

First Half 2024 Results Presentation



Transportes Aéreos Portugueses, S.A.
Lisbon, August 29th, 2024

TAP AIR PORTUGAL
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1H 2024 Review



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1H 2024 key highlights

- **Revenue up by 3%**, supported by increase in capacity and higher load factor in the passenger business and by higher activity in the maintenance business
- **Improved operating results**, with higher recurring EBITDA and recurring EBIT compared to 1H23
- **Positive Net Income in Q2** (EUR 72m), fully offsetting Q1 negative result
- **Further deleveraging** with Net Debt / EBITDA ratio at 2.1x
- **Additional improvements** in punctuality and regularity
- **Confirmation of Groundforce restructuring plan approval**, with TAP S.A. holding 49.9% of its share capital



Q2 and 1H 2024 results

Revenues

Q2 2024 vs. Q2 2023

EUR 1,107m +3%

1H 2024 vs. 1H 2023

EUR 1,969m +3%

Recurring EBITDA

EUR 289m +20%

EUR 373m +3%

Margin

26%

19%

Recurring EBIT

EUR 183m +36%

EUR 139m +12%

Margin

16%

7%

Net Income

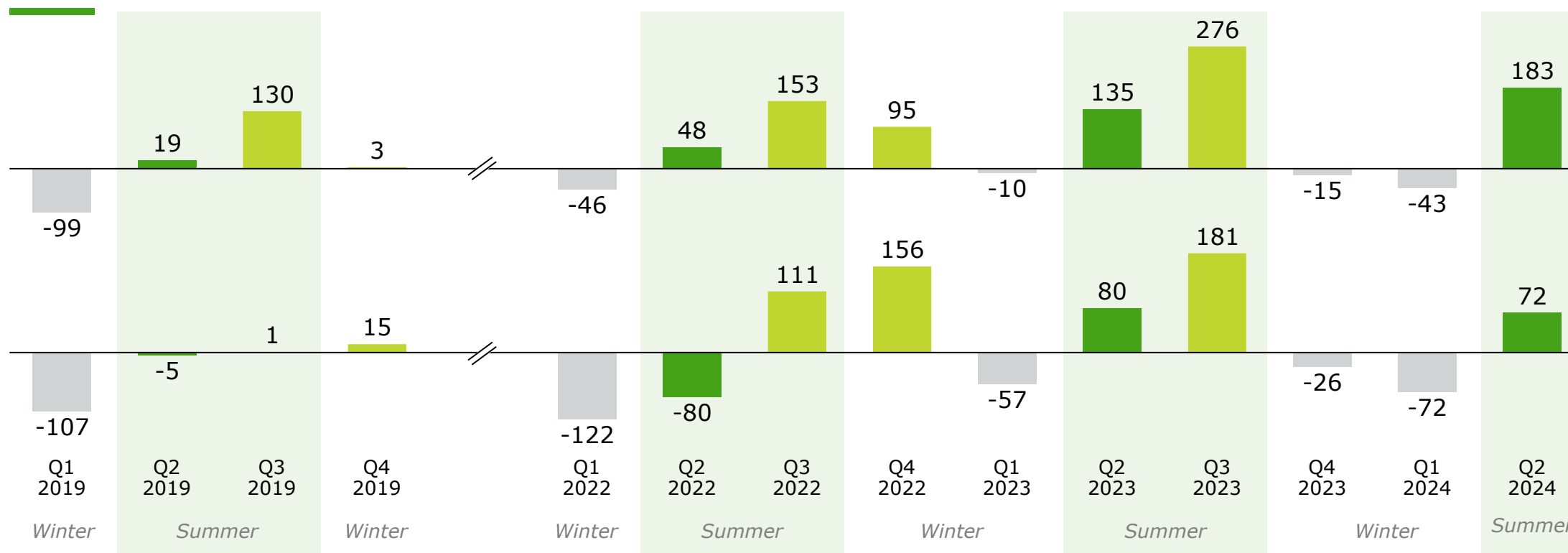
EUR 72m -EUR 8m

EUR 0m -EUR 23m

Expected summer seasonality driving results up

Recurring EBIT and Net Income

€ Millions



Europe supporting overall yield increase in 1H (+1%)

North America

ASKs % vs.1H 23	+6%
Yield % vs.1H 23	-1%
Load factor 1H 24	84%
Load factor vs.1H 23	+1.6 p.p.

Europe

ASKs % vs.1H 23	0%
Yield % vs.1H 23	+6%
Load factor 1H 24	81%
Load factor vs.1H 23	+1.5 p.p.

South America

ASKs % vs.1H 23	+9%
Yield % vs.1H 23	-3%
Load factor 1H 24	83%
Load factor vs.1H 23	-1.1 p.p.

Africa & Middle East¹

ASKs % vs.1H 23	-10%
Yield % vs.1H 23	-5%
Load factor 1H 24	70%
Load factor vs.1H 23	+0.6 p.p.

