



Q1 2010 Results





Antonio Vázquez
Chairman & Chief Executive Officer



Highlights Q1 2010



 **49% improvement in EBIT**

 **Slight recovery in unit revenues: stronger demand and improvement in yield trend**

 **Resurgence of business traffic, especially in long haul**

 **Good performance of cargo**

 **Cost reduction despite capacity adjustment**

Main Figures Q1 2010



<i>€ million</i>	Q1 2010	Q1 2009
EBITDAR	47	-7
EBIT	-75	-147
<i>Adjusted EBIT</i>	-49	-118
Profit from operations	-71	-147
EBT	-71	-128
Net Income	-52	-93



Rafael Sánchez-Lozano
Managing Director & Chief Operating Officer



Operating revenues Q1 2010



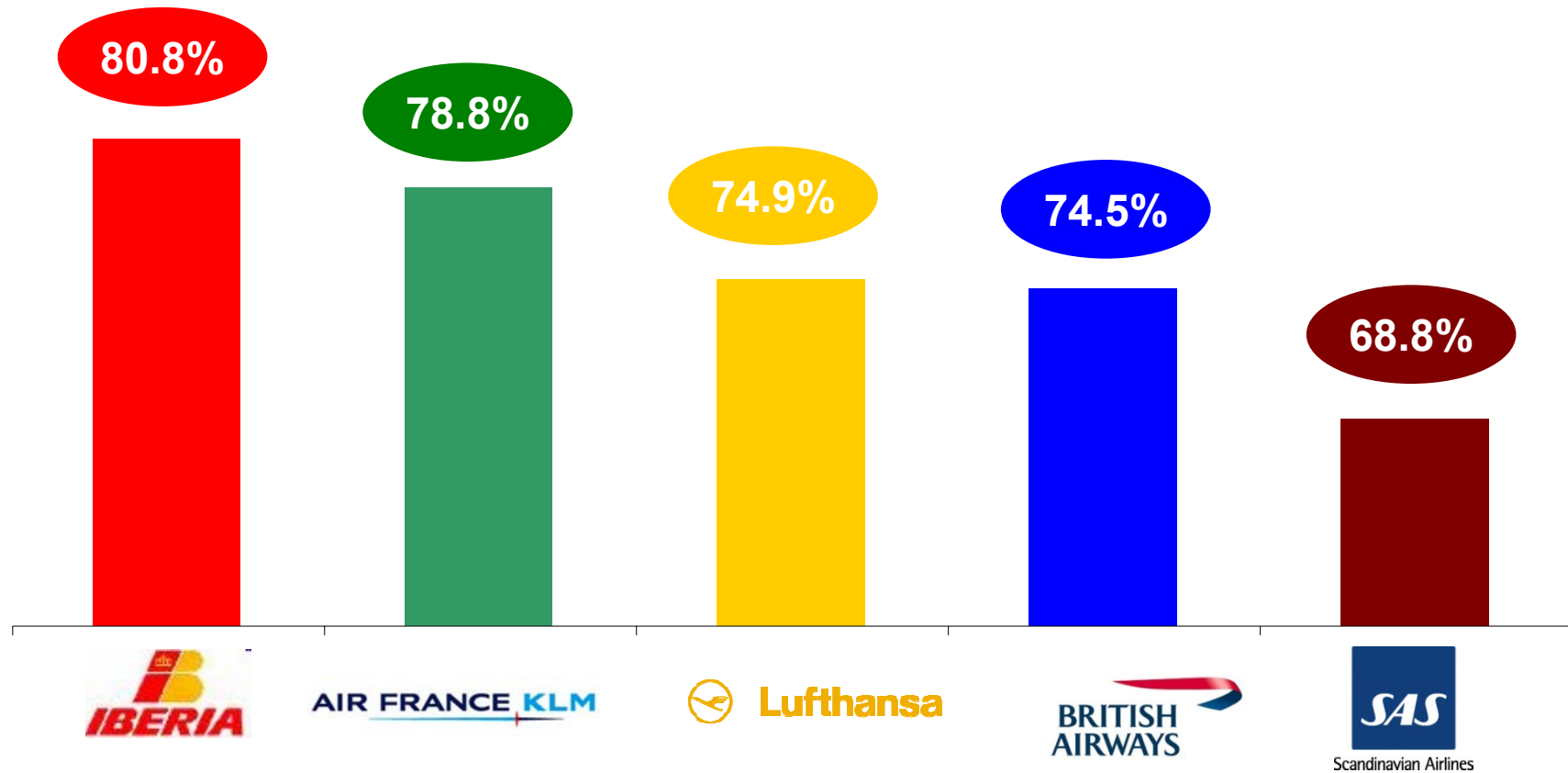
<i>€ million</i>	Q1 2010	YoY %
Passenger	789	- 5.3
Cargo	64	+7.3
Handling	54	0.0
Maintenance	75	-5.6
Rest	66	-6.2
Total	1,049	-4.4%
Revenue/ASK		+2.3%

