

Bringing the Dream into Reality in LATAM Airlines



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What is LATAM Airlines Group?

- Leading airline in Latin America
- LATAM is the result of the combination of LAN Airlines with TAM Airlines
- A history of success:
 - # 1 in Market Capitalization Airline in the world
 - Profitable since 1994 - the only in the industry
 - One of the five most profitable airlines in the world
 - A fast growing airline with significant growth potential
- LATAM AIRLINES GROUP is an airline group with 2 important businesses; passenger and cargo, with subsidiaries in:



Chile



Argentina



Peru



Paraguay



Brazil



Ecuador



Colombia

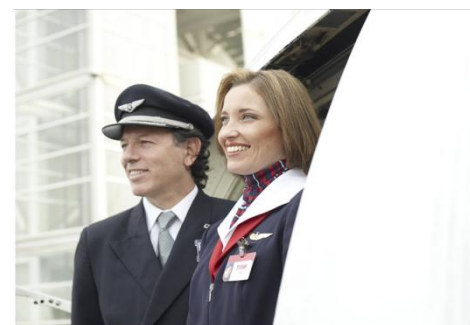


Mexico

- An airline group that moves more than 60 million passengers annually and its recognized as the best airline in Latin America
- More than 53,000 employees in 42 countries

LATAM's GROUP key figures

- US\$ 13,5 Billion in revenues
- 150 Destinations, 1,472 daily flights on average
- 60 Millions of transported passengers yearly
- 319 Airplanes (305 passenger and 14 cargo)
- 240 Purchase orders for airplanes
- 53 Thousands of employees



LATAM is 1st in the Americas and 4th in the world to receive the Boeing 787 Dreamliner



A brief summary of the Dreamliner history

Boeing Sonic Cruiser (2001)



ANA launch customer 50 Aircraft
(Apr-2004)



Boeing names 787
"Dreamliner" (Jan-2005)



LAN purchases 32 787's
(Aug-2007)



First 787 Delivery ANA
(Sep-2011)



2001 - 2002

2003 - 2004

2005 - 2006

2007 - 2008

2009 - 2010

2011 - 2012



Boeing launches 7E7 (Jan-2003)



787 is presented to the world
(Jul-2007)

