2020 Investor Day

Maury Gallagher – Chairman and CEO



2020 Investor Day

Scott Sheldon- EVP & COO

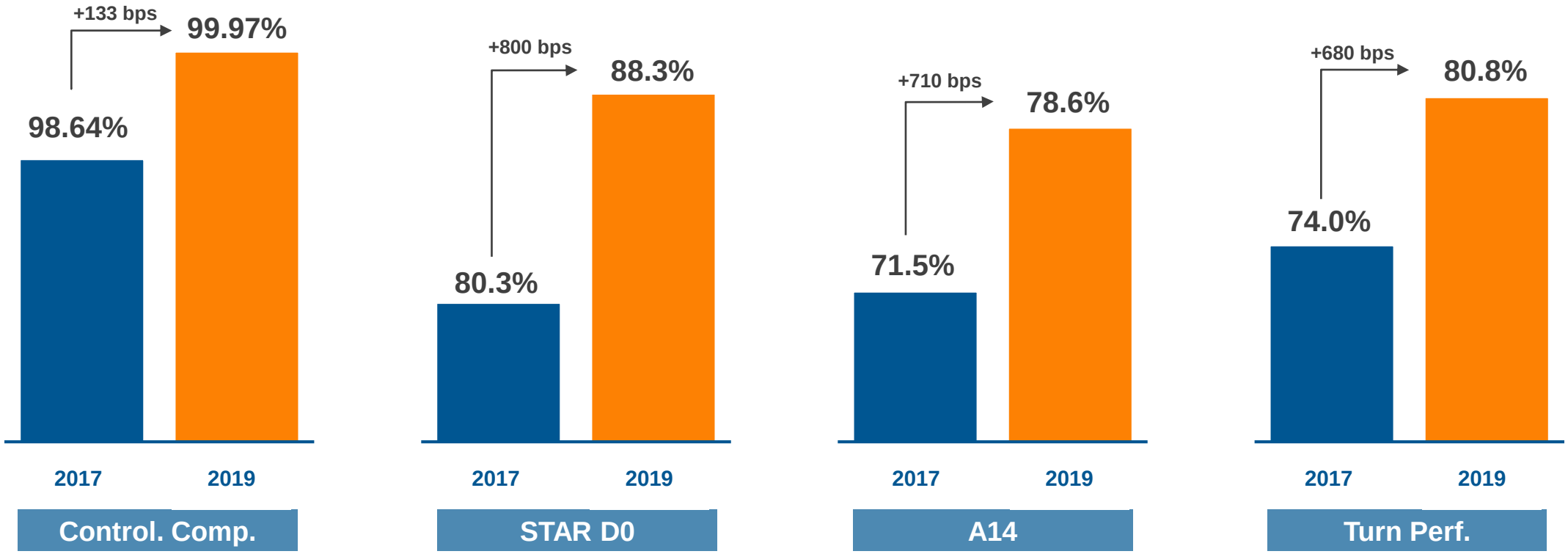
Operations overview



- Improved Operational Performance and Reliability
- Improved IROPS cost & Customer Experience
- Predictive Maintenance to Reduce IROPs and Maintenance Costs
- Self Service Initiatives to Reduce Call Center Volume