Traffic statistics Q1 2010



<i>Change Q1 2010/09 (%)</i>	ASK	RPK	LF
Domestic	-6.9	-3.0	2.7 pp
Europe	-10.9	-4.6	4.7 pp
Other medium haul	1.7	12.3	7.2 pp
Long haul	-5.4	-0.6	4.2 pp
Total	-6.6	-1.2	4.4 pp

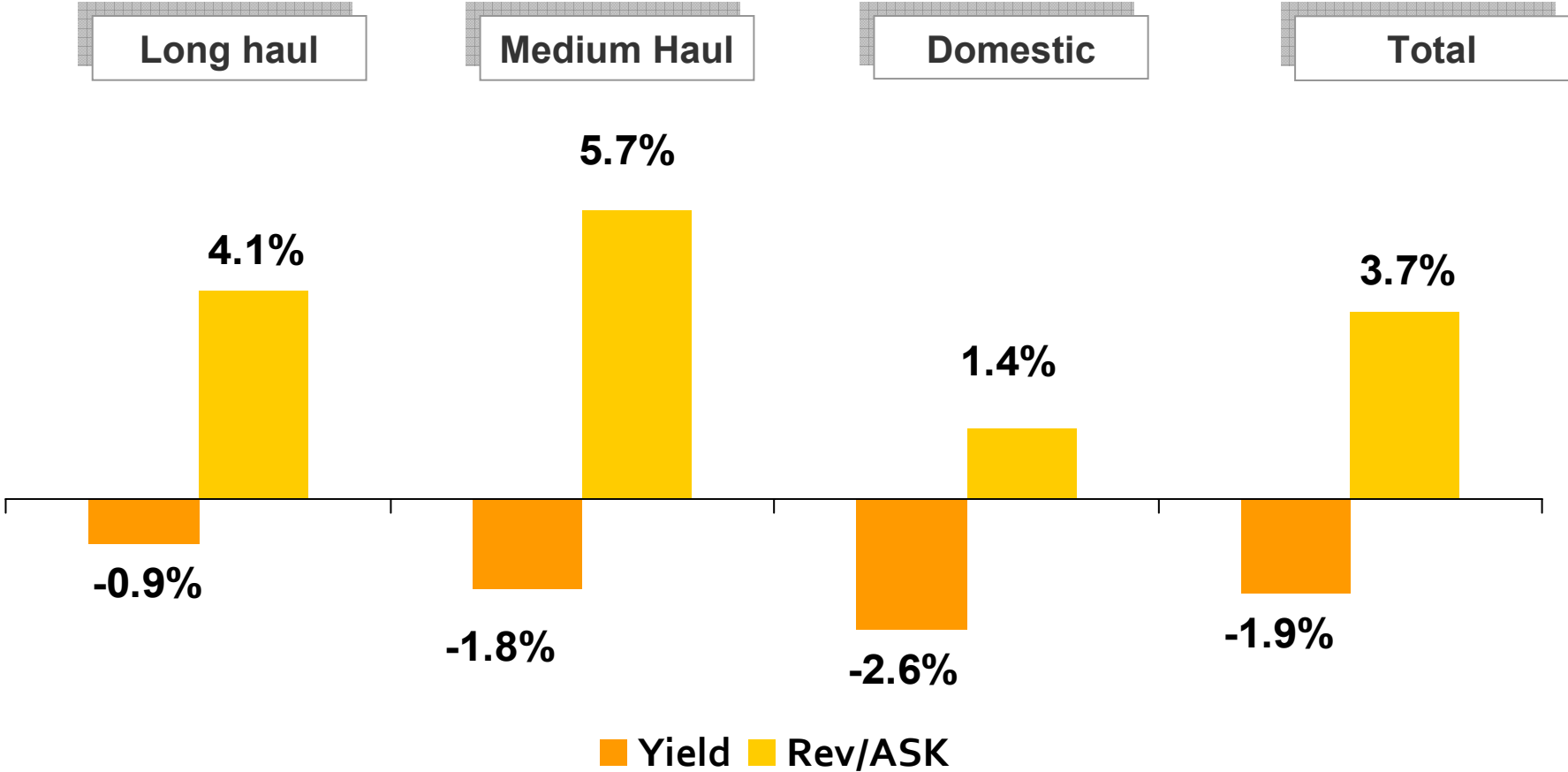
Best load factor among network carriers Q1 2010



