



— LATAM AIRLINES GROUP —

Third quarter 2012 Results Presentation

November, 2012

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, 2011.

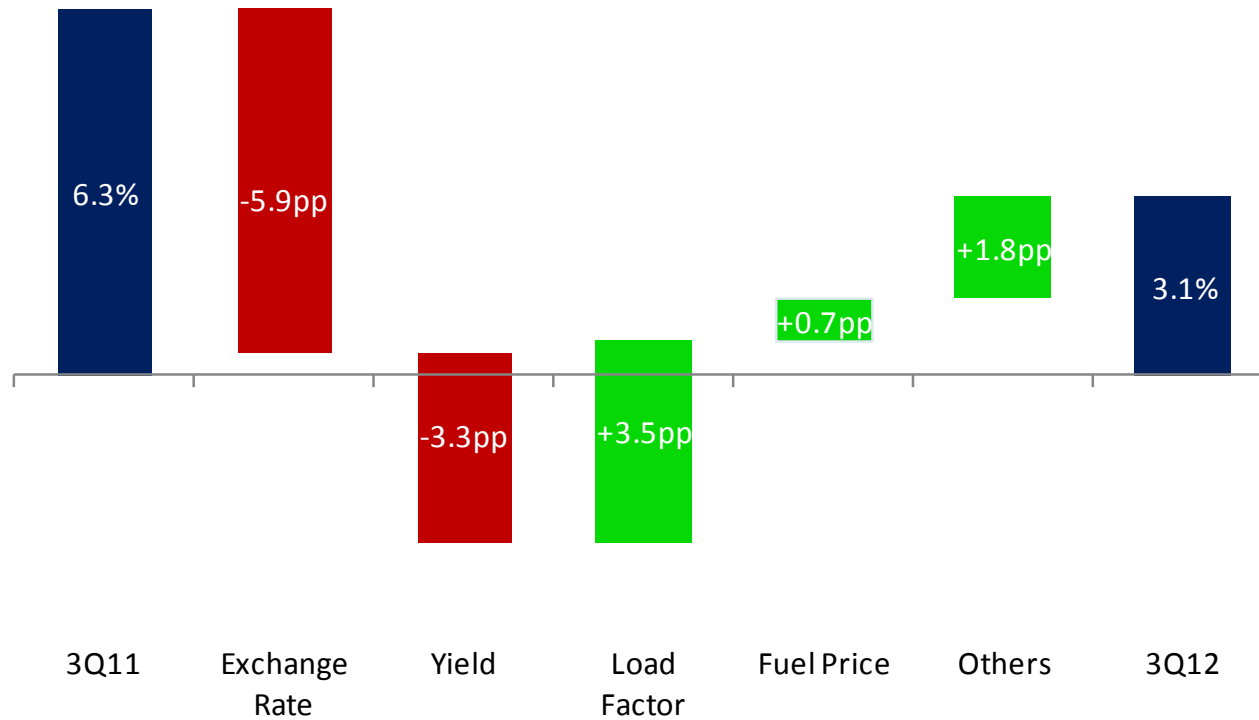
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LATAM Airlines Group: Highlights 3Q 2012

(US\$ million)	3Q11 Pro Forma	3Q12	% Change (YoY)
Total Revenues	3,477	3,345	-3.8%
Passenger Revenues	2,887	2,817	-2.4%
Cargo Revenues	523	448	-14.4%
Total Operating Expenses	-3,016	-3,260	8.1%
Operating Income (Ex one time)	218	105	-51.9%
Operating Margin	6.3%	3.1%	-3.1 pp
Net Income (Ex one time)	-455	21	104.7%
EBITDAR (Ex one time)*	629	506	-19.6%
EBITDAR Margin	18.1%	15.1%	-3.0 pp