Substantial operational improvement - YTD

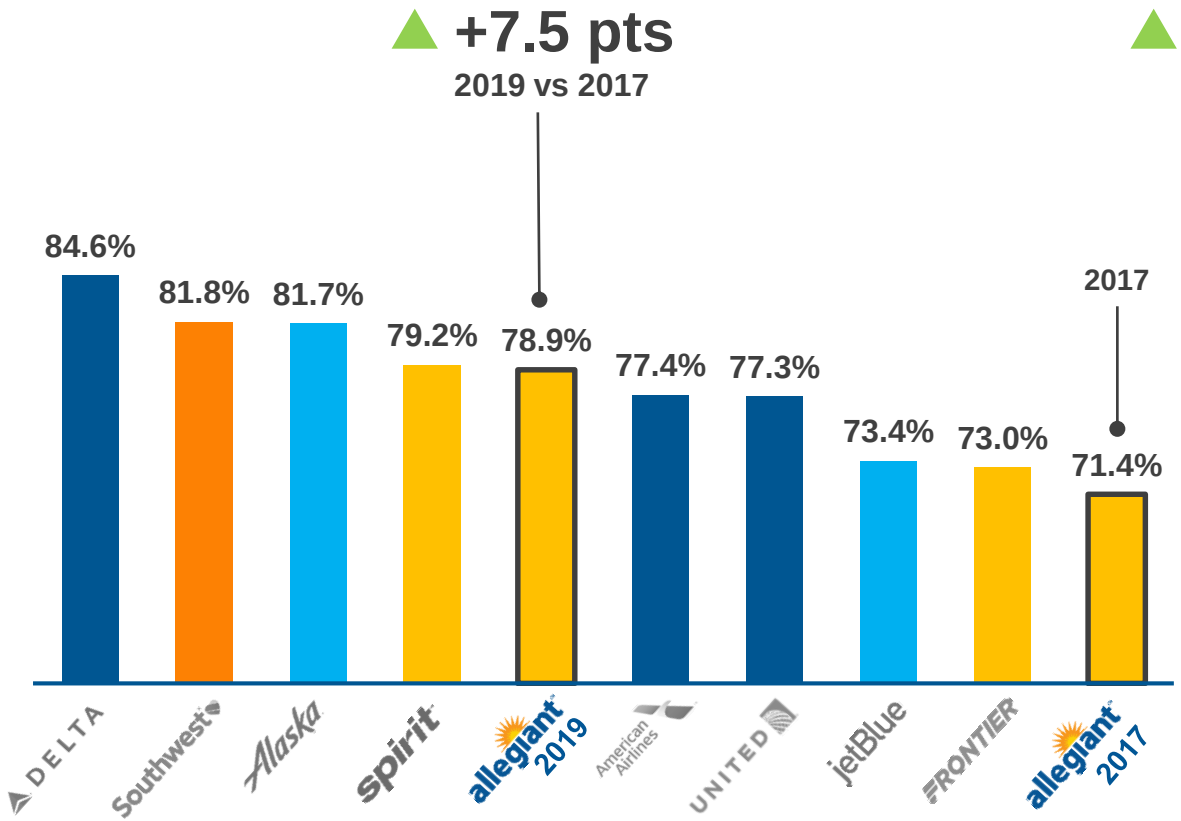
Operational KPIs
2017 YTD vs 2019 YTD



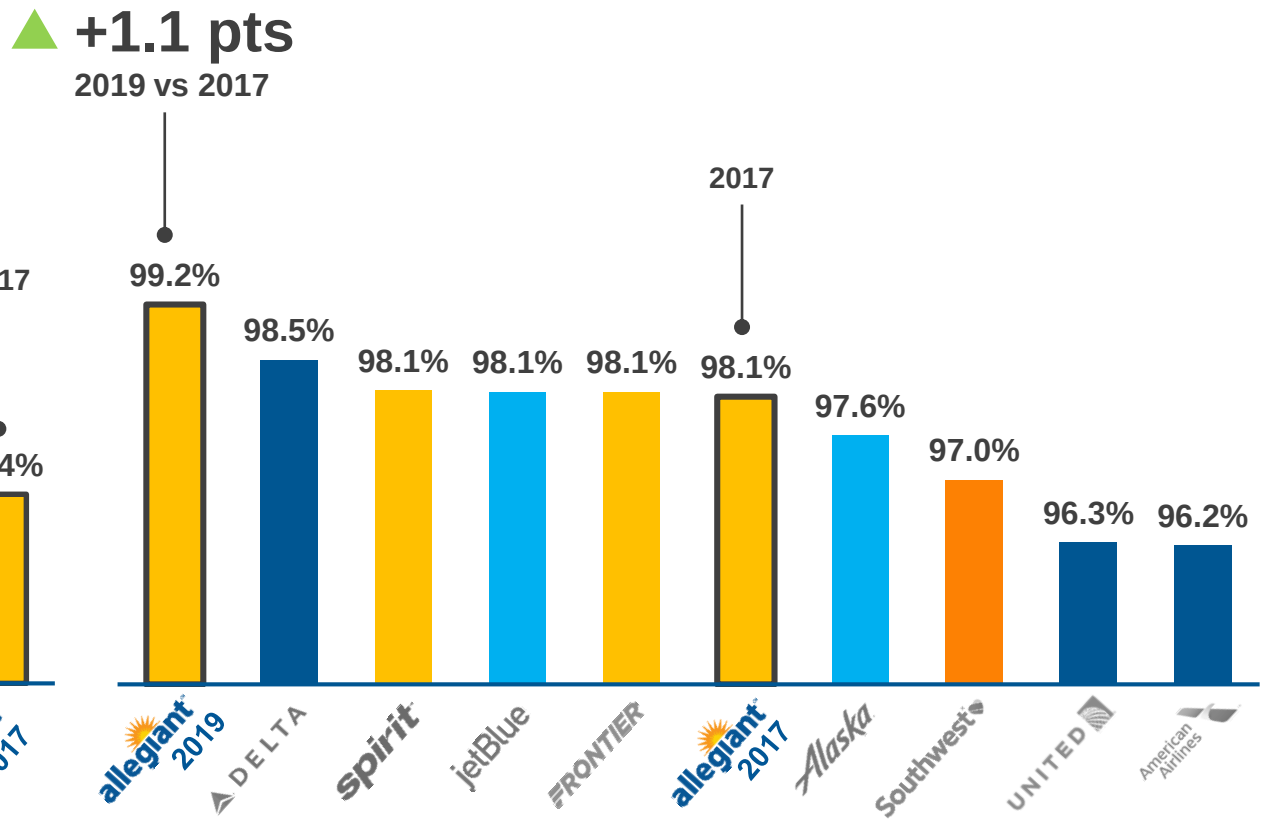
Note: YTD- September for 2017 & 2019

Leading the industry

On Time Performance
2017 YTD vs 2019 YTD



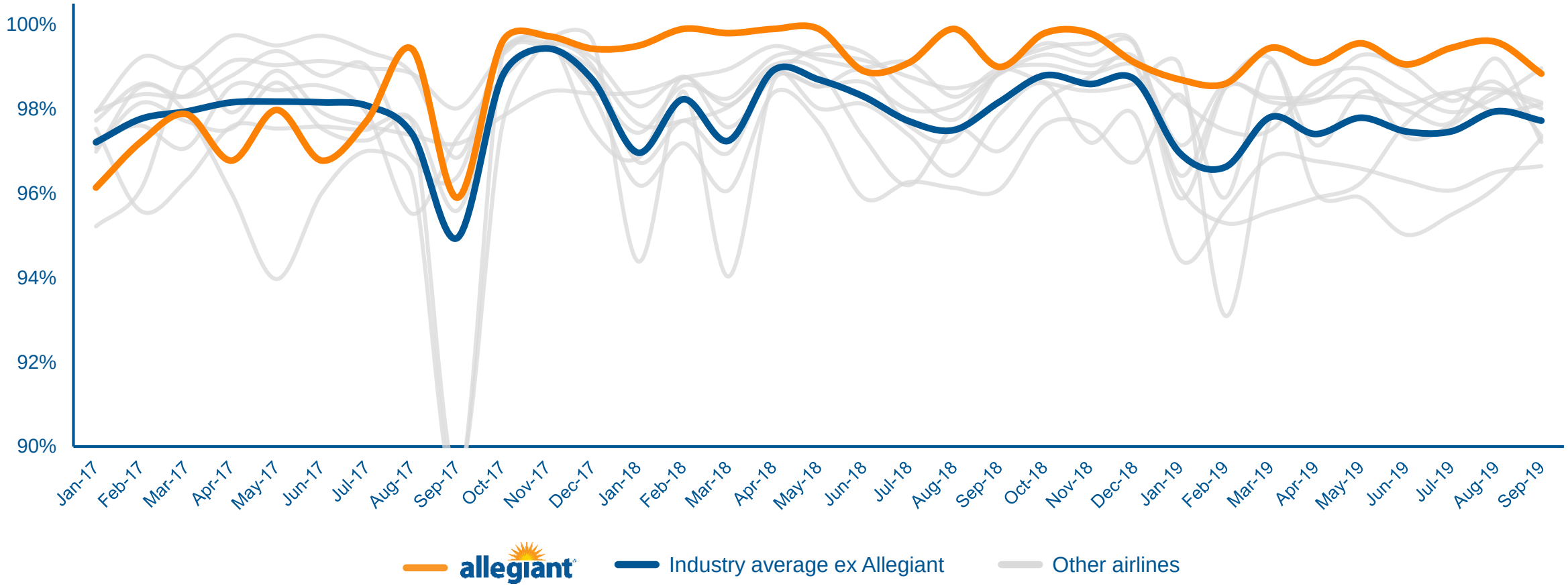
Completion Factor
2017 YTD vs 2019 YTD



OTP Source: Transtats.bts.gov; YTD- August for 2017 & 2019
Completion Source: Flightstats.com; YTD- September for 2017 & 2019