Pax unit revenue



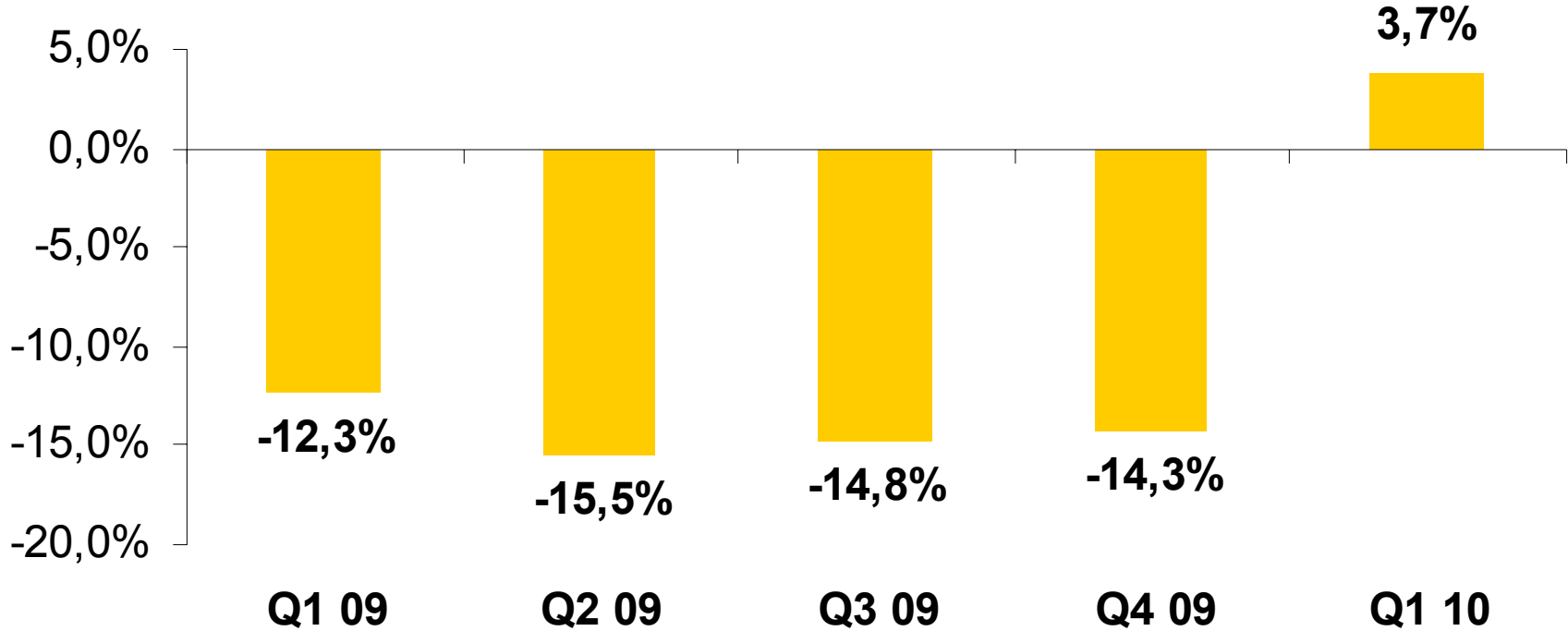
Q1 2010 vs. Q1 2009



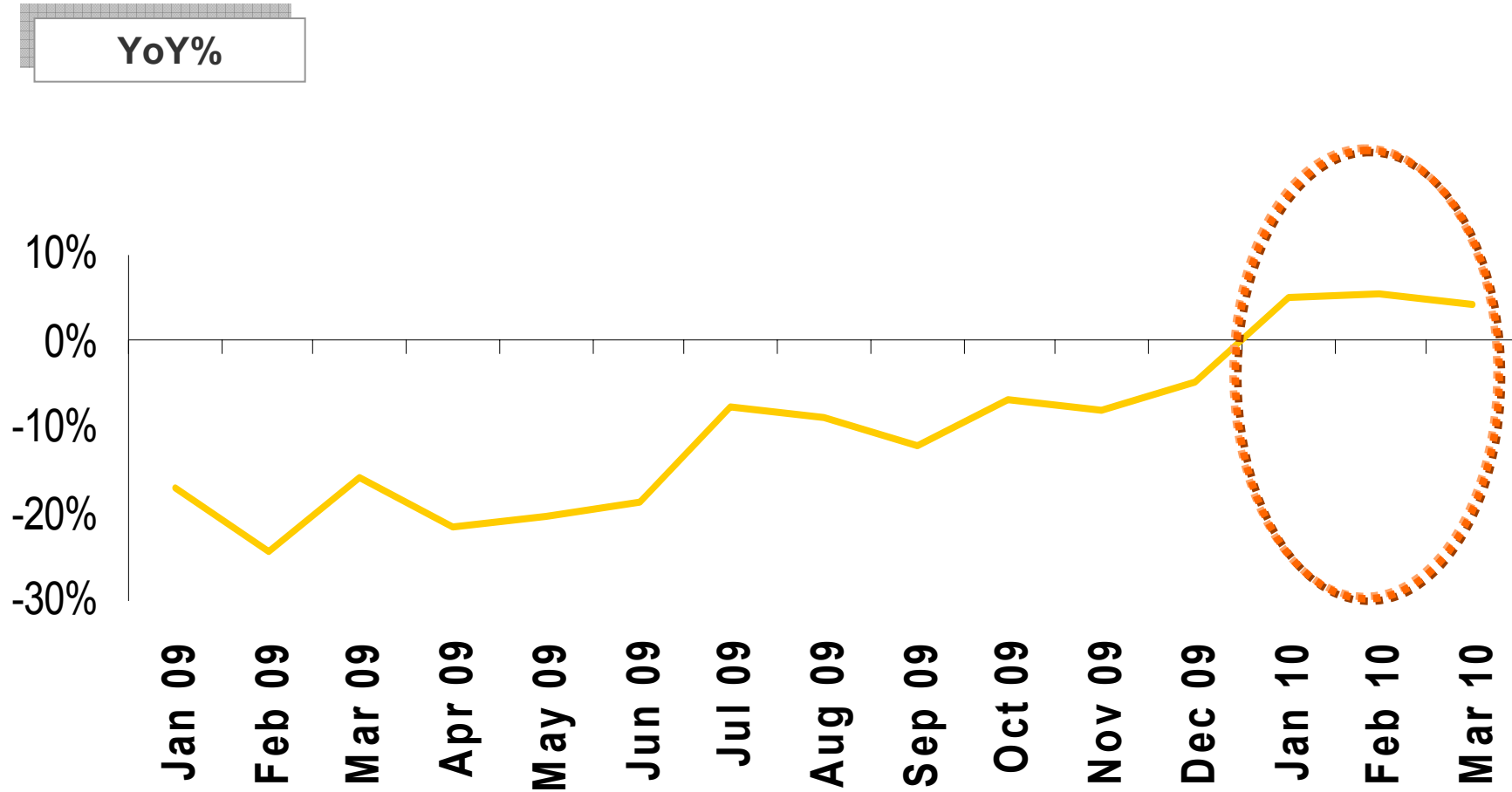
Unit revenue improvement



YoY%



Long haul business pax evolution

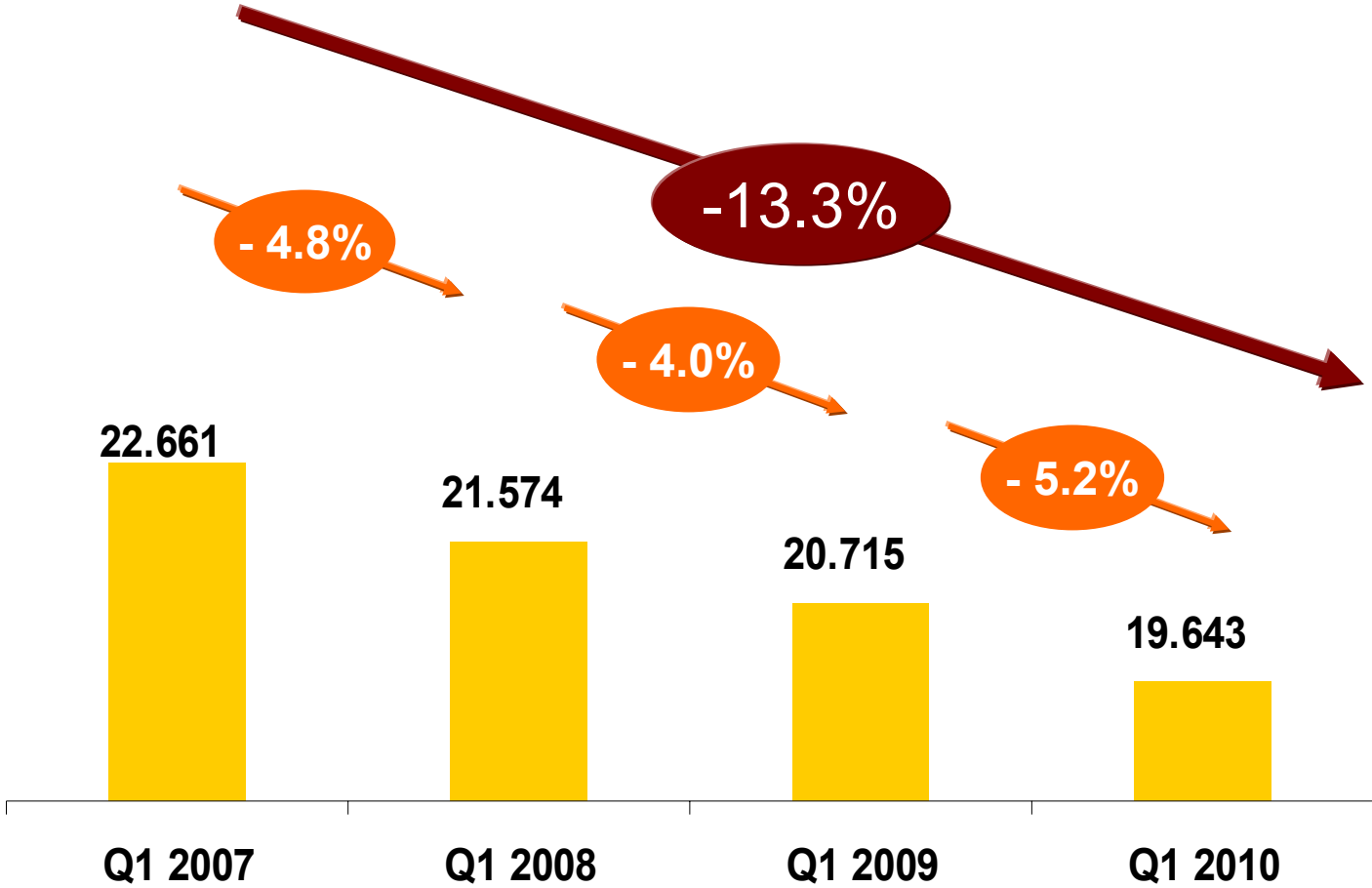


Operating costs Q1 2010



<i>€ million</i>	Q1 2010	YoY %
Personnel	314	-3.8
Fuel	228	-21.0
Depreciation + Fleet leases	123	-12.4
Traffic services + Nav.Charges	152	-5.1