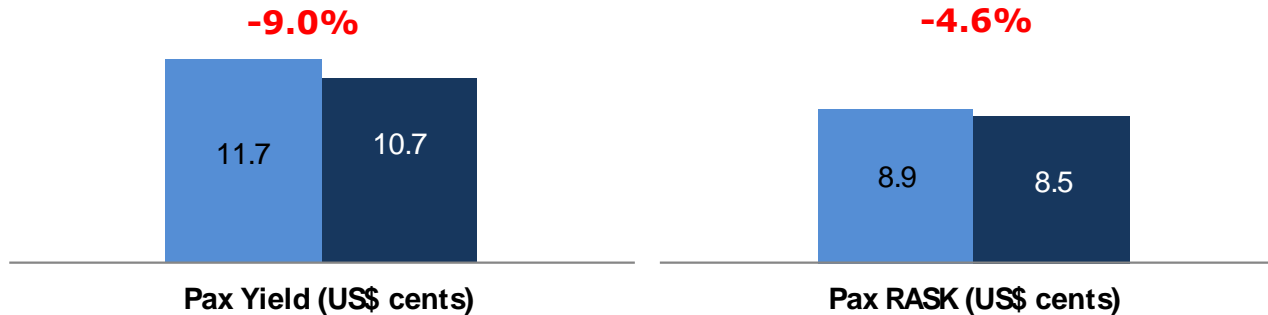
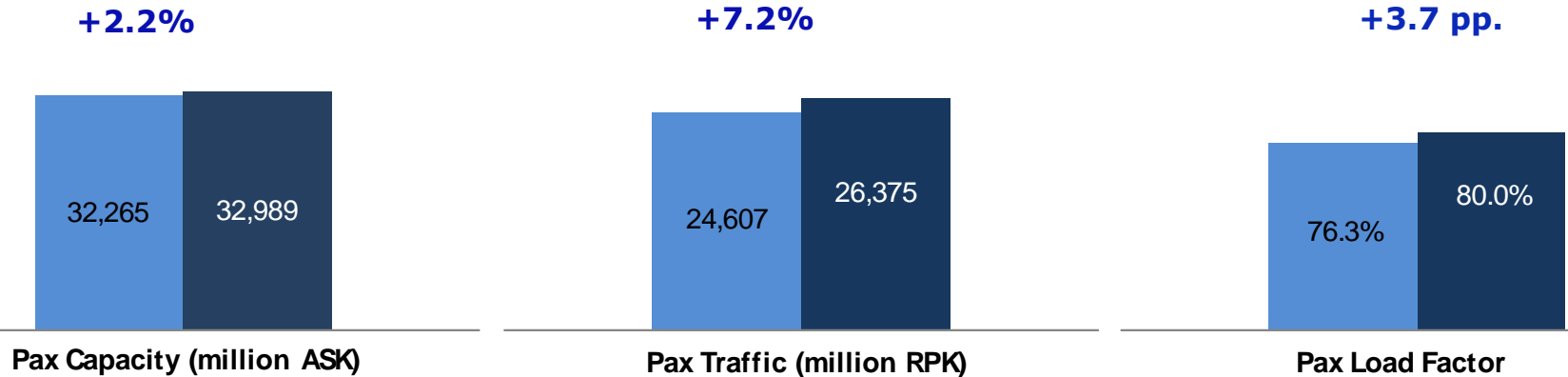
- In this quarter the company recorded Net income of US\$21 million and an operating margin of 3.1% excluding extraordinary items.
- Extraordinary Items include transaction related expenses of US\$20 million and a one time tax charge of US\$70 million

LATAM Airlines Group operating margin analysis (ex one time items)



3.68	—————	Fuel Price [US\$]	—————>	3.60	-2.1%
218	—————	Op. Margin [US\$MM]	—————>	105	-51.9%