Best in industry – 18 of the last 21 months

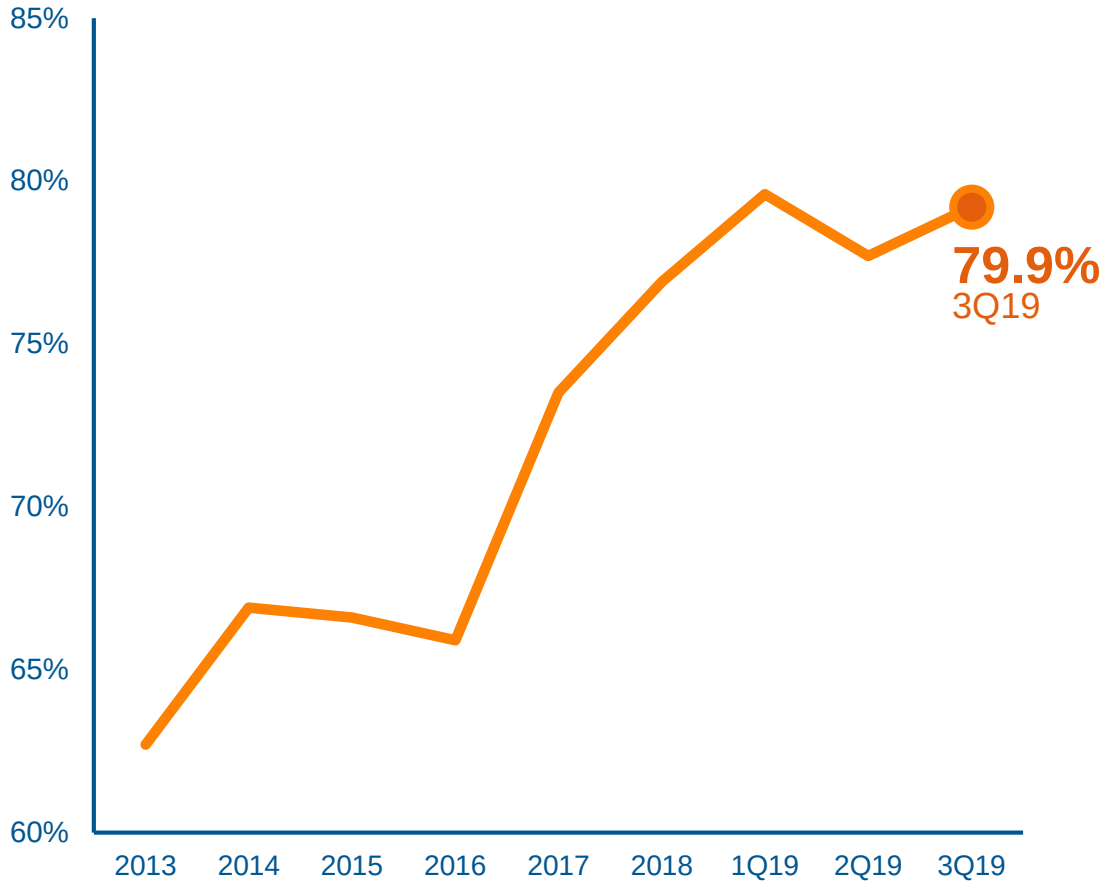
Completion Factor
2017 – September 2019



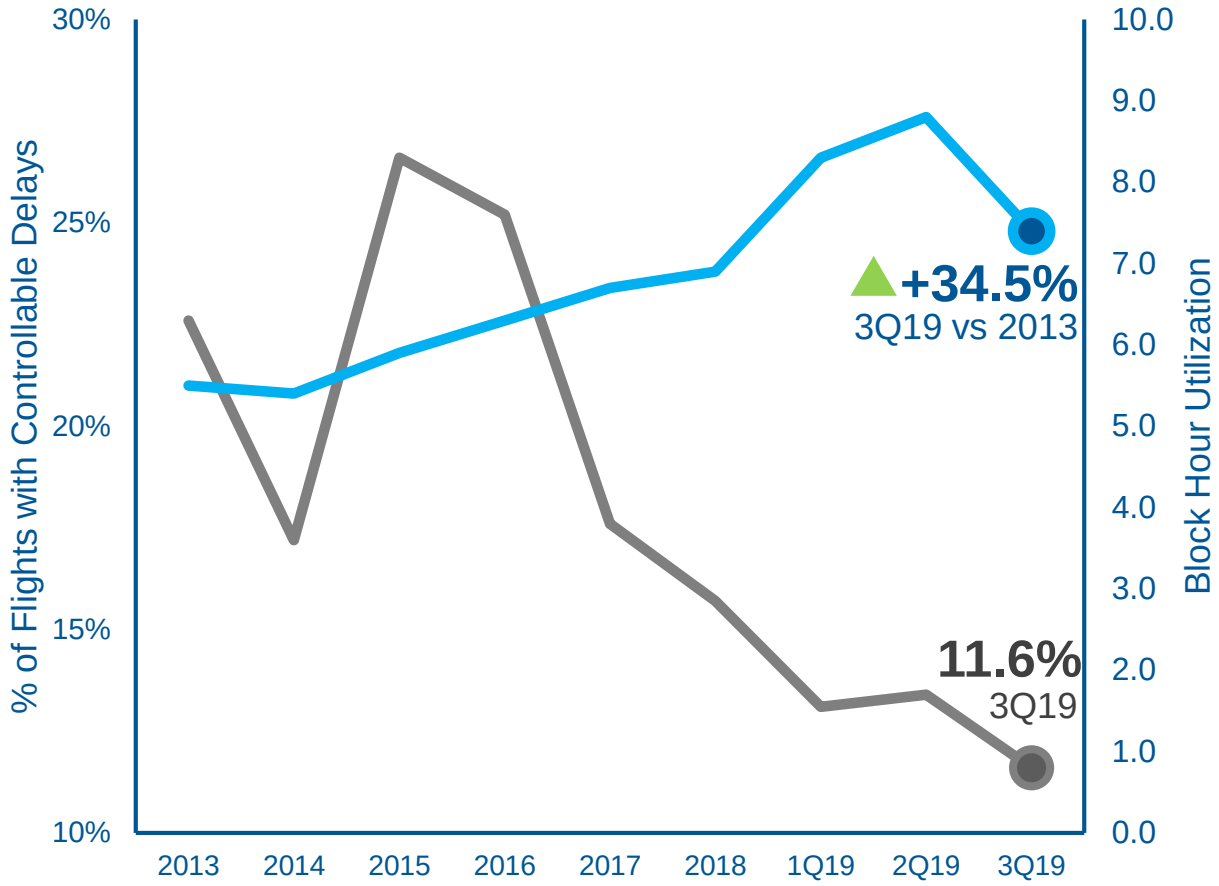
Source: Flightstats.com Other airlines include: Alaska Airlines, American Airlines, Delta Air Lines, Frontier Airlines, JetBlue, Southwest Airlines, Spirit Airlines, United Airlines.
*includes flights delayed to next day

Operational improvement in a higher utilization environment

A14 Trend
2013 – 3Q19



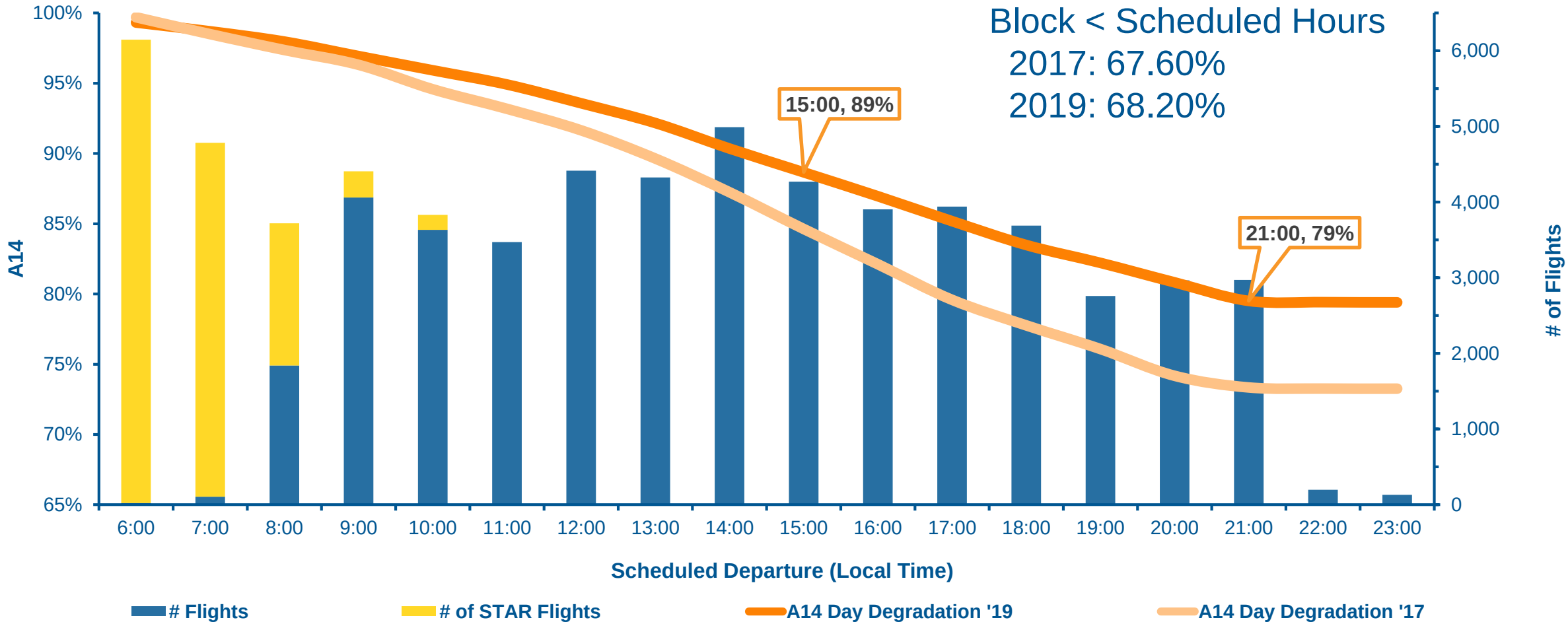
% of Flights With Controllable Delays vs Blk Hr Utilization
2013 – 3Q19



