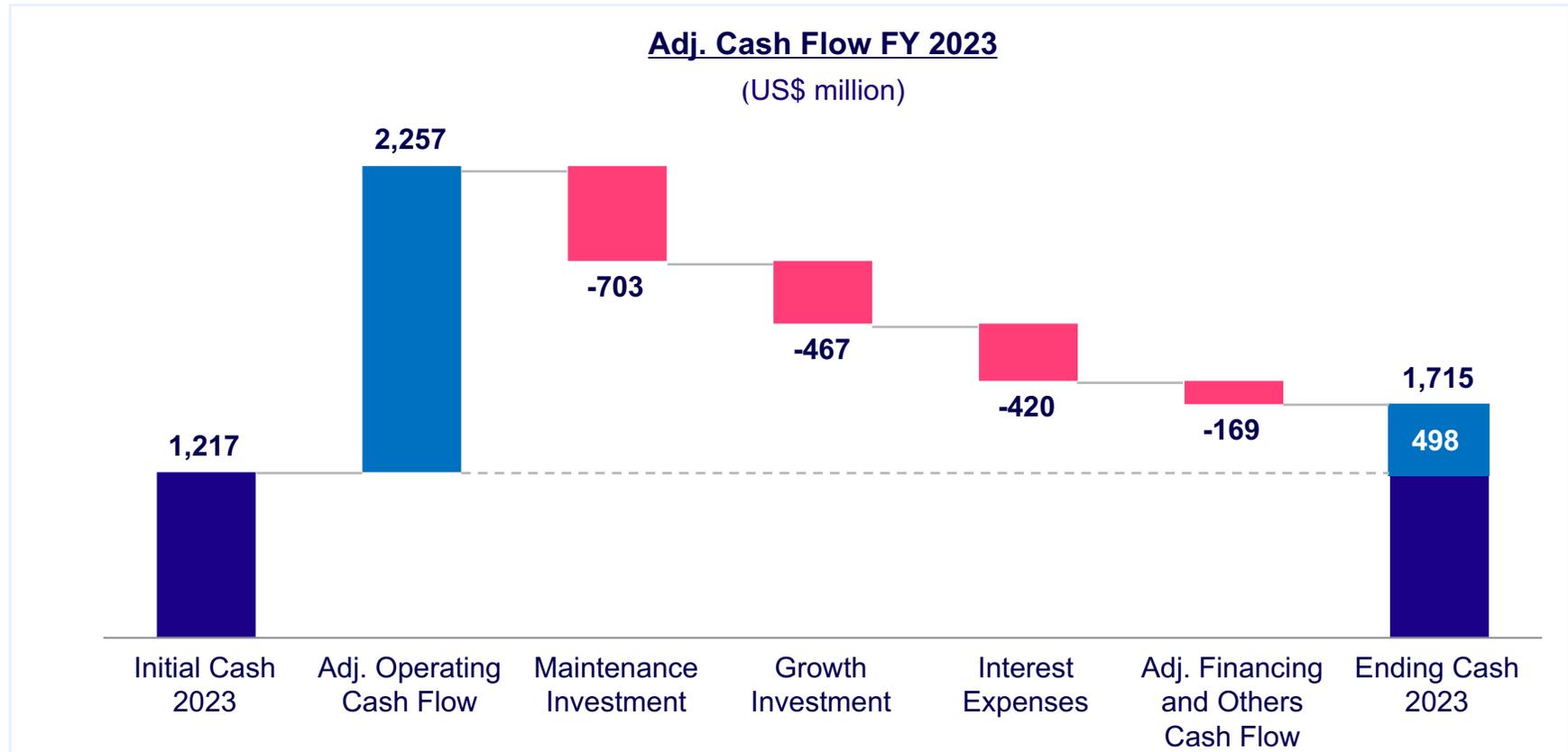


Consistent cash generation

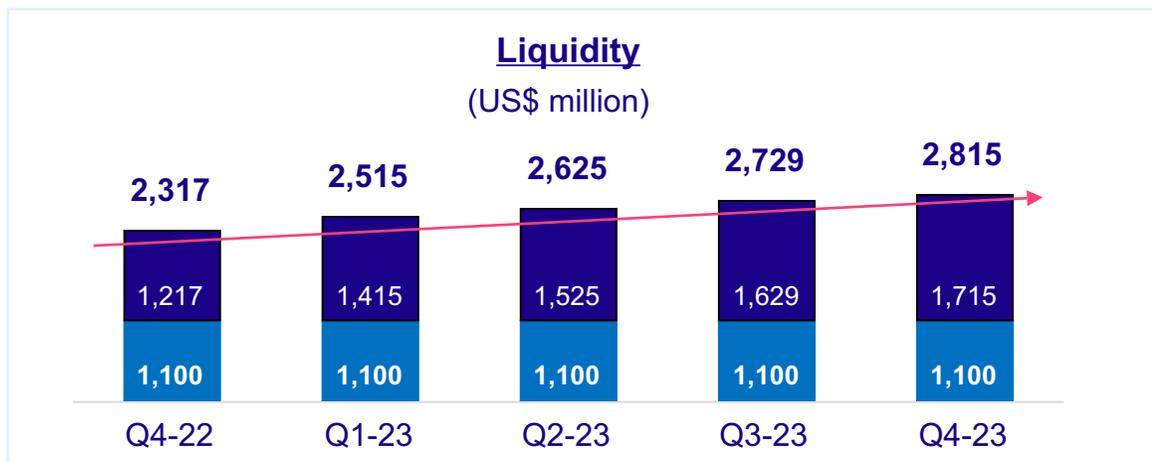
Differentiating factor in the Americas

Strong focus on profitability delivered US\$498 million in cash generation in 2023

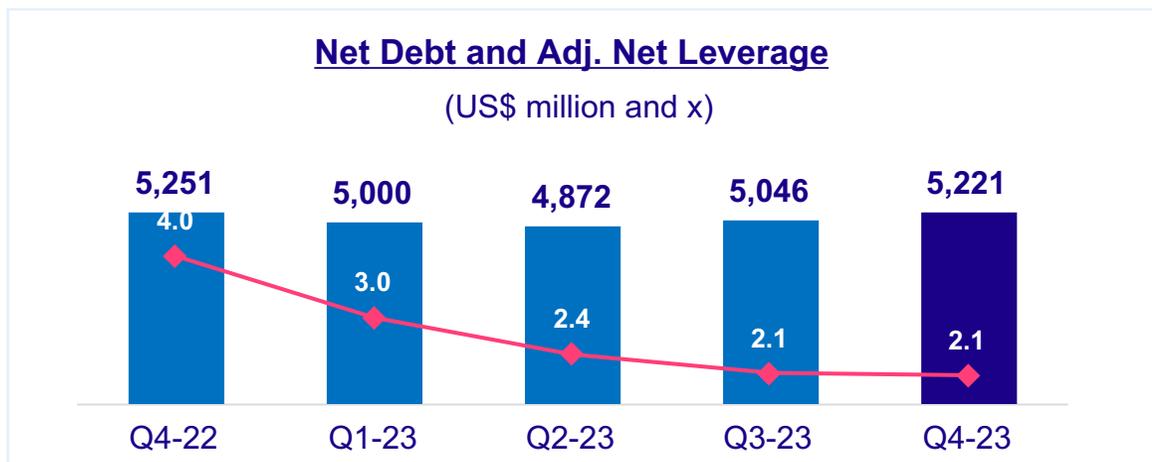
- This notable cash generation stands out as a reflection of the customer preference for LATAM group and the efficient cost and cash cost structure of LATAM group.
- US\$1,087 million of unlevered free cash flow, mainly explained by the generation of US\$2,533 million of adjusted EBITDAR during 2023.



Consistent quarter-over-quarter balance sheet improvement with a historic annual adj. leverage ratio of 2.1x