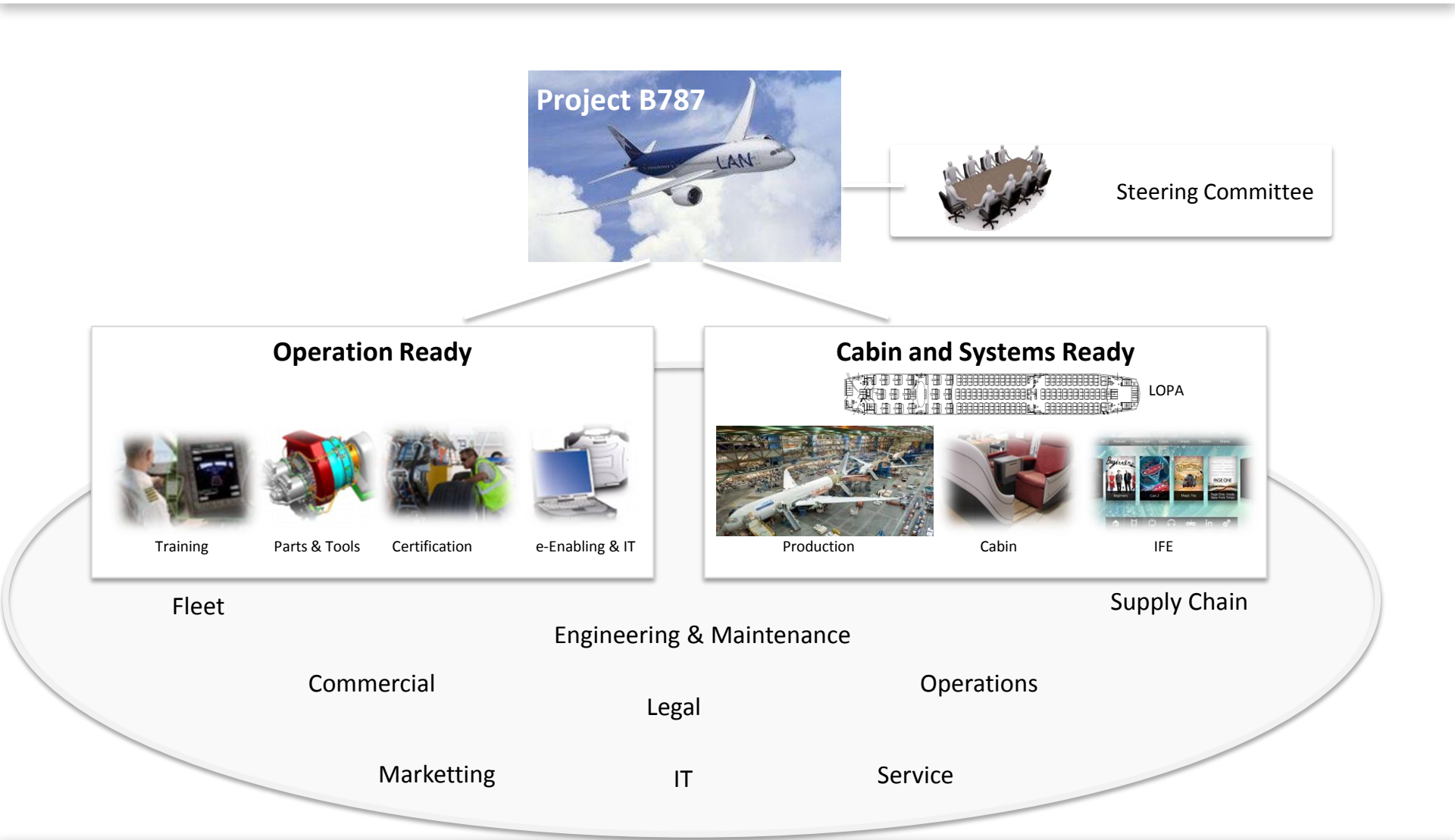


First Flight 787-8
(Dic-2009)