Note: Average for 3Q19

STAR D0 to A14 continues to flatten

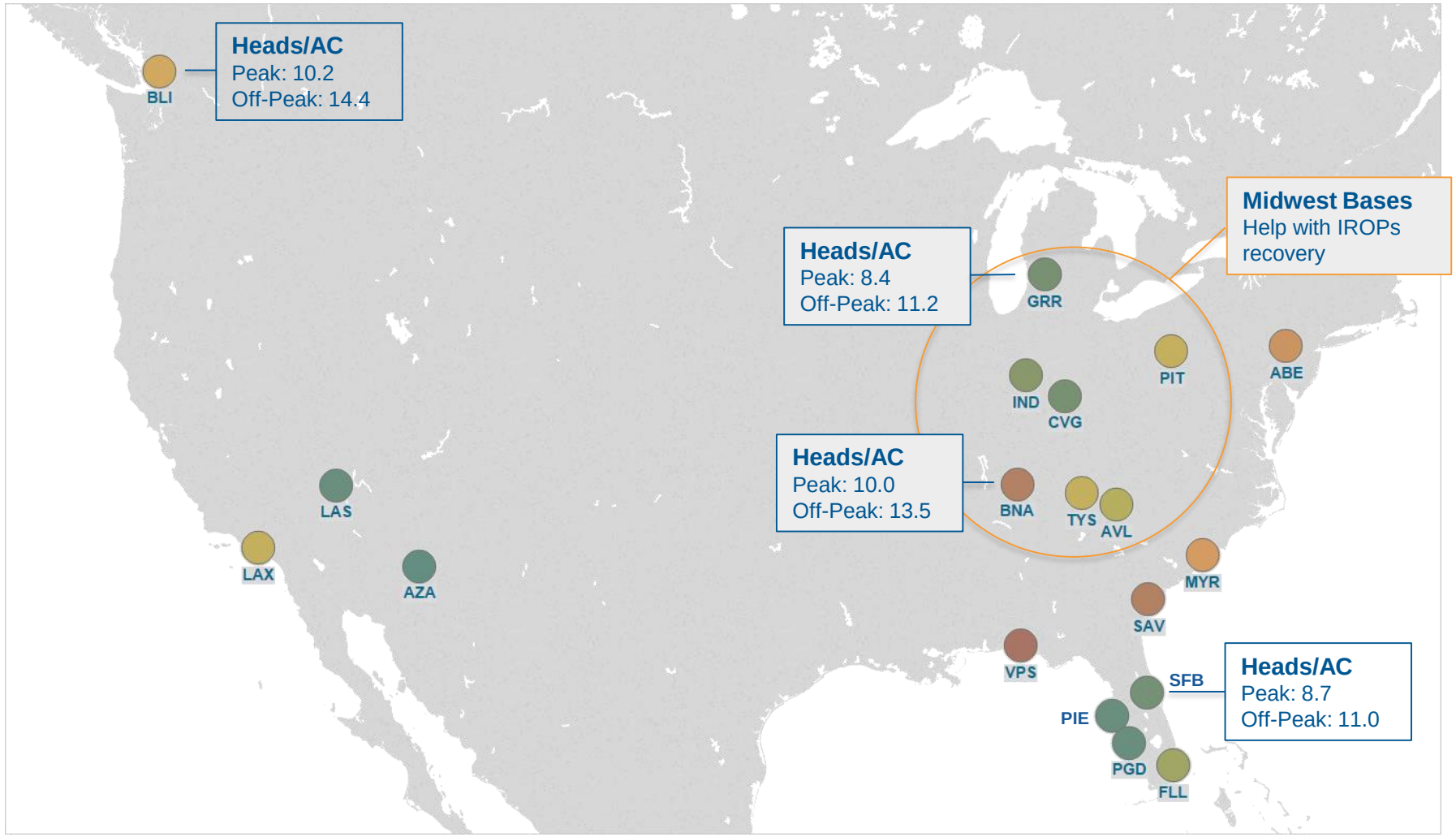
A14 Degradation
2019 vs 2017 YTD



Small bases drive operational improvement with small efficiency cost

Block Hours per Head

2020E

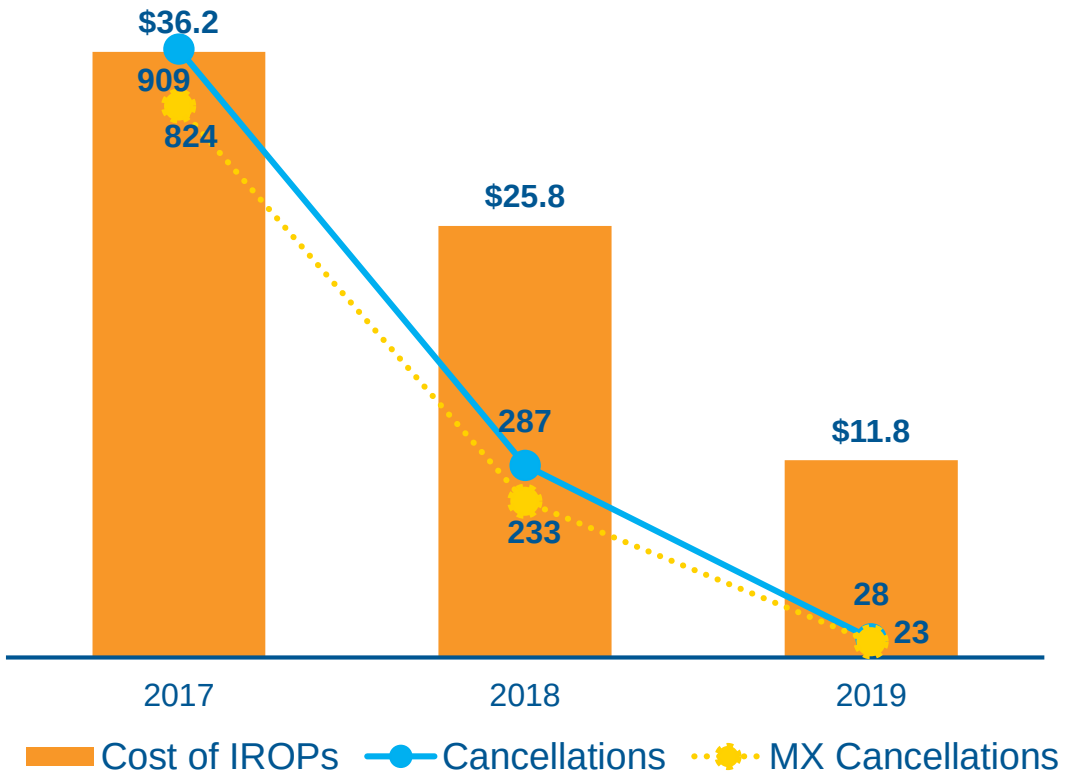


Color varies by total B.H. per head:

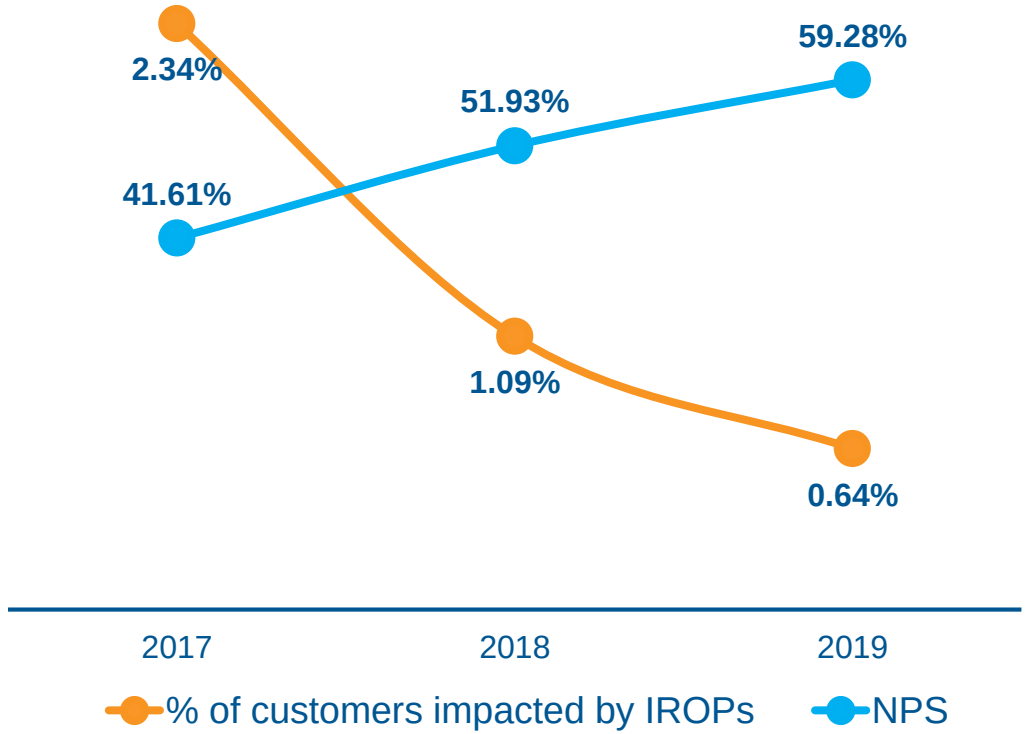


Reduced cost of Irregular Operations (IROPs)

Estimated Cost of IROPs vs Cancellations
2017 YTD – 2019 YTD



% of Customers Impacted by IROPs vs Net Promoter Score (NPS)
2017 – 2019 YTD

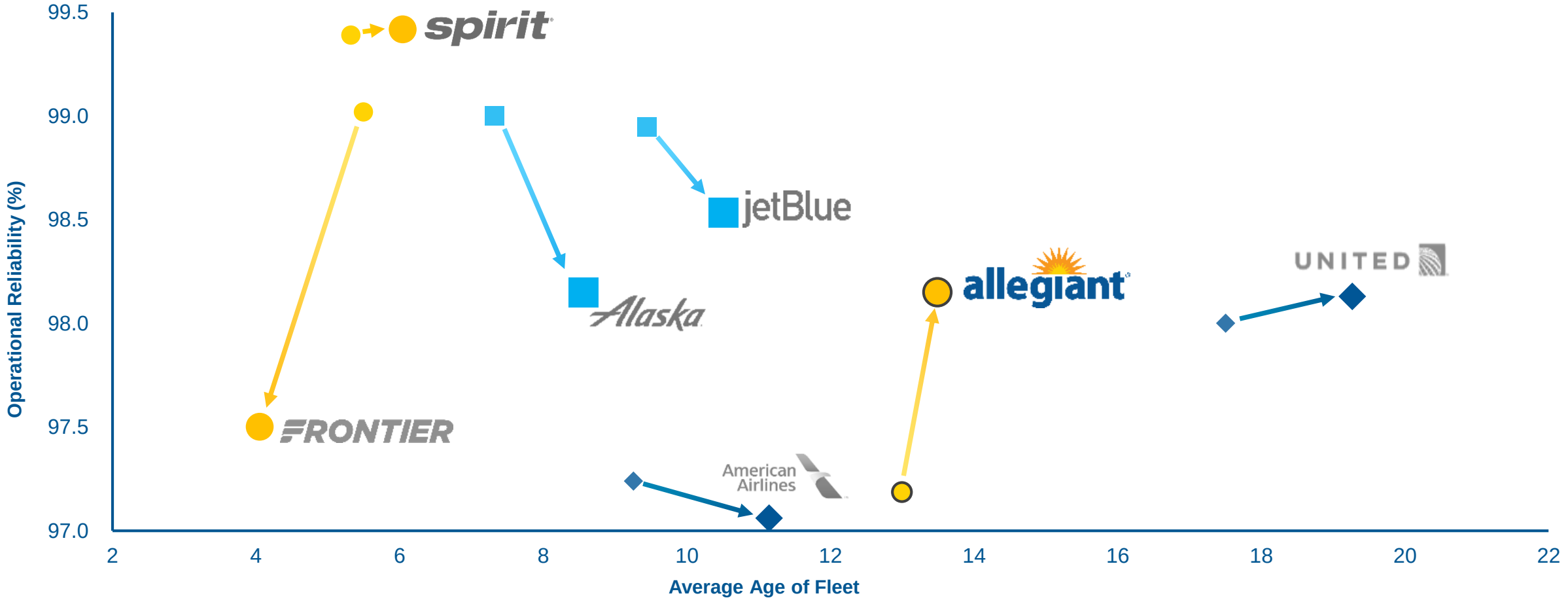


Note: Estimated Cost of IROPS & Cancellations are YTD- September for 2017, 2018 & 2019
Percentage of customers impacted by IROPS and NPS are full year 2017 & 2018; 2019 is YTD- September