- Liquidity has increased by approximately US\$500 million during 2023, driven by LATAM group's **strong and healthy cash generation**.
- Liquidity stands at 23.9% of last twelve months revenues, above internal target of 20% minimum.



- LATAM group reached a record of 2.1x adjusted net leverage, a demonstration of its **solid balance sheet**.
- Outperformed its 2023 guidance (2.4x - 2.5x) and its updated business plan (3.2x).

LATAM group closed 2023 with a fleet of 333 aircraft and updated its fleet plan through 2026

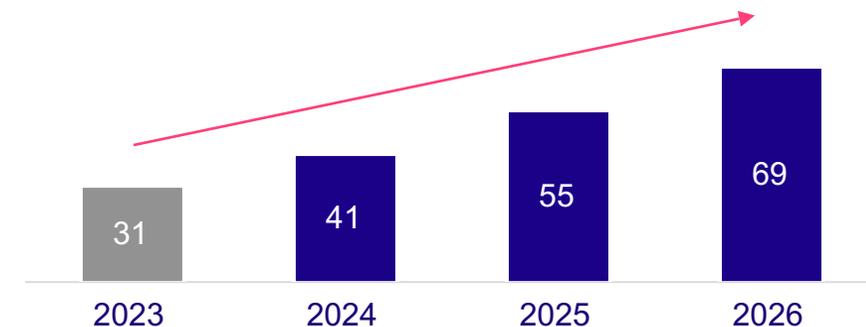
	2023	2024	2025	2026
Narrow body fleet	256	264	274	275
Wide body fleet	57	56	60	60
Cargo fleet	20	19	19	19
Fleet as of end of each year	333	339	353	354
Average fleet	316	339	348	351