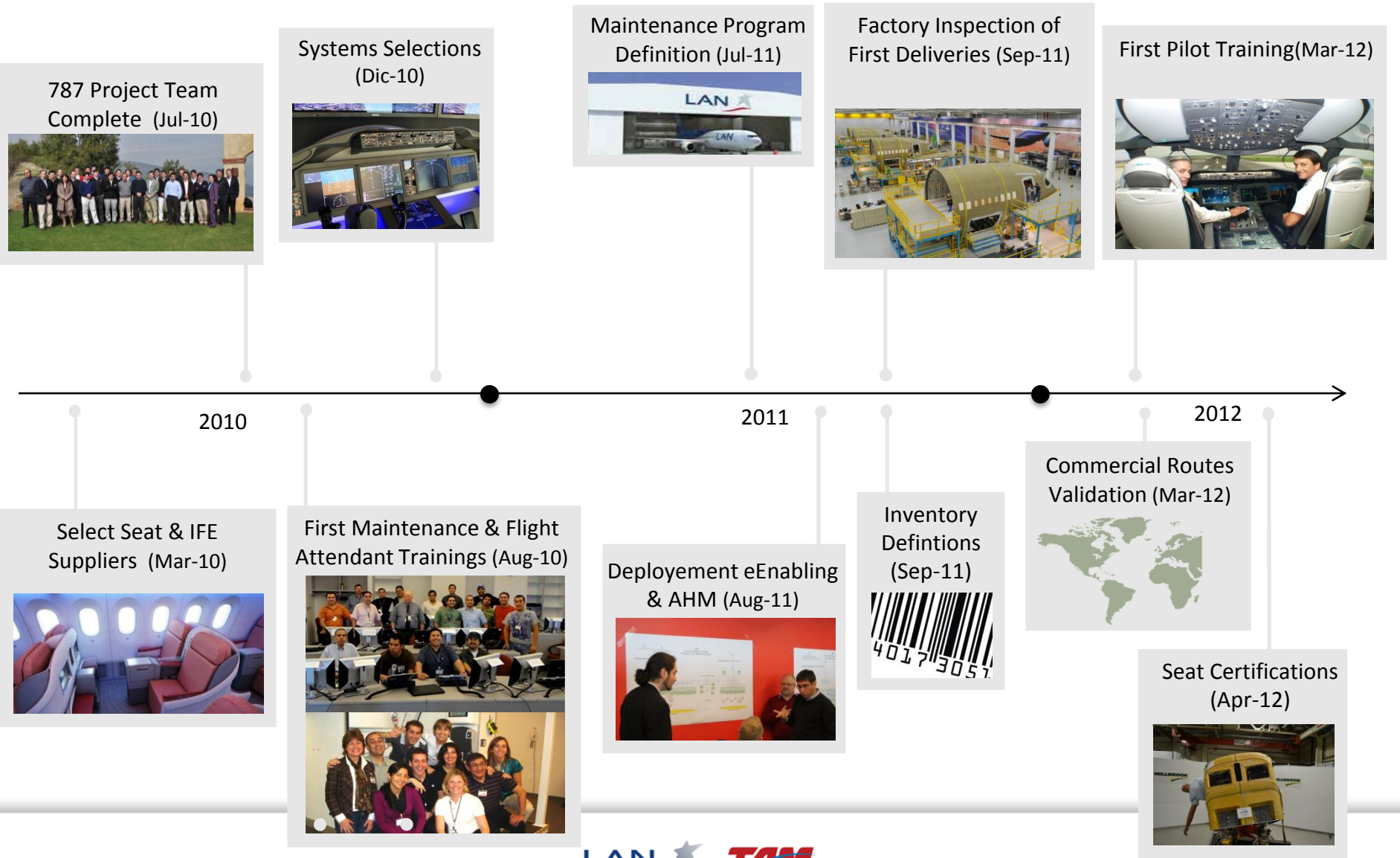


FAA Certification
787-8 (Aug-2011)