Maintenance & engineering performance gains

Operational Reliability vs Fleet Age

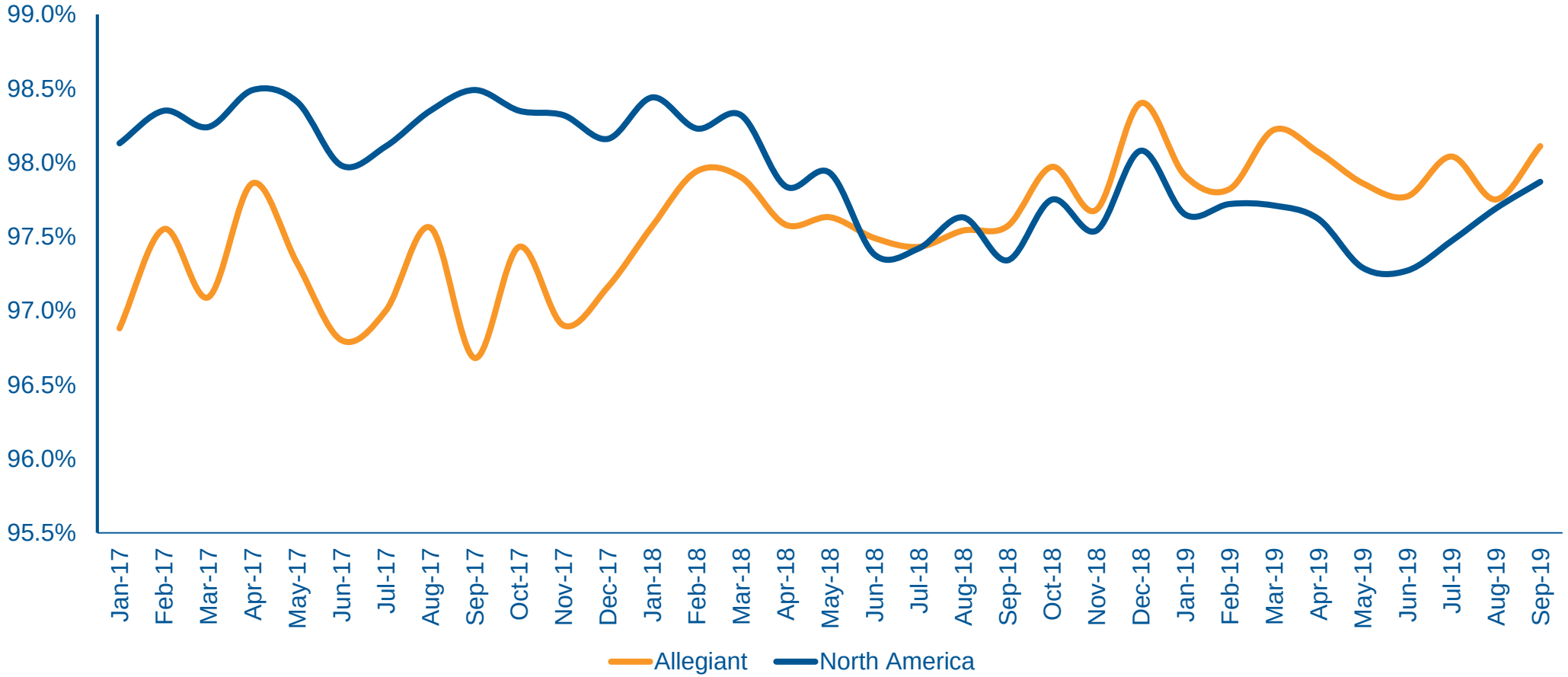
2017 – 2019 YTD



Source: Airbus “In-Service Data On-Line Services” (IDOLS)

Improved dispatch reliability vs. North American operators

Allegiant vs North America Dispatch Reliability
January 2017 – September 2019



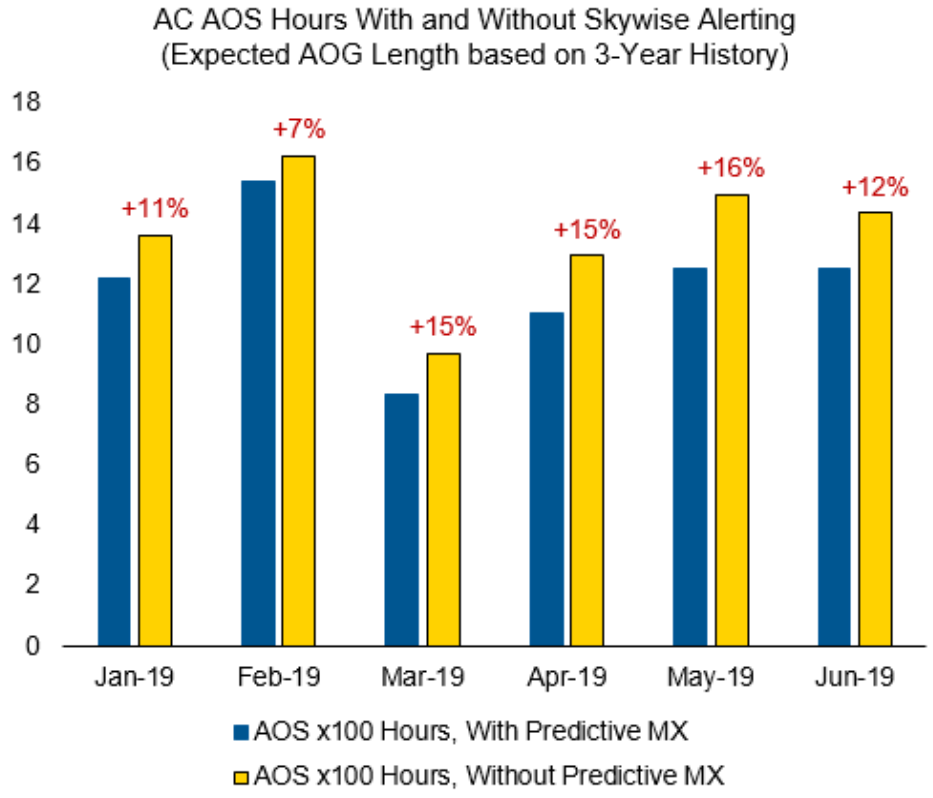
Skywise integration and long-term plan

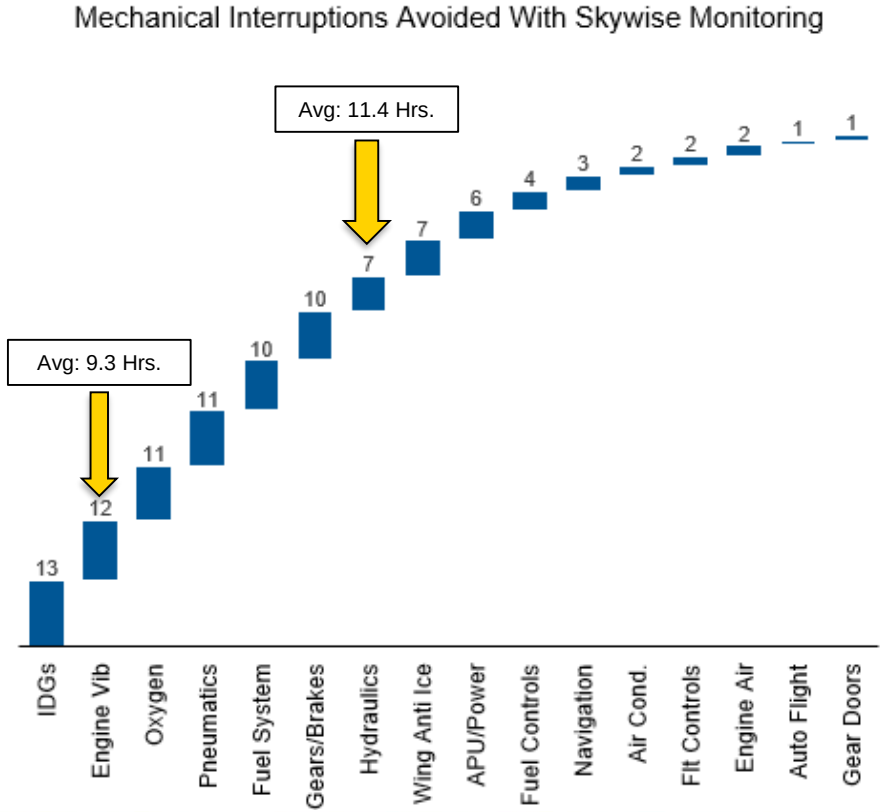
Turn historically unscheduled maintenance events into scheduled maintenance events

- *Leverage aircraft connectivity, technical engineering expertise, and data modeling to build predictive models that can accurately forecast future component/system failure*
- *AC modifications to enhance amount of data coming off AC ("FOMAX") ongoing*

Year to date, over 150 maintenance actions initiated from predictive maintenance alerts