During 2023, LATAM group:

- Received 30 aircraft: 10 A320XLR, 8 A320neo, 7 A321neo and 5 Boeing 787s.
- Had the operational flexibility to re-allocate resources to take advantage of the competitive conditions.
- Retrofitted 100% of its narrow body fleet. Wide body retrofit has started in 2024.
- Placed an order for 5 Boeing 787s and converted 4 passenger aircraft into freighters.

Neo fleet as of end of each year





LATAM group leads the region in sustainability performance according to the latest Corporate Sustainability Assessment (CSA) by S&P



CLIMATE CHANGE

- 1.79 million tons of emissions have been offset and 250,000 tons of CO2 were avoided through efficiency programs.
- MIT study that seeks to analyze options for decarbonizing aviation in South America.

COMMITMENTS

- Carbon neutral airline group by 2050.
- Committed to not exceed total 2019 emissions and offsetting 50% of domestic emissions by 2030.
- To have 5% of 2030 total fuel consumption come from Sustainable Aviation Fuel.



CIRCULAR ECONOMY

- A single-use plastics reduction of 96%, equivalent to +1,700 tons.
- Second Flight program, which aims to give a second life to unused uniforms by creating 15,000 products in collaboration with 8 NGOs in the region.

COMMITMENTS

- Reduce single-use plastics.
- Adapt business to circular economy model, becoming a group with zero waste landfills by 2027.



SHARED VALUE

- Nearly 50 solidarity alliances in 5 South American countries through the Solidarity Plane program.
- In Chile, support is provided to Teletón, Coaniquem, Fire fighters, among others.

COMMITMENTS

- Solidary Plane Program.





2024 Published Guidance: LATAM group projects US\$2.6 - 2.9 billion adjusted EBITDAR²

Operating Growth

Total ASK Growth vs 2023:	12% - 14%
Domestic Brazil ASK:	7% - 9%
Domestic SSC:	12% - 14%
International:	16% - 18%
Total ATK Growth vs 2023:	10% - 12%

Cost Structure

CASK ex fuel (US\$ cents):	4.8 - 5.0
Adjusted Passenger CASK ex fuel ¹ (US\$ cents):	4.3 - 4.5

Operating Results

Revenues (US\$ billion):	12.4 - 12.8
Adjusted EBIT ² (US\$ billion):	1.25 - 1.50
Adjusted EBIT² Margin:	10.5% - 12.5%
Adjusted EBITDAR ² (US\$ billion):	2.6 - 2.9
Adjusted EBITDAR ² Margin:	21% - 23%

Capital Structure

Liquidity ³ (US\$ billion):	2.8 - 3.0
Financial Net Debt ⁴ (US\$ billion):	5.3 - 5.5
Financial Net Debt/Adjusted EBITDAR (times):	1.8 - 2.0

Assumptions: Average exchange rate (BRL/USD) 5.1 and Jet fuel price (US\$/bbl) 100.

Takeaways



1 Unique Value Proposition

LATAM is the leading airline group in South America and global player with a unique value proposition in the region.

2 Scale

During the year, LATAM group transported nearly 74 million passengers and increased market shares in every market the affiliates operate. This growth demonstrates the enduring trust and loyalty that passengers have in LATAM group's services.

3 Growth

Full year revenues reached US\$11,789 million, a year over year growth of 23.9%, propelled by LATAM's unique network and value proposition.

4 Margin

Robust financial health with adjusted operating margin of 11.3%, while costs remained contained.

5 Capital Structure

Strong balance sheet and capital structure with bottom line cash generation of US\$498 million throughout 2023, resulting in a total liquidity of US\$2.8 billion and adjusted net leverage (net debt/adj. EBITDAR) of 2.1x.

6 Consistent Delivery

These results are a stronger outcome than the anticipated 2023 published Guidance and the Updated Business Plan projections a year after their release.

7 Shareholder Return

Net income amounted to US\$582 million for the full year, which represents the highest result achieved by LATAM group, generating shareholder value.

Corporate Update



March 2024