Flown allocatable passenger revenues (fare, fuel surcharge and flight related ancillaries)

¹Impacted by the end of the Tel Aviv route in Q4 2023

Stable capacity above 2019 levels

Evolution of capacity since Q1 2019

ASK Millions

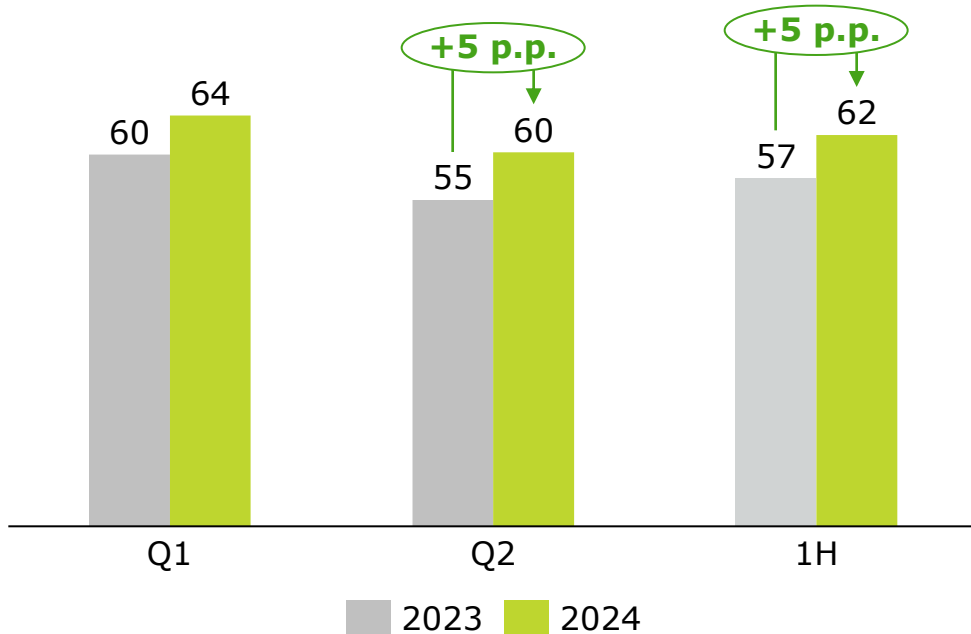


- ✓ TAP has been **managing and increasing its capacity steadily**
- ✓ TAP has restored its **pre-crisis ASKs capacity** through a **fleet up-gauge** and **network improvements**

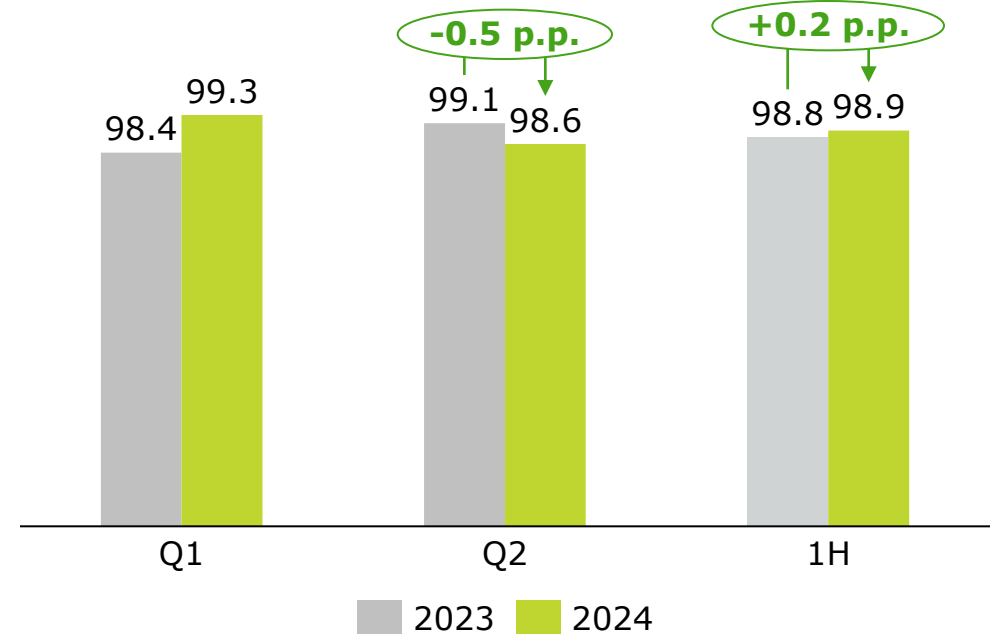
ASK includes flights operated by TAP and ACMIs

Investment in operations delivering results

OTP - D15¹



Regularity^{1,2}



1. Including only regular flights (excludes cargo only & charters)
2. Operational window cancellations

Q2 and 1H 2024 Results



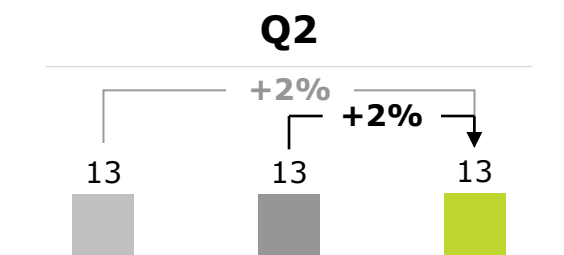
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Increased capacity, passengers and load factor vs 2023