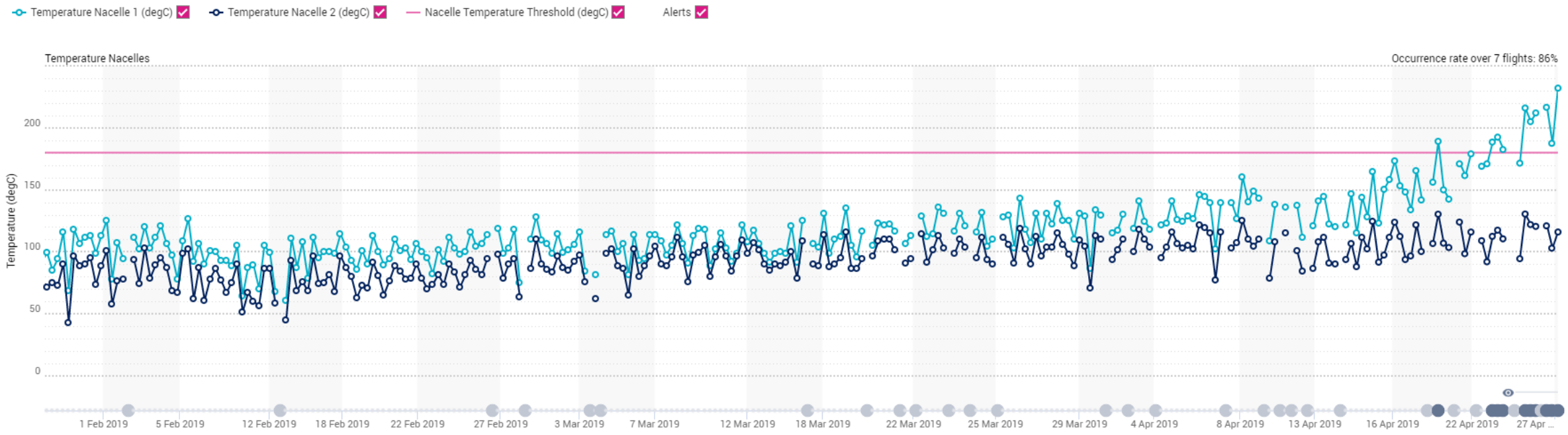
- *Dropping aircraft out of service frequency by estimated 10 percent during operational hours*
- *Estimated 600 maintenance hours reallocated from normal irregular operations recovery towards strategic reliability initiatives*





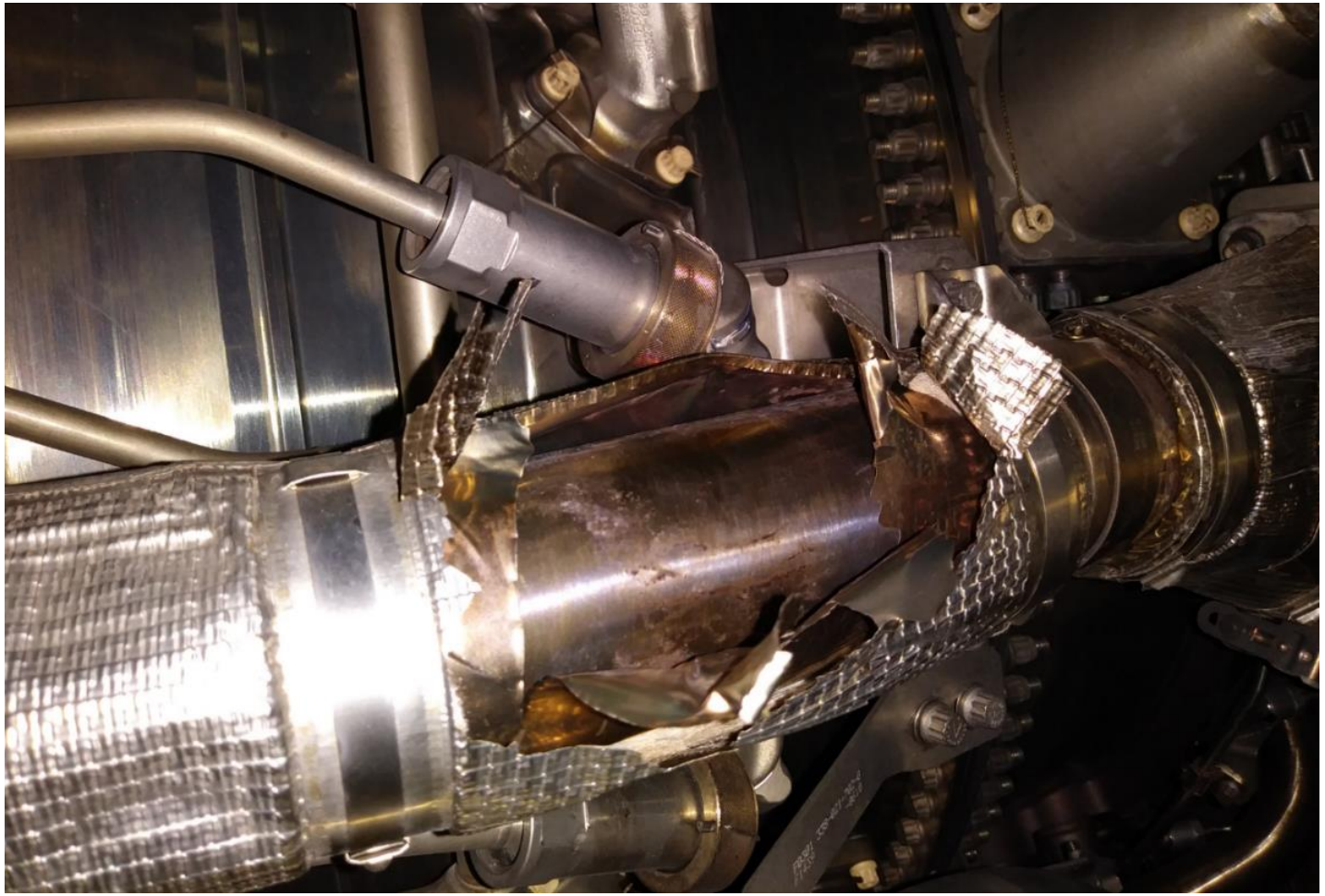
Does predictive maintenance work?

- **The Example:** High temp detections at engine core on 302NV
- **Historically:** HOT AIR LEAK / ENG EIU on ECAM
- **The Model:** Identifying increasing temperatures at the nacelle core compartment to identify abnormal hot air leaks
- **Findings:** Blown high pressure turbine ducts identified during controlled troubleshooting at MX base. Would cause an IFSD+DIV+engine loss with time.



Does predictive maintenance work?

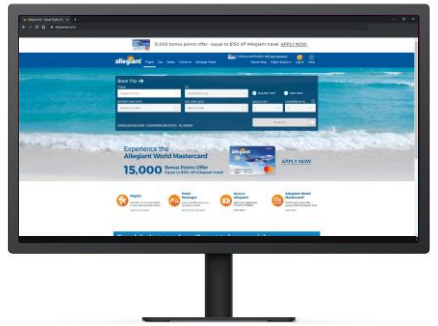
- **The Inspection:** High pressure manifold ducts partially blown, causing excessive core temperatures



Projected 2020 self help roadmap

Three channels for customers to book and manage their travel experience







SS Bag Changes: 1.0%
SS DO Voucher Changes: 7.7%
SS Cancels & Rebooks: 9.8%

Call Center

125,000 calls/month

allegiantair.com

Mobile app

Opportunity to eliminate 23,125 calls/month

Self Service (SS) Backlog:
- SS for Qualifying Delay
- SS for Schedule Change
- SS for Anticipated Disruptions
- SS for Oversell

Backlog accounts for 0.7% of Customer Care call volume

4Q19	1Q20	2Q20	3Q20	4Q20	Impact
WWW SS change bags & change city pairs	SS DO voucher	Booking 3+ children & link minor to adult ITN	Mobile SS change bags & change city pairs		

Commercial Approach to Allegiant 2.0

Scott DeAngelo
Chief Marketing Officer



Marketing Approach

Allegiant 2.0

Loyalty Programs

Strategic Partnerships

Marketing Approach

Overview of Allegiant's commercial approach

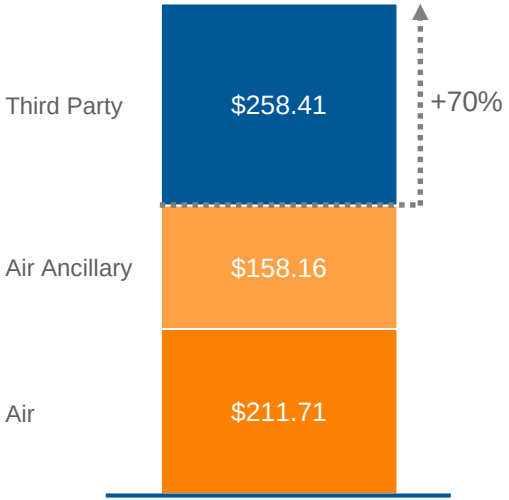


5 Source: based on trailing 12 months as of Sep '19

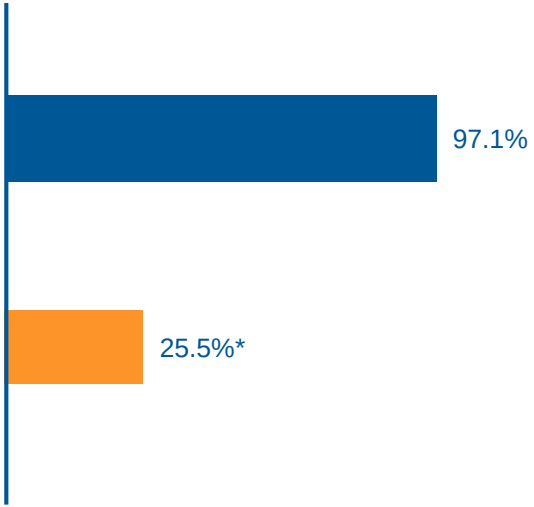
Allegiant “total basket” ITN-level economics

