

# 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

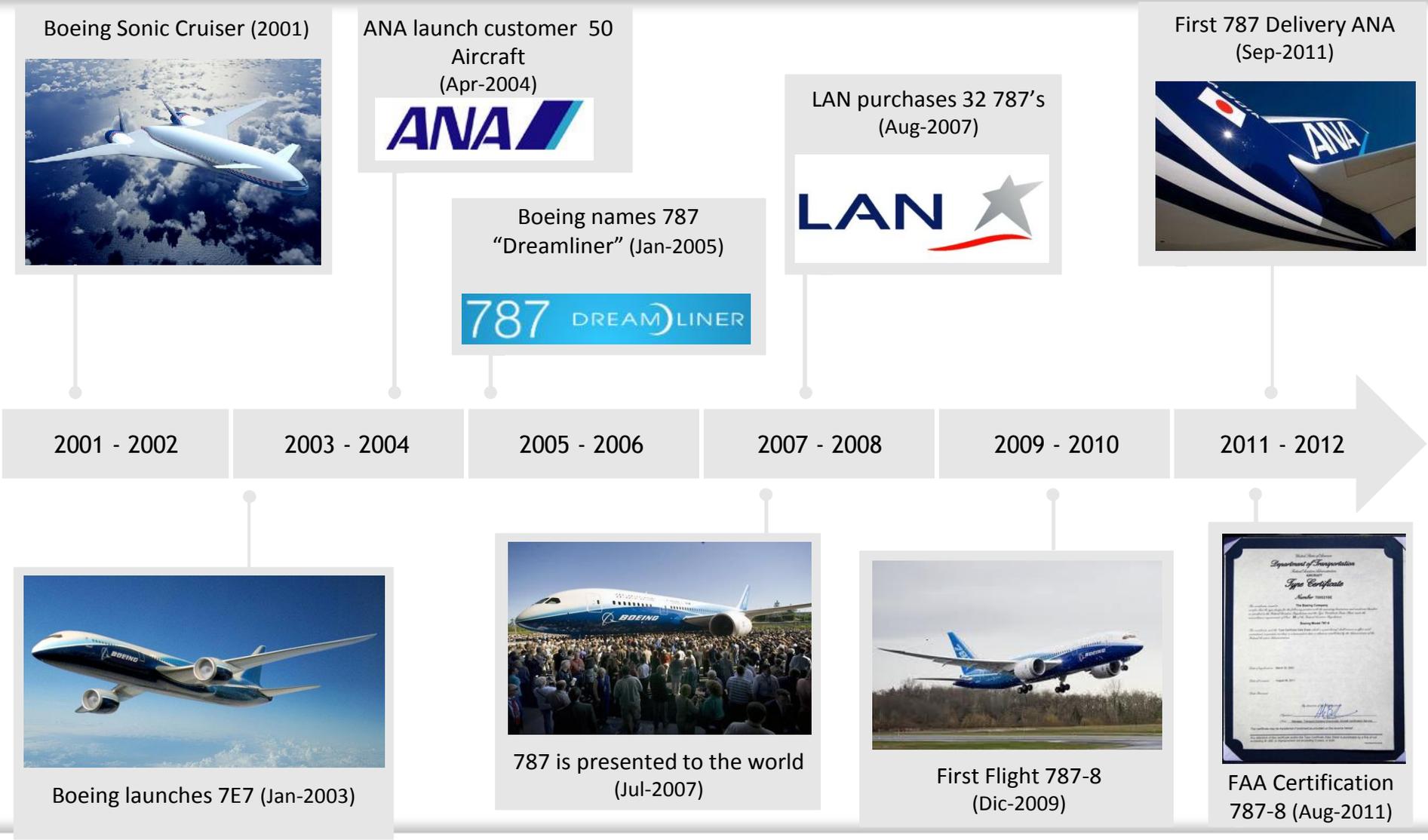
- US\$ 13,5 Billion in revenues
- 150 Destinations, 1,472 daily flights on average
- 60 Millions of transported passengers yearly
- 319 Airplanes (305 passenger and 14 cargo)
- 240 Purchase orders for airplanes
- 53 Thousands of employees