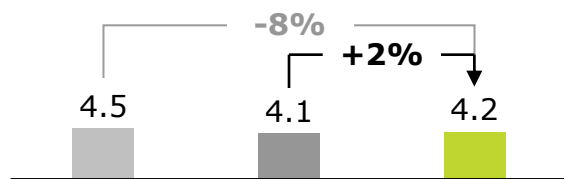
ASKs

Billions



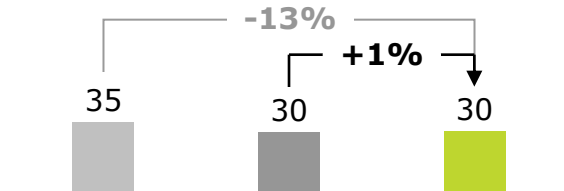
Passengers

Millions



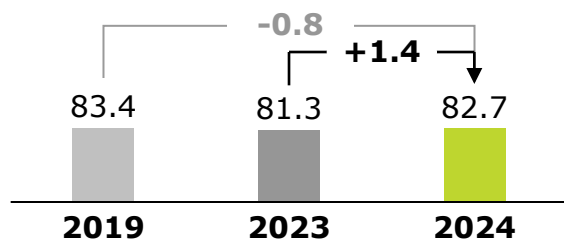
Departures

Thousands

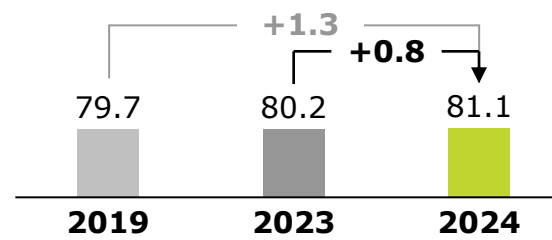
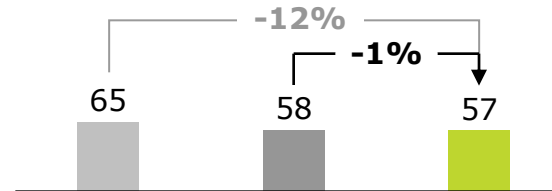
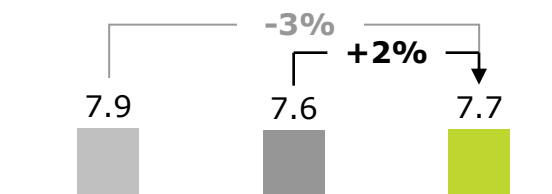
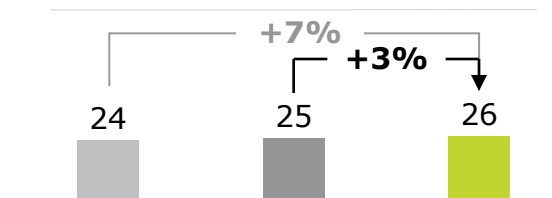


Load factor

%



1H



Comments

ASKs above 2019 levels, reaching 102% and 107% in Q2 and 1H, despite smaller operating fleet

Number of passengers increasing vs 2023 and recovering vs 2019, reaching 92% and 97% in Q2 and 1H

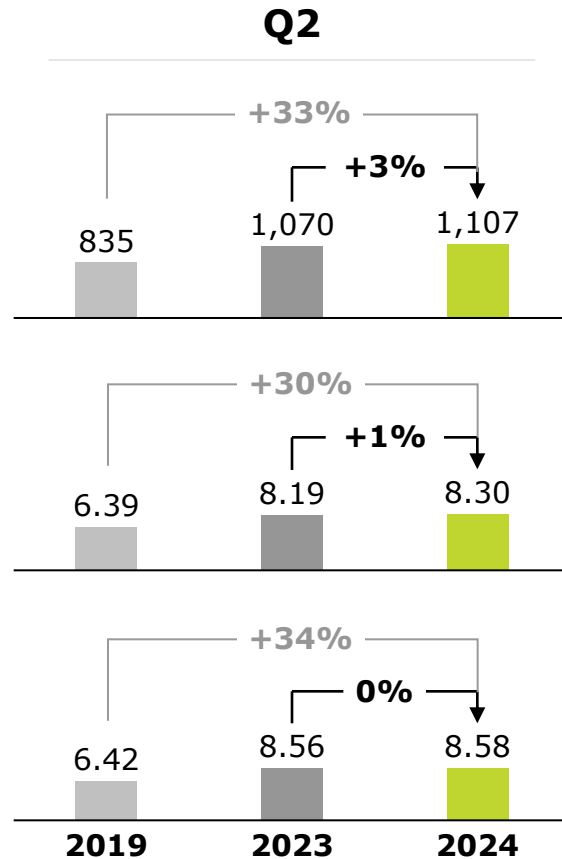
1H slight decrease in departures vs 2023, and still below 2019 with 87% and 89% of 2019 values in Q2 and 1H