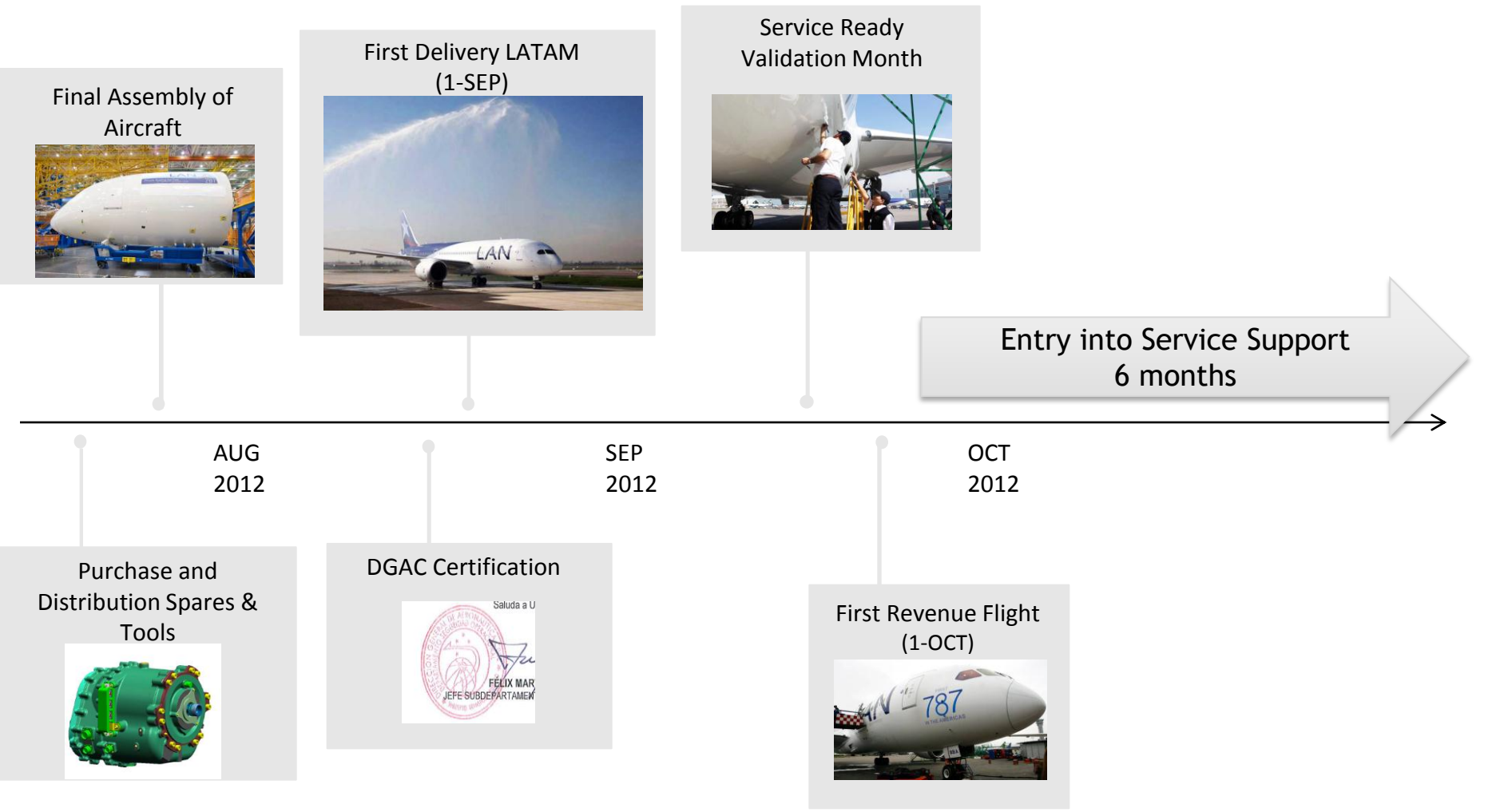
LATAM 787 Project Begins in Jan 2010



Key 787 Project Milestones Since 2010



Final Project Milestones in 2012



Since Oct-1 2012:

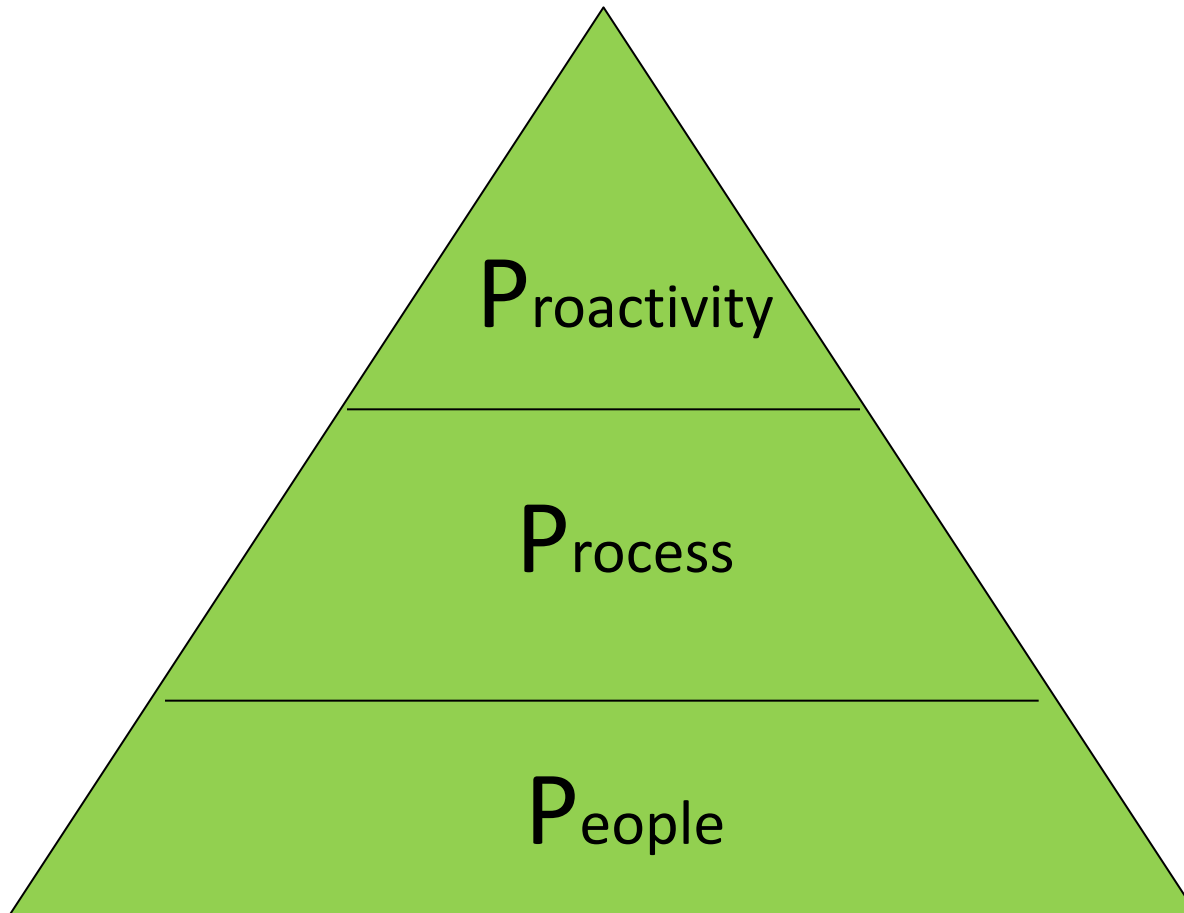
- 38 Revenue Flights
- 82% On-Time Performance
- 2nd 787 Delivery Today!
- Starting flights to LIMA Nov-1