Selling “beyond the plane” with third party products (hotel, auto and cobrand credit card) drives game-changing impact on customer revenue and profitability levels

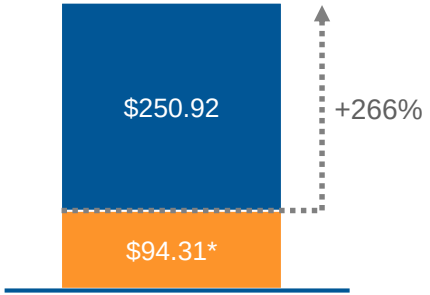
Average Net Revenue
“Total Basket”; 2-PAX ITN



EBITDA %



Average EBITDA
“Total Basket”; 2 PAX ITN

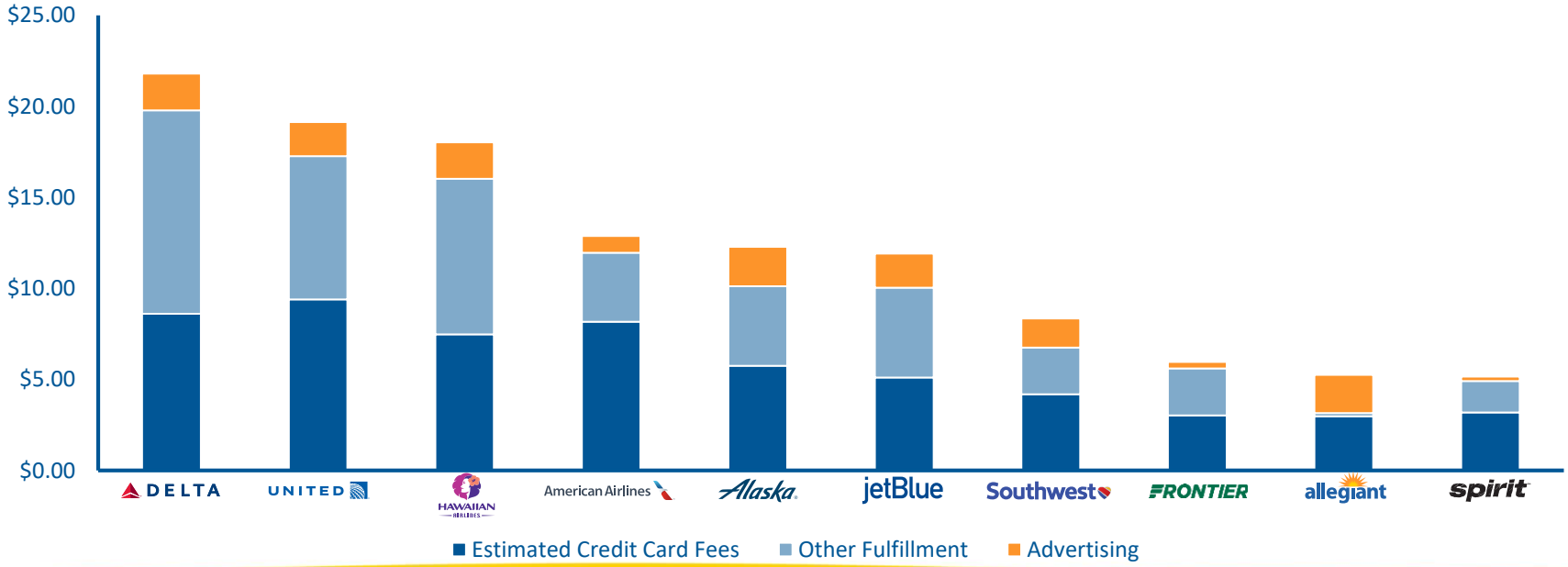


*Data represents base fare and air ancillary combined
Note: illustrative 2-passenger itinerary based on average transaction amounts over the trailing 12 months as of Sep ’19

Low per PAX sales and marketing costs

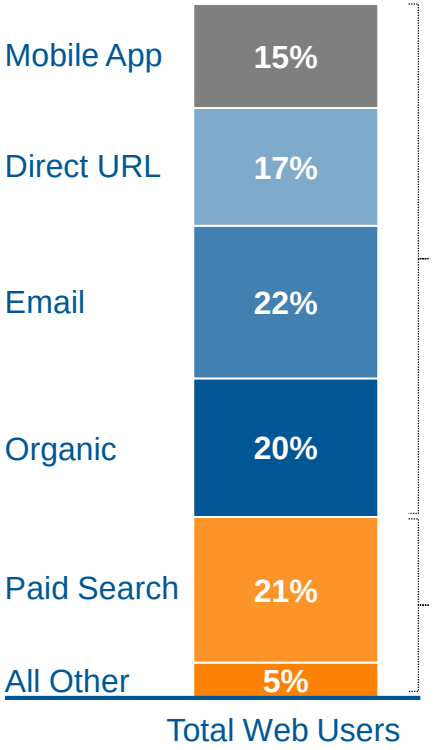
Allegiant maintains industry-low marketing costs on a per-PAX basis, with a skew toward advertising to support direct business model

Per PAX Sales and Marketing Costs



Source: Allegiant estimates based on sell-side analyst consensus, based on trailing 12 months as of Jun ’19

Allegiant.com visitation by referring channel



New & Repeat PAX Focus

74% via channels with $0 incremental, variable cost

Allocating total ad spend equates to **$3.30/booking**

New PAX Focus

26% via paid digital channels averaging **$6.74/booking**

OTA would average **~$6-$8/booking**

And limit air ancillary / drive dissatisfaction

And eliminate third party revenues

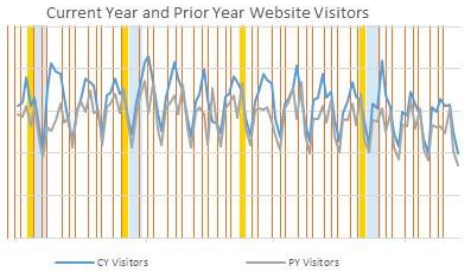
Note: based on Q3 ’19 web visitation data; OTA cost estimated based on 2-4% of average gross air and fees

Data-driven, surgical approach to advertising

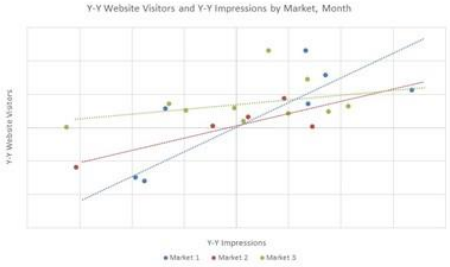
Web visitation has the highest correlation with bookings level…



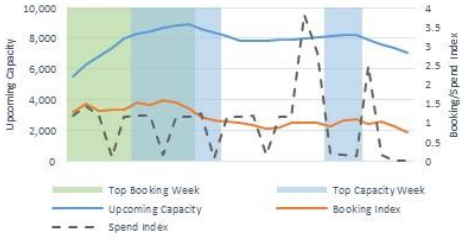
…and is monitored closely to determine what tactics most effectively drive it



There's not a one-size-fits-all answer, individual cities behave differently…



…so marketing planning is "bottoms up" based on city-specific models

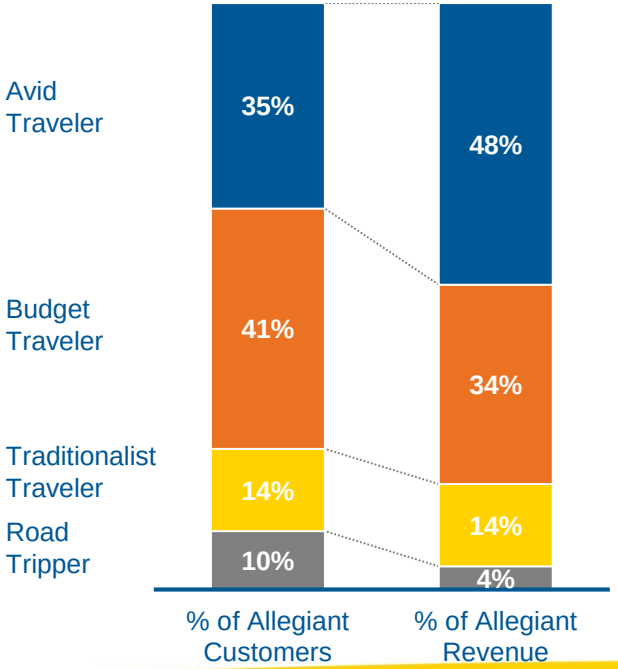


- Seamless coordination across Planning, Revenue and Marketing
- Advertising planning model and investment decisions based on:
  - Historic demand
  - Capacity changes
  - Prior year performance
  - Responsiveness
- Bottoms-up build of plan to align with budget and revenue targets