Higher load factors in 2024 when compared to 2023

Further revenue increase with stable RASK and yield

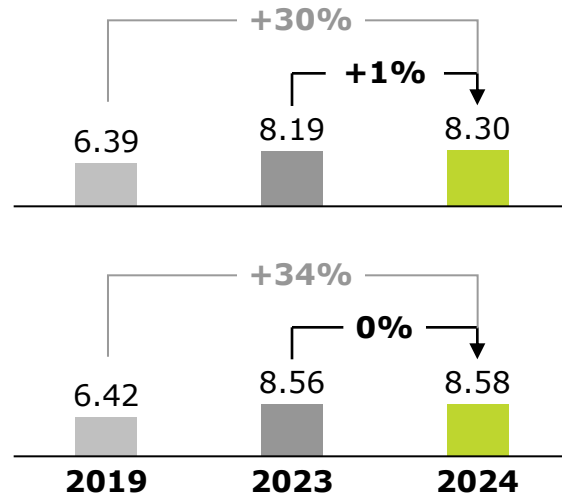
Total operating revenue

EUR Millions



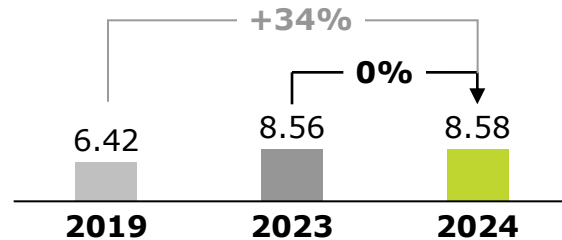
RASK

EUR cents



Yield

EUR Cents



Comments

Revenue in 2024 up by 3%, driven by higher capacity and load factor in the passenger segment (+EUR 45m in 1H) and higher engine shop activity in the Maintenance segment (+EUR 31m in 1H)

Stable RASK as Maintenance unit revenue increase offset PRASK decrease (-EUR 0.02 cents / -0,3%)

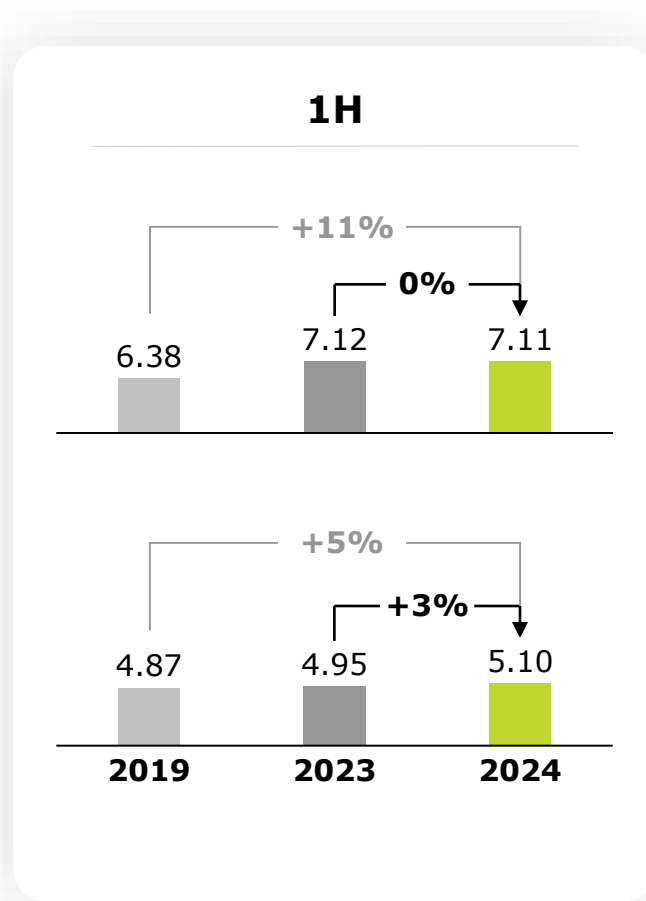
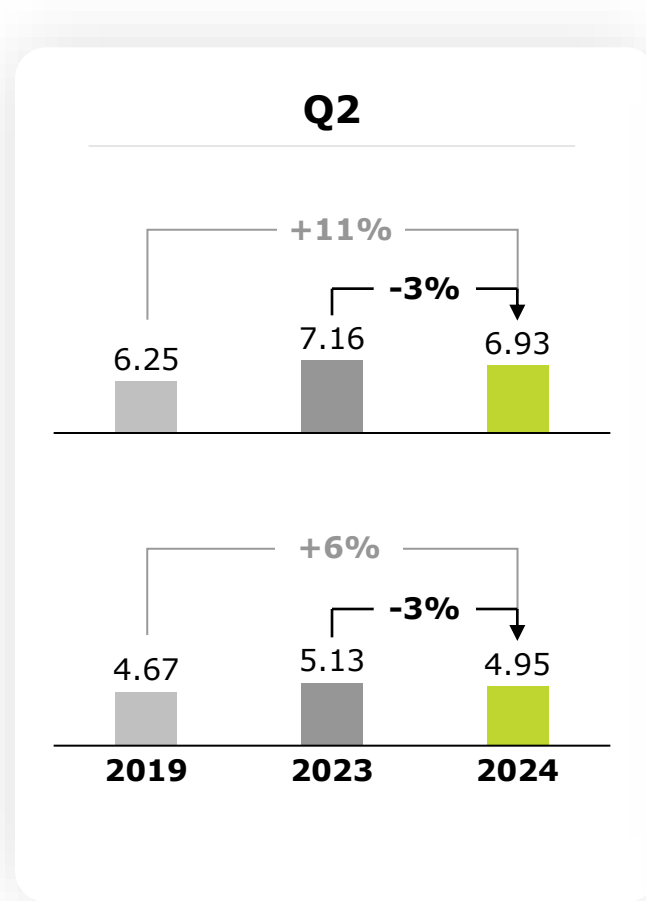
Q2 unit cost decrease due to lower traffic operating costs