LATAM Airlines Group: Passenger Business - Revenue decreases 2.4%



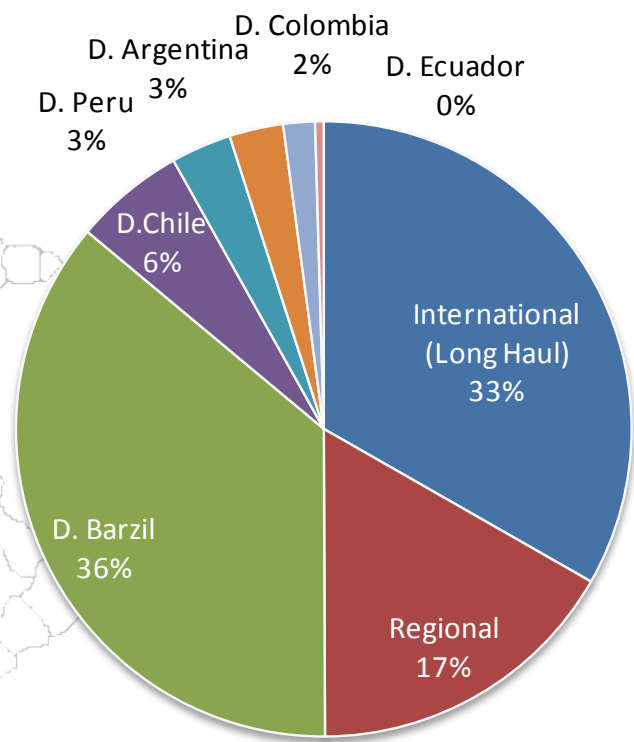
■ 3Q11 ■ 3Q12

LATAM Airlines Group: Diversified passenger capacity growth



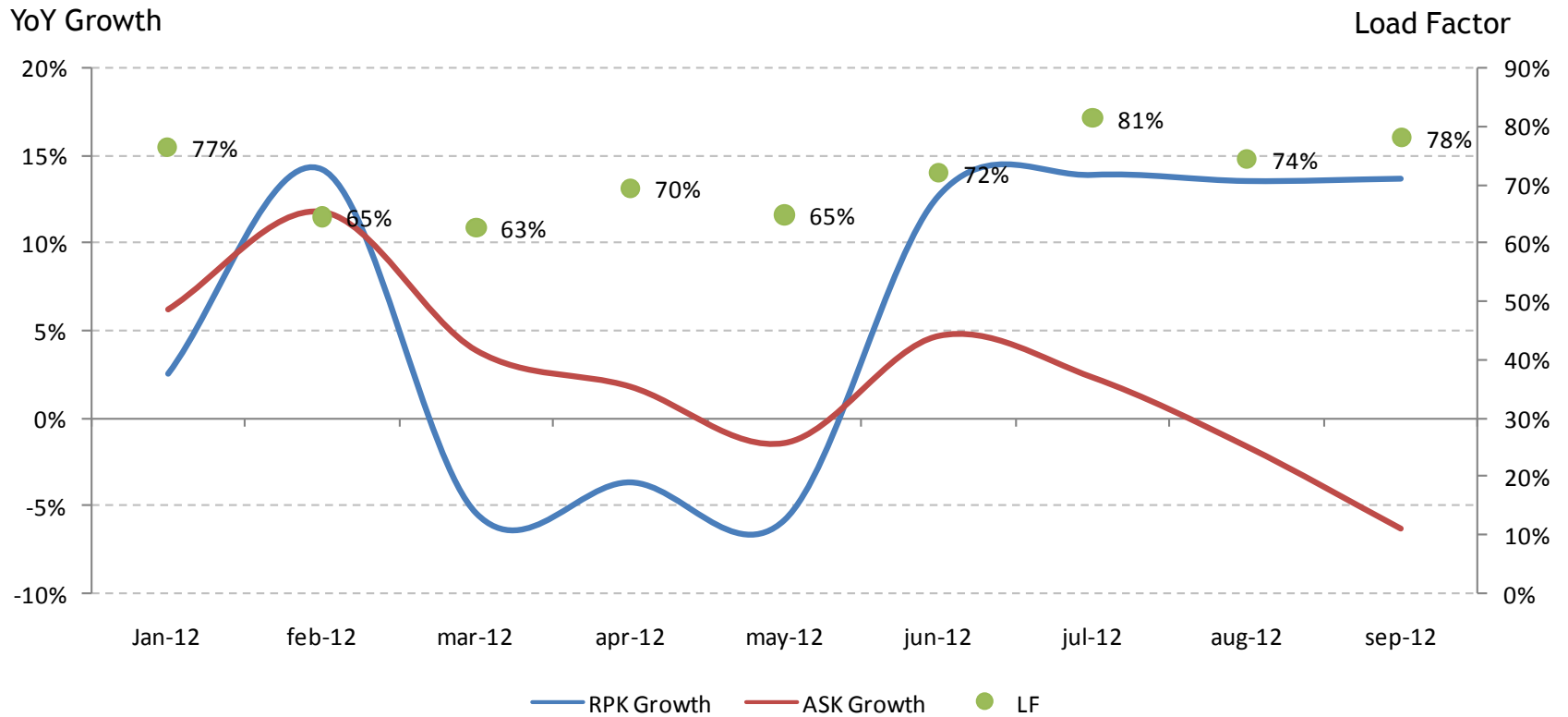
ASK 3Q 2012

Growth in ASK (3Q11 vs. 3Q12)	2.2%
International (Long Haul)	-0.6%
Regional	14.8%
Brazil Domestic	-1.8%
Chile Domestic	17.4%
Peru Domestic	7.1%
Argentina Domestic	38.5%
Colombia Domestic	-0.9%
Ecuador Domestic	15.2%