# LATAM is 1<sup>st</sup> in the Americas and 4<sup>th</sup> in the world to receive the Boeing 787 Dreamliner



# A brief summary of the Dreamliner history



# LATAM 787 Project Begins in Jan 2010



Steering Committee

### Operation Ready

Training    Parts & Tools    Certification    e-Enabling & IT

### Cabin and Systems Ready

LOPA    Production    Cabin    IFE

Fleet

Supply Chain

Engineering & Maintenance

Commercial

Operations

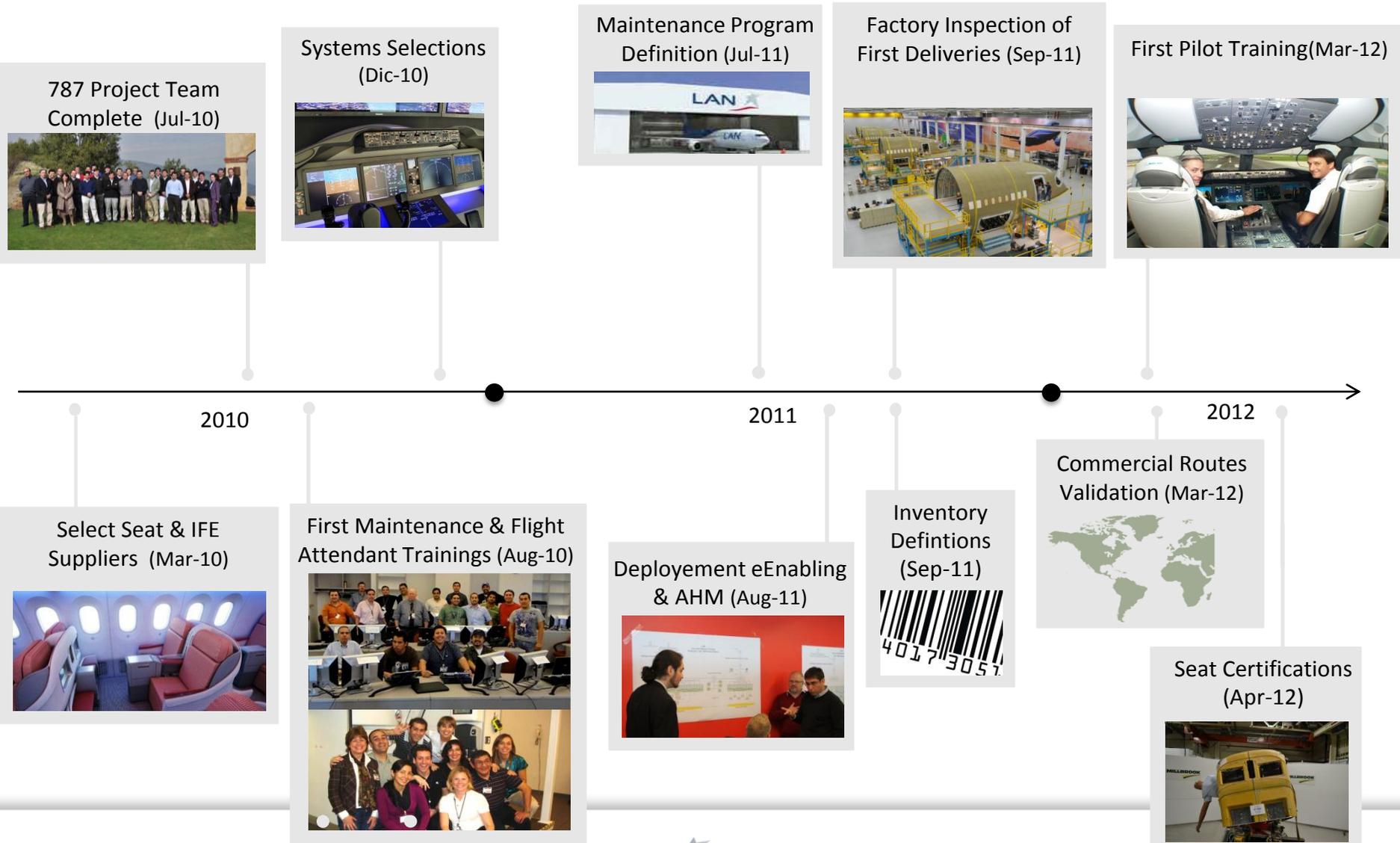
Legal

Marketing

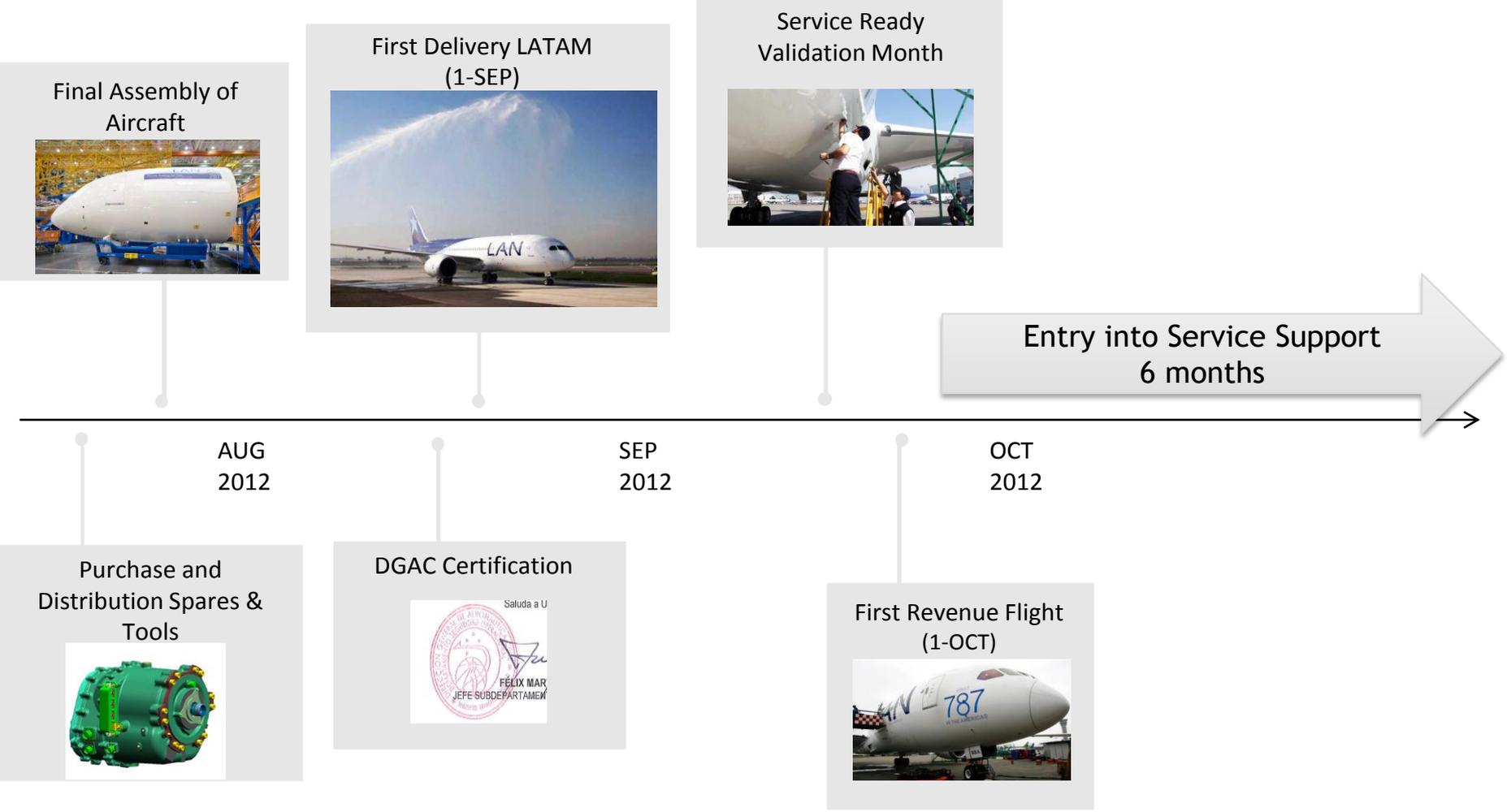
IT

Service

# Key 787 Project Milestones Since 2010



# Final Project Milestones in 2012



## Since Oct-1 2012:

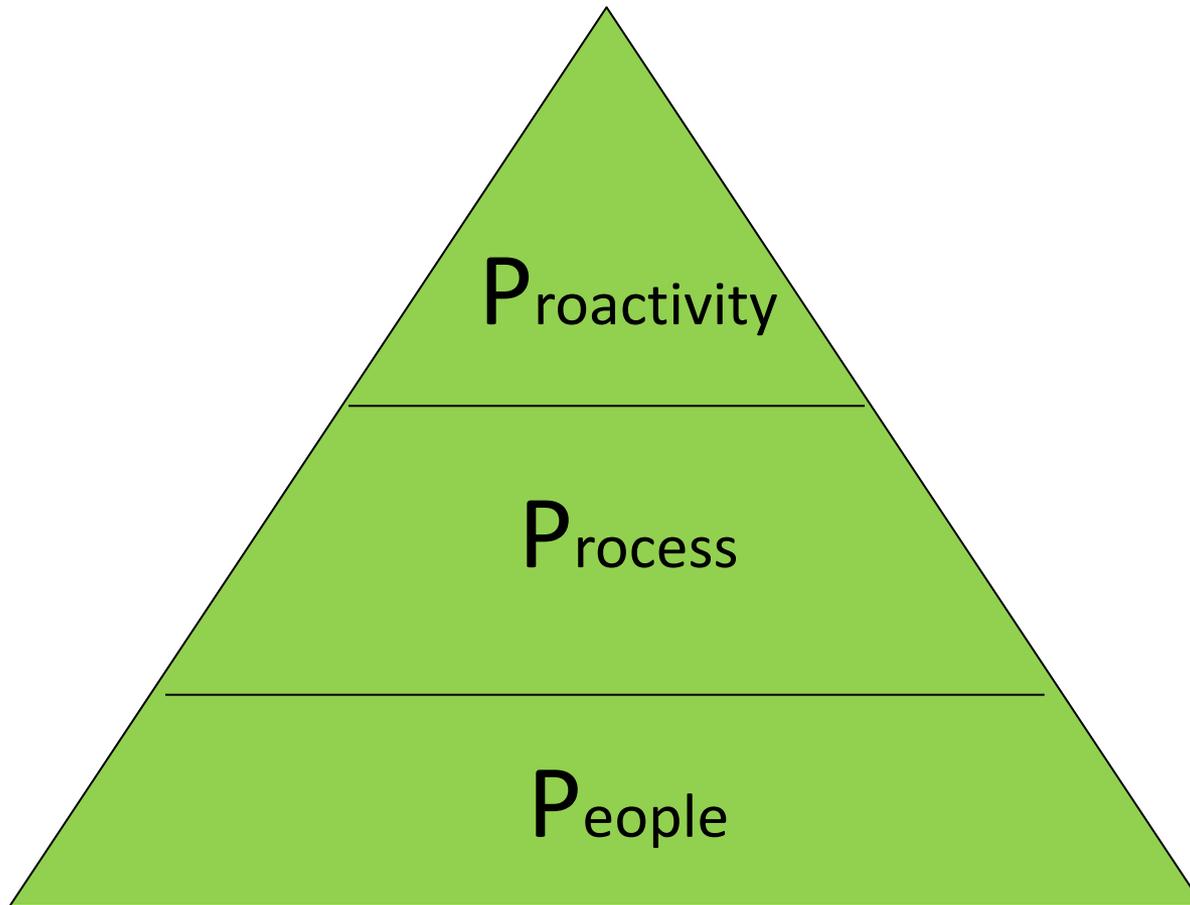
- 38 Revenue Flights
- 82% On-Time Performance
- 2nd 787 Delivery Today!
- Starting flights to LIMA Nov-1