Recurring CASK

EUR cents

Recurring CASK ex-fuel

EUR cents



Comments

Q2 CASK decrease over 2023 due to lower fuel costs, ACMI costs and IROPS, partially offset by employee costs

CASK decrease also impacted by lower impairment costs (namely Groundforce cost reversion due to approval of the restructuring plan)

1H CASK ex-fuel impacted by CLA's settlement (including negotiated one-off payroll captions) in Q1 offsetting traffic operating costs decrease

Improved operating results

Recurring EBITDA¹

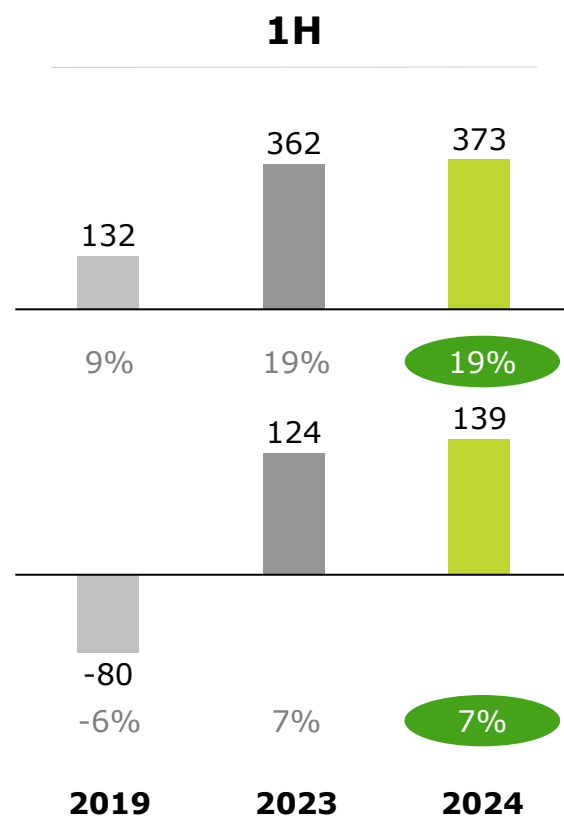
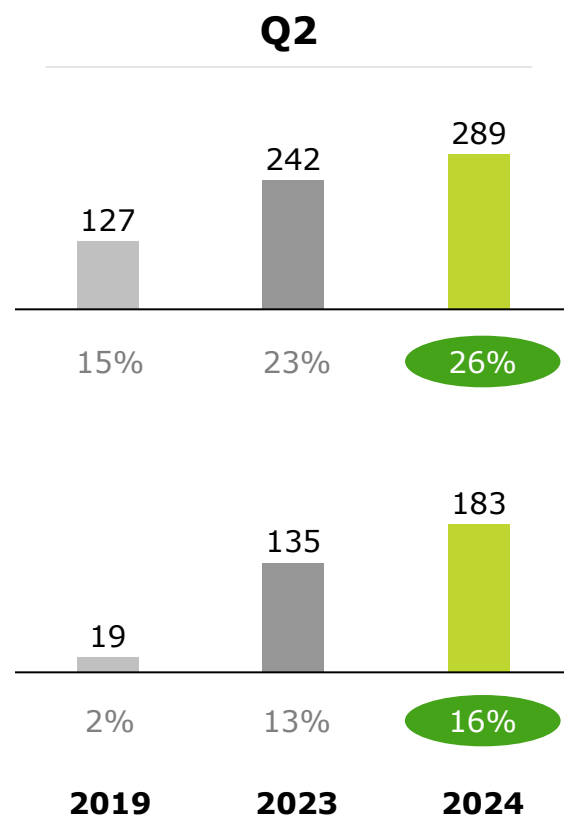
EUR million

Margin

Recurring Operating Result² (EBIT)

EUR million

Margin



Comments

Operating results increase vs 2023 due to revenue increase and operating costs reduction