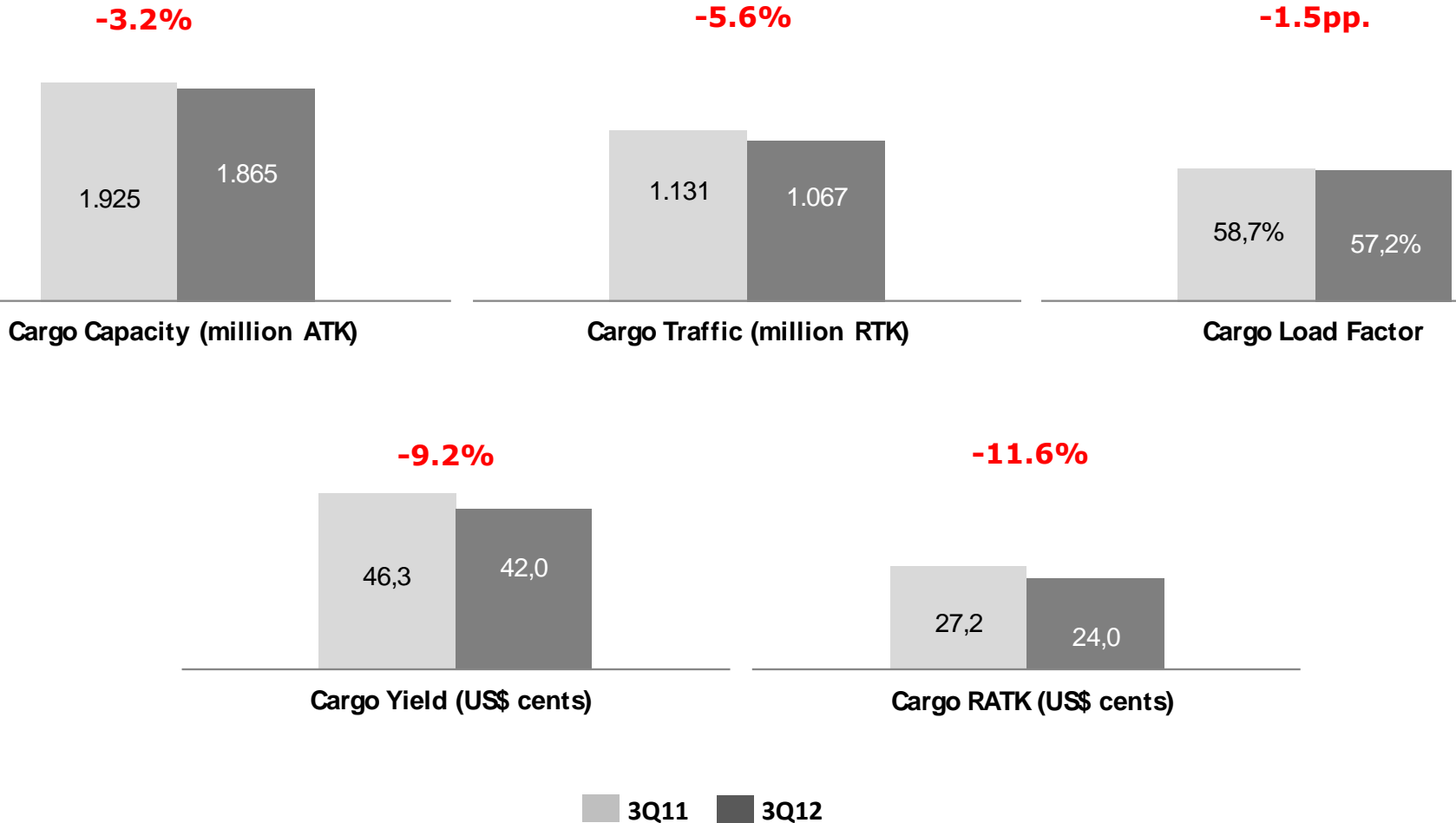


Businesses performance January - September 2012: Domestic Brazil

TAM Domestic Passenger Operation - Capacity and Traffic Evolution

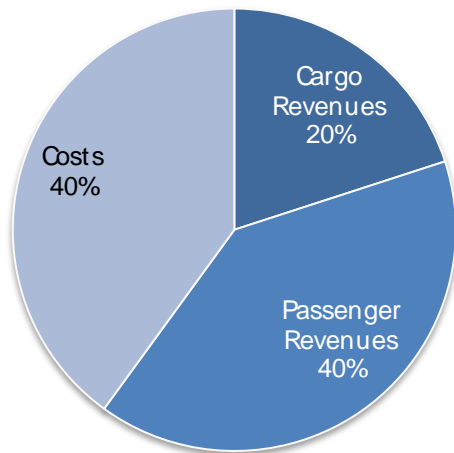


LATAM Airlines Group: Cargo Business - Revenue decreases 14.4%

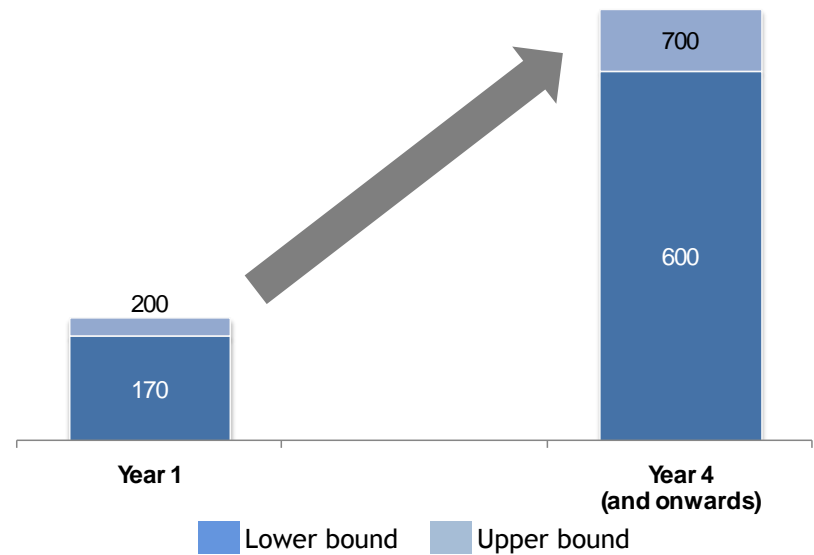


Estimated US\$700 Million in Synergies

Synergy Breakdown



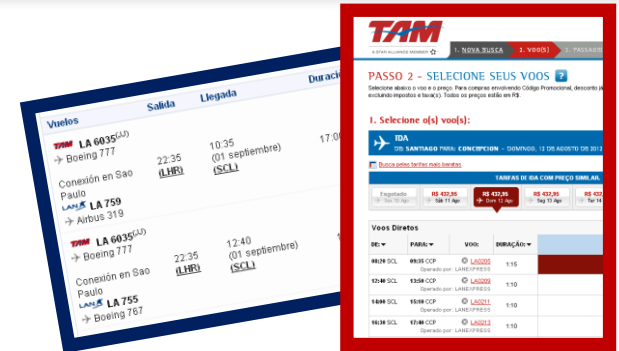
Synergy Schedule (US\$ millions)



Passenger, Cargo and Cost synergies on track

Passenger Operations