And very importantly:

- Business areas in control of 787



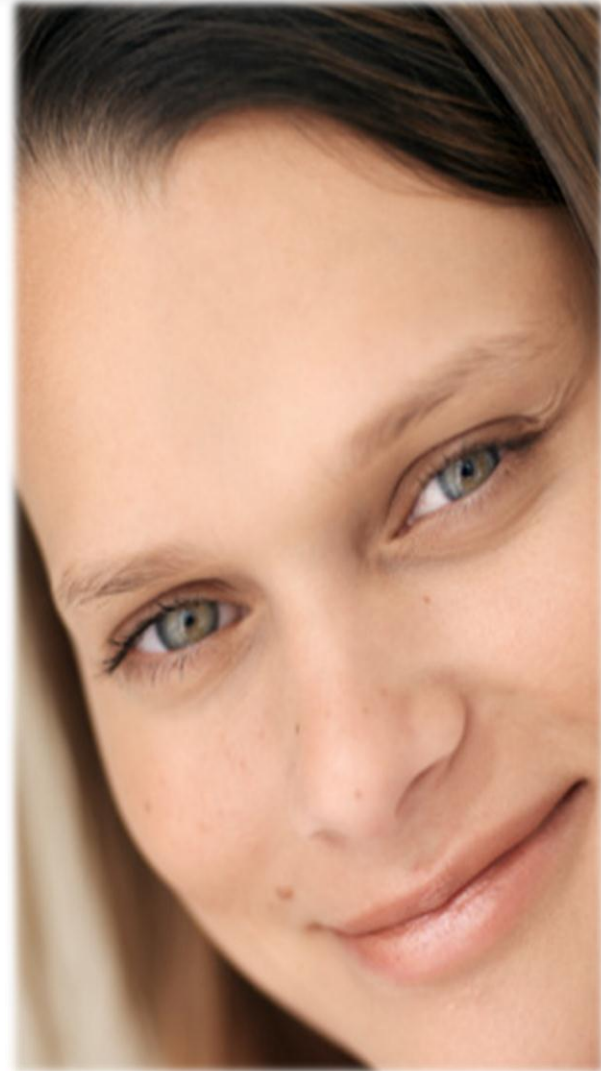
Project Performance Pyramid (PPP) ... proposed framework to explain key levers of LATAM 787 Project success



- Risk Management
 - Benchmark
 - What if, what if...what if
-
- Project Governance
 - Project KPI Tracking
 - Change Management
-
- Dedicated Team
 - Best candidates
 - Strong leaders



**We invite you
to fly high!**



— LATAM AIRLINES GROUP —

...in a Multinational Company...



... Where you can work with first level professionals...

**“One of the
‘Best Employers for Leadership Development’
in Latin America”**

Ranking **HayGroup** Latin America: 2nd. Place in 2011
6th. Place in 2012



WELCOME ON BOARD!



LATAM AIRLINES GROUP

Thank you for your attention Questions?