Q2 recurring EBIT margin increase to 16% and 1H stable at 7%

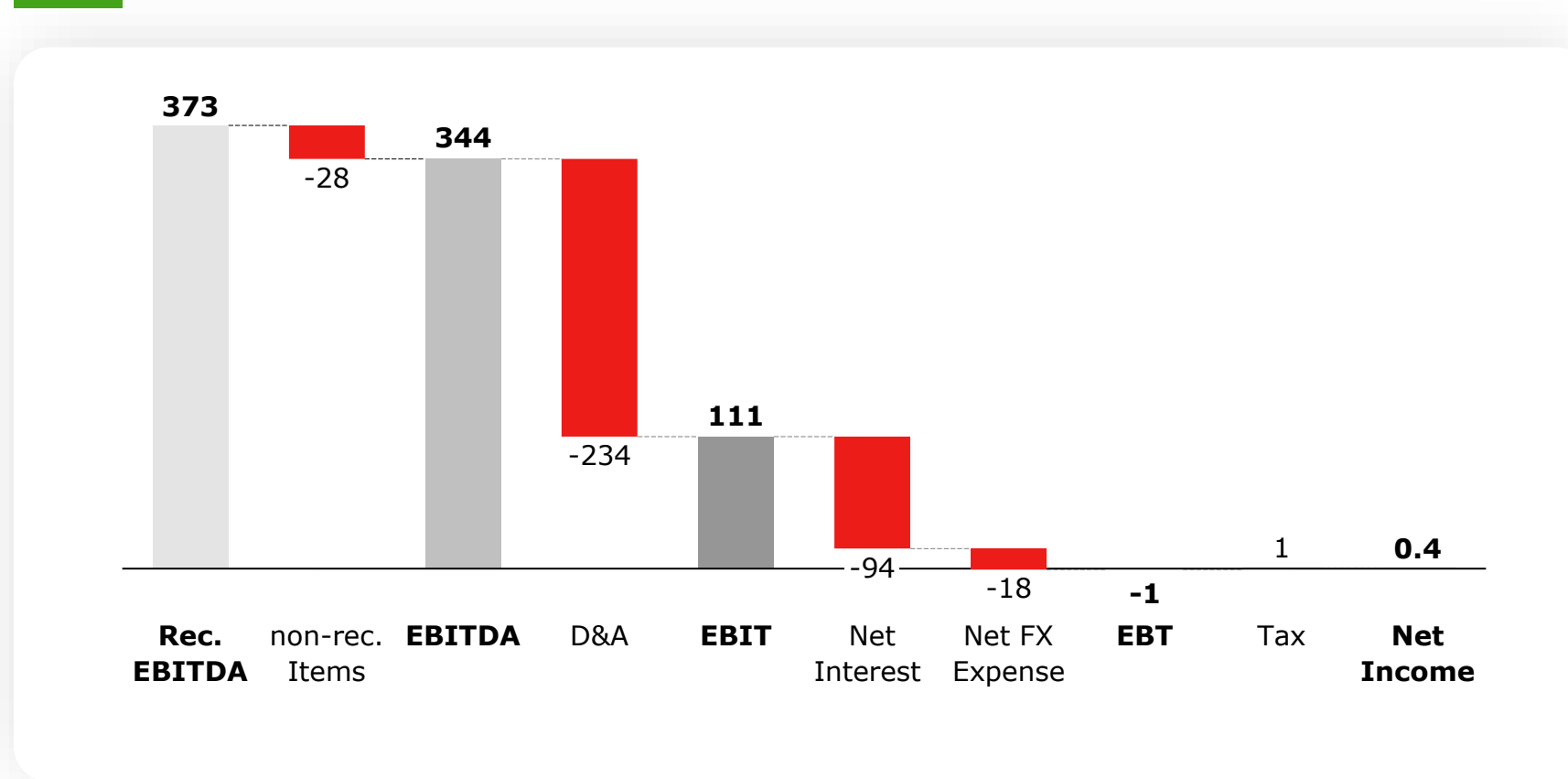
1. Recurring EBITDA = Operating Result + Depreciation, Amortization and impairment losses + Restructuring + Other Non-Recurring items

2. Recurring EBIT = Operating Result + Restructuring + Other Non-Recurring items.

Net income of EUR 0.4M

1H 2024 Net Income bridge

EUR million



Comments

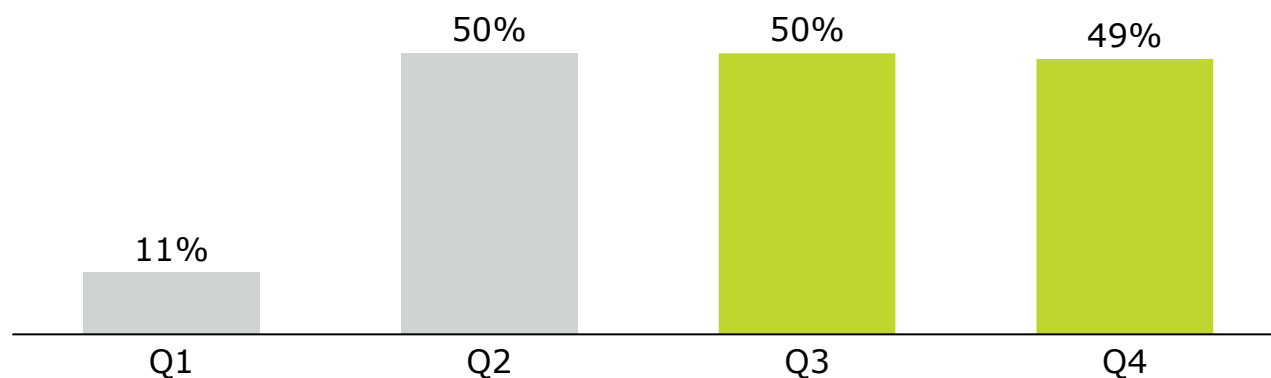
1H24 marginal positive net income as Q2 positive net income (EUR 72M) fully offset Q1 negative value

Negative impact of FX expenses due to Brazilian real devaluation

FY 2024 expected fuel costs at EUR 1bn

Fuel Hedging

Hedge ratio



Expected volume
(% total)

Q1	23%	Q2	25%	Q3	27%	Q4	25%
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Blended rate¹
(in EUR / t)

Q1	804	Q2	776	Q3	752	Q4	731
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Comments

TAP pursues a flexible hedging strategy based on a combination of statistical market model and fundamental analysis