- ➔ New and improved agreements with international carriers
- ➔ Alignment of commercial practices and on board product
- ➔ New operations on regional routes



Cargo Operations

- ➔ Integration of international cargo systems completed
- ➔ Improved connectivity for cargo at GRU and GIC airports
- ➔ New domestic Brazil cargo contracts



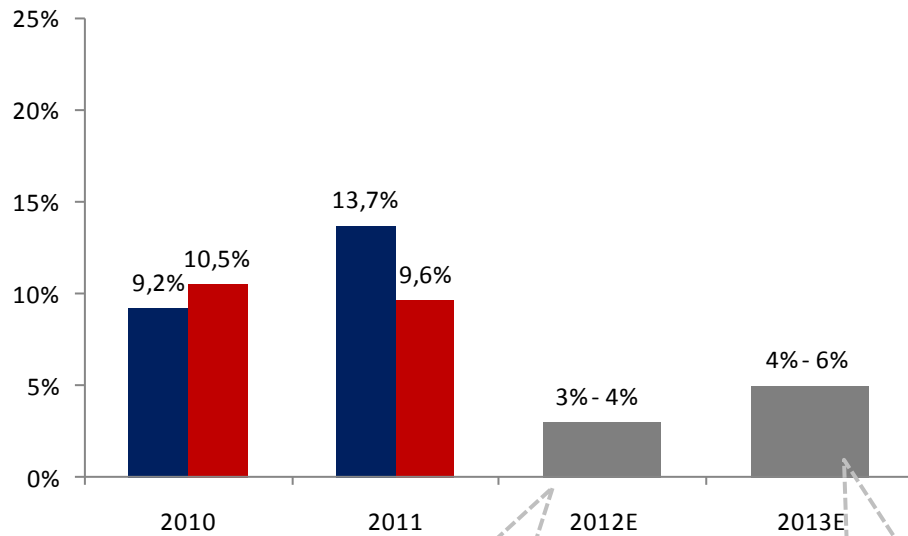
Costs Synergies

- ➔ Fuel price negotiations in some airports completed
- ➔ Early redelivery of engine inventories
- ➔ Insurance joint negotiation completed