Commercials	42	-5.9
Booking systems	39	-5.2
Maintenance	97	-8.4
Rest	129	-6.0
Total costs	1.125	-9.7%
Operating Costs/ASK		-3.3%

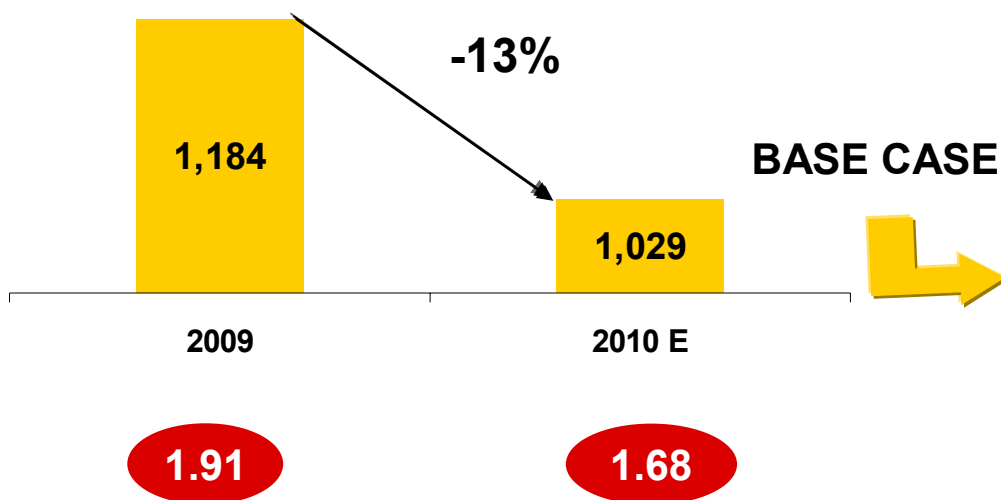
Efforts in headcount efficiency



Fuel 2010 E



Total Fuel Costs mm €



Price sensitivity (1.30 USD/€)

Price	Fuel Bill	YoY %	Unit cost (€ cents)
800	1,057	-11%	1.73
700	1,029	-13%	1.68
600	1,001	-15%	1.64

Unit Fuel Costs € cents

Around 70% hedged for 2010

Sound financial position



<i>€ million</i>	Mar 2010	Dec 2009
Gross cash	2,031	1,919
In balance-sheet debt	578	502
In balance- sheet net debt	-1,452	-1,417
Capitalised operating leasing (x8)	2,525	2,658
Adjusted net debt	1,073	1,241
LEVERAGE	40,3%	44,4%



Recent facts and developments 2010



Impact of Iceland volcano



-  **7 days of flight disruption**
-  **More than 1.000 flights cancelled**
-  **Around 9.000 hotel rooms**
-  **More than 125.000 passengers affected**

Negative impact of 17 Mn€

 **Labour Agreements**

 **Plan 2012**

 **IB-BA Merger**

 **IB-BA-AA Joint Business Agreement**

 **Labour Agreements**

 **Plan 2012**

 **IB-BA Merger**

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