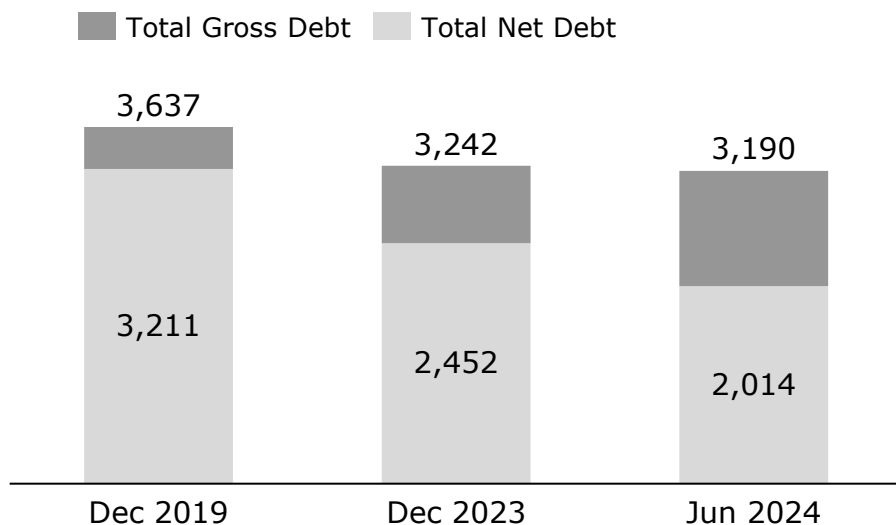
Current hedge ratio for the full year is around 41%, with 2H2024 levels fully aligned with the policy in place

1. Based on forward jet fuel prices and forward FX rates as of August 12, 2024.

Further deleveraging and debt reduction

Financial debt position

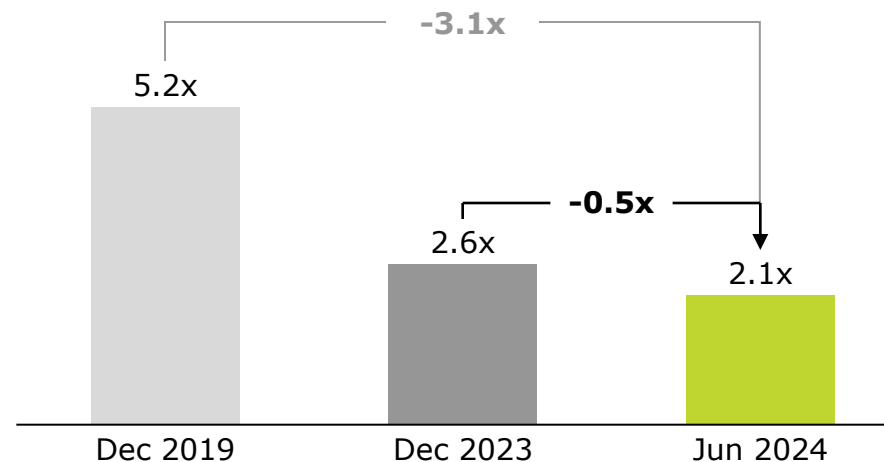
EUR million



- Decrease in gross debt mainly related to lower operating leases (-EUR 53m)
- 67% of financial debt is fixed rate

Leverage

Net debt / EBITDA¹



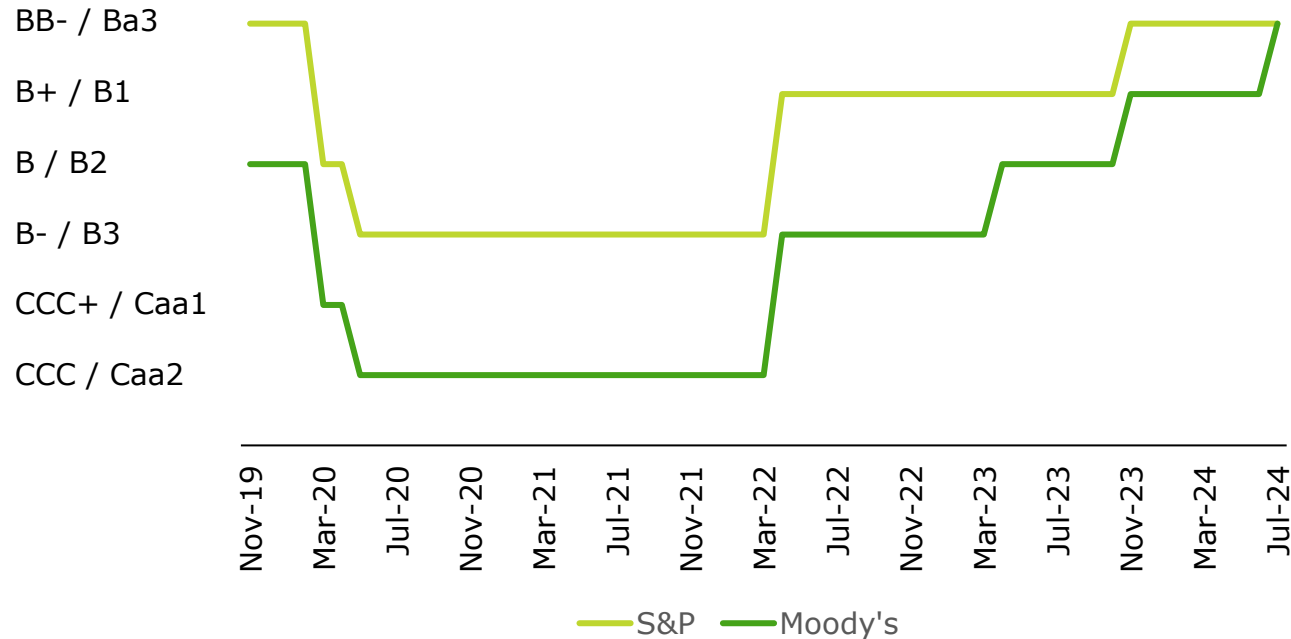
- Driven by net debt reduction aligned with improved profitability
- Continued deleveraging in place