2012 Estimated capacity expansion

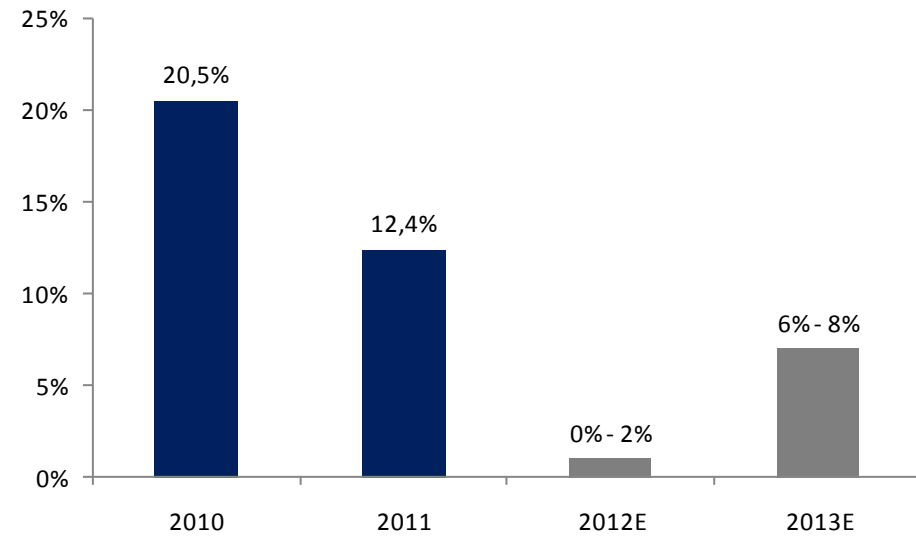
LATAM Airlines Passenger ASK Growth



Domestic Brazil ASKs
-2%

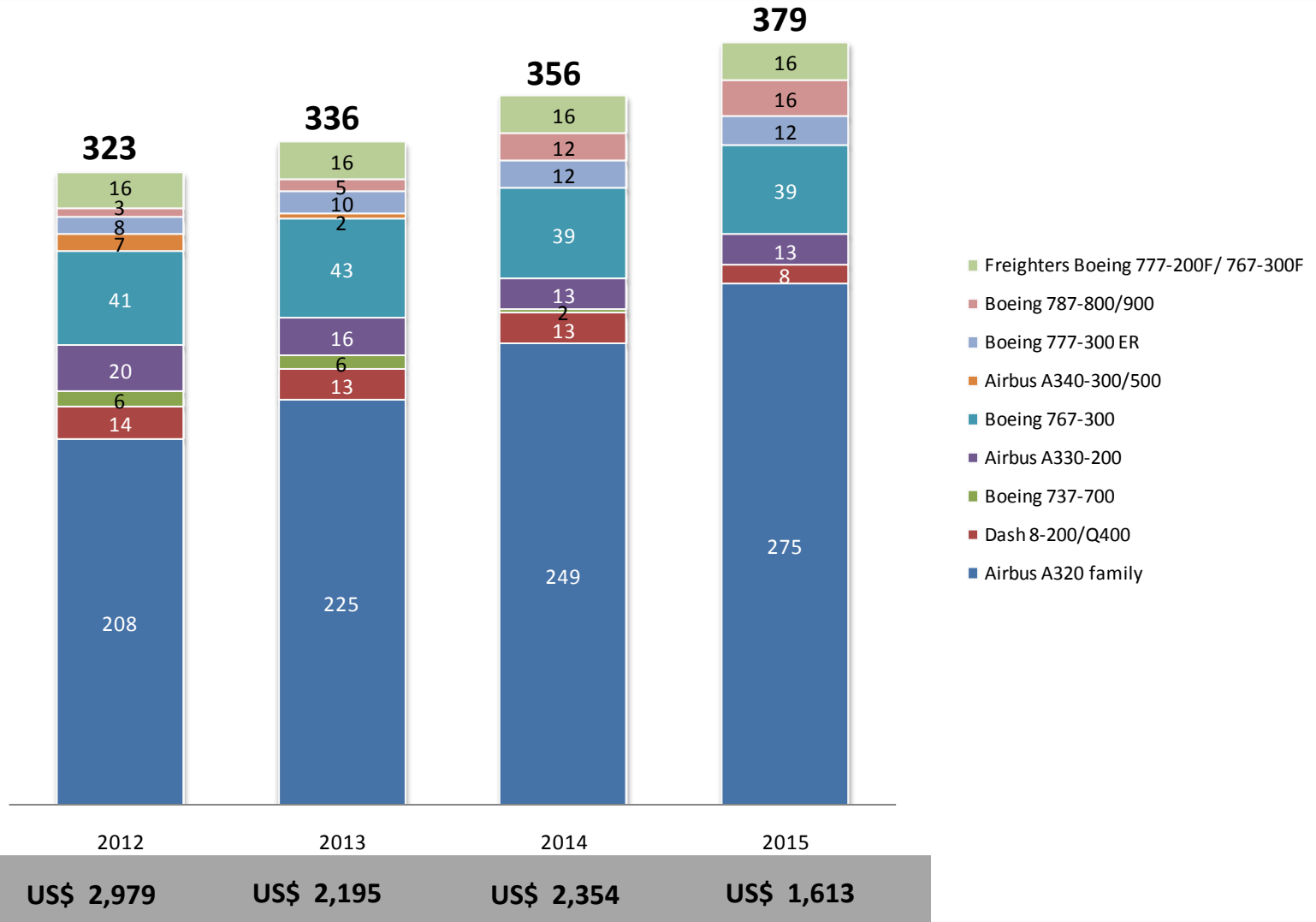
Domestic Brazil ASKs
-7% 1H2013

LATAM Airlines Cargo ATK Growth



■ LAN ■ TAM ■ LATAM

LATAM Airlines Group fleet plan 2012-2015



Recently integrating the first 787 Dreamliner to our fleet

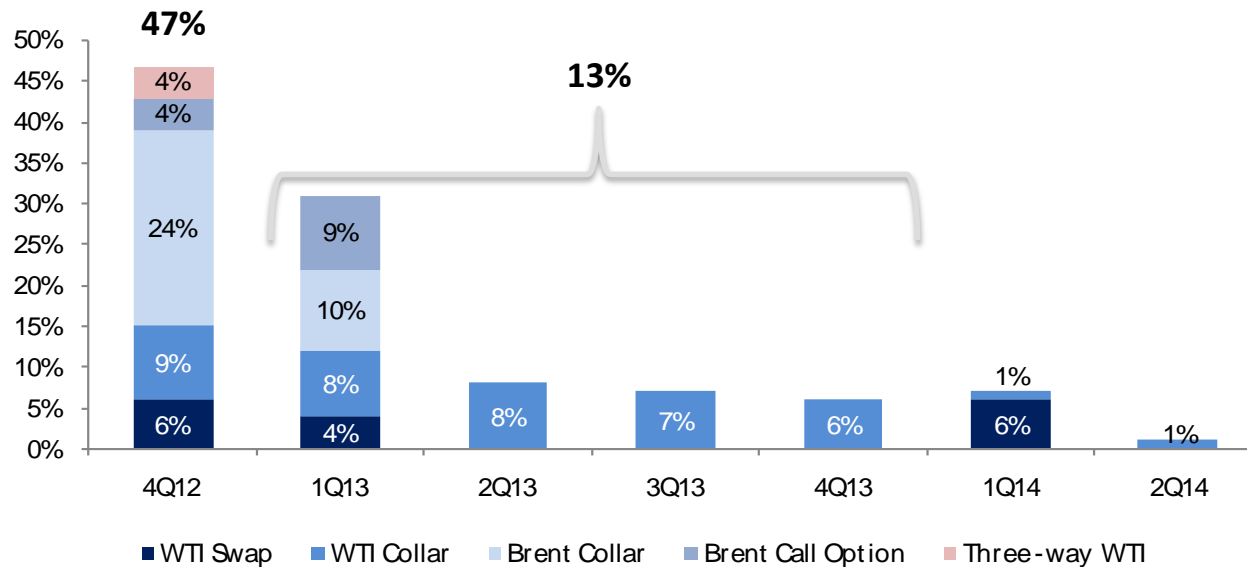
Boeing 787 Dreamliner

- Will allow the group to achieve unprecedented efficiencies in fuel consumption
- Consumes between 12% and 15% less fuel than a B767
- 20% less CO2 emissions
- Will operate between Santiago, Buenos Aires, Lima, Los Angeles, Madrid, and Frankfurt.



LATAM Airlines Group fuel hedges

LATAM Fuel Hedges
(% of consumption)



		4Q12	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14
W TIBand	101@ 75	47%						
W TIBand	101@ 67		31%					
W TIBand	117@ 87			8%				
W TIBand	119@ 87				7%	6%		
W TIBand	102@ 80						7%	
W TIBand	93@ 80							1%

Thank You