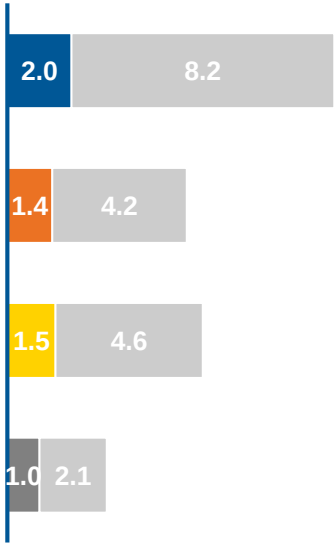
Note: select sanitized examples for illustrative purposes

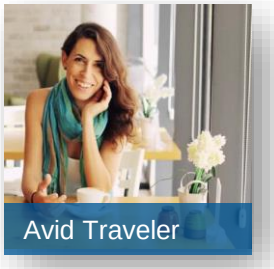
Allegiant customer segments and insights

Allegiant understands who our customers are and how to engage them



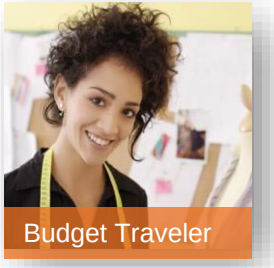
Total Leisure Trips per Year
(Fly + Drive); Allegiant vs. Non





"It makes travel more accessible…it means more money for hotels, food, and things to actually do when you get there."

- Affluent, most engaged in travel category
- Travel to **seek adventure and fun**
- ***Saving money on airfare is #1…***
- ***…to spend on other parts of their trip***



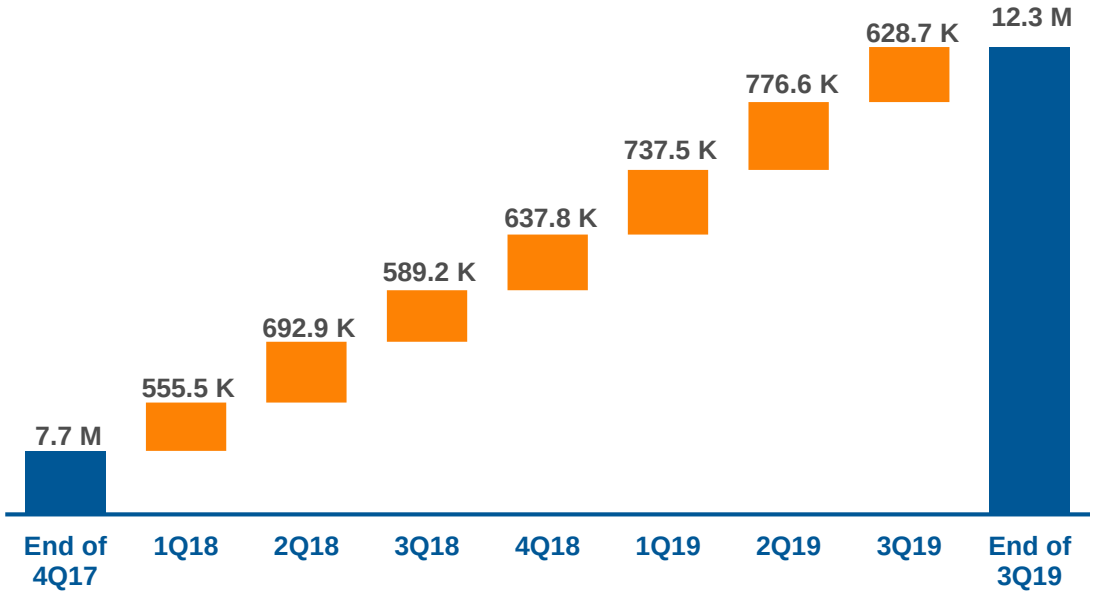
"It's important to me to keep my relationship with my family and friends up to date and current… you don't have to dwell on it. You're like, 'Ah, I can afford it, I'll just go.'"

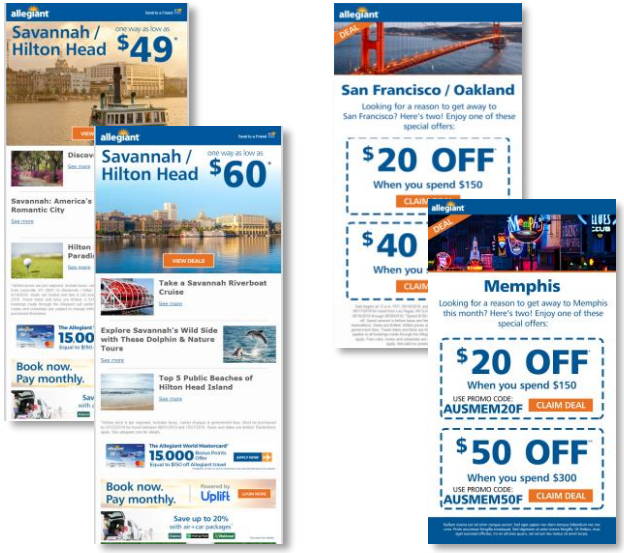
- Millennials, aspire to travel more on a budget
- Travel to **connect with others**
- ***Saving money on airfare is #1…***
- ***…to connect more often***

 Source: Heart+Mind Strategies custom research and segmentation analysis, Aug '18

Expanded e-mail marketing program

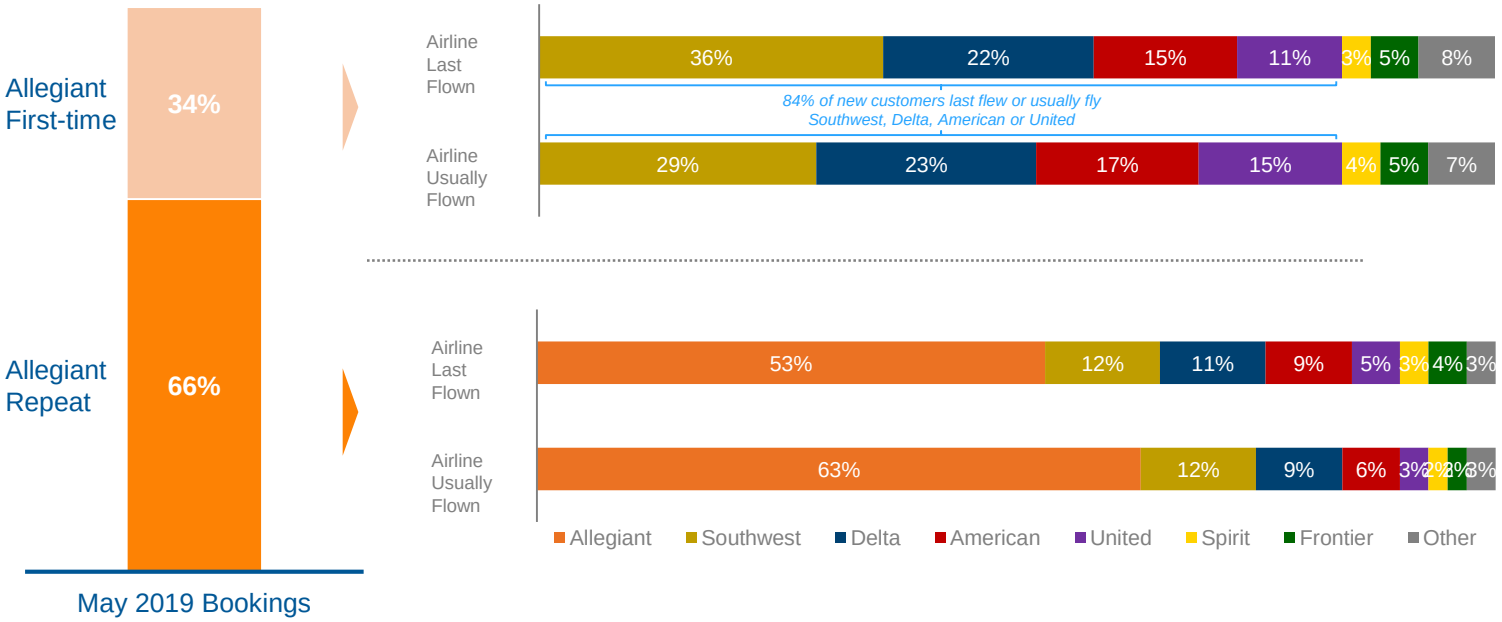
Customer email universe has grown by 4.6M (+60%) in past 2 years; personalized email program with content/offers engineered to drive booking performance and engagement





Airline last flown/usually flown among Allegiant customers