1. Net Debt / EBITDA = Net financial debt + Lease liabilities without purchase option - Brazil flown receivables & other cash equivalents / Recurring EBITDA trailing 12 months

Positive trend in credit rating

Credit Rating evolution

S&P / Moody's



"Moody's upgrades TAP's CFR to Ba3; outlook stable"

"Today's upgrade reflects both the continuous **strong operating profitability** of the airline since our last upgrade in November 2023 and the concomitant **improvement in credit metrics post-pandemic**"

Moody's, 17 Jul 2024

"TAP Upgraded to "BB-" On Robust Air Passenger Demand and Fares; Outlook Stable"

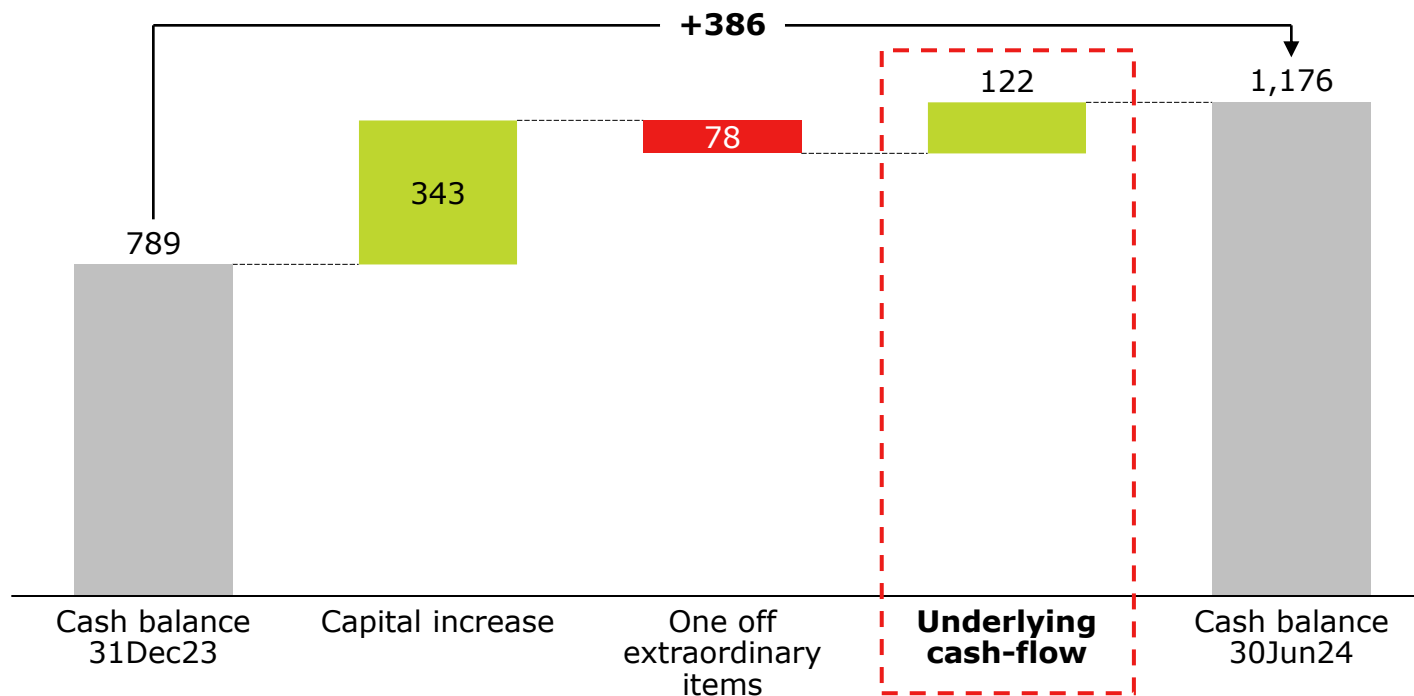
"We **revised up** our **SACP** on the airline to 'b+' from 'b', because we now expect the **stronger EBITDA** to translate to positive FOCF after leases, **enhancing the company's capacity to deleverage**"

S&P Global, 17 Nov 2023

1H cash flow generation

Liquidity

Cash & Equivalents, EUR million



Comments

Underlying cash flow despite significant one-off extraordinary items, mainly related to employee costs

Outlook



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Key highlights for 2H24



Forward booking load factors in line with previous year but with some pressure on yields



Ongoing fleet investment with the delivery of 3 new A320 NEO, with one entering in service in Q3



Further investment in Brazil with two new routes: Florianópolis and Manaus, serving 13 cities through 15 routes



Focus on **the strategic roadmap**, namely on deleveraging and strong operating margins



Q&A



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