## And very importantly:

- Business areas in control of 787



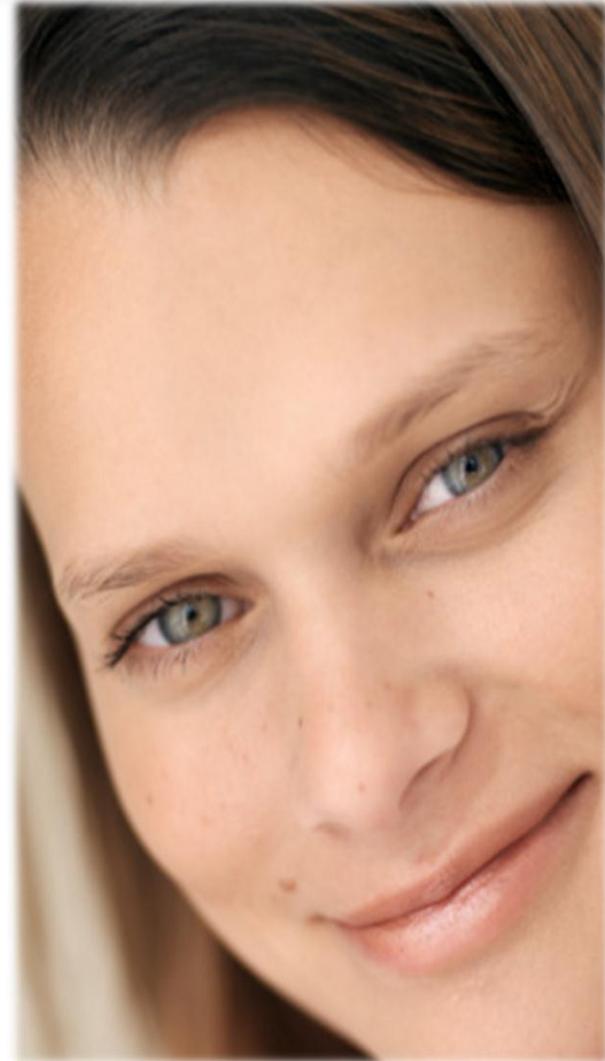
# Project Performance Pyramid (PPP) ... proposed framework to explain key levers of LATAM 787 Project success



- 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



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# WELCOME ON BOARD!



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Thank you for your attention .... Questions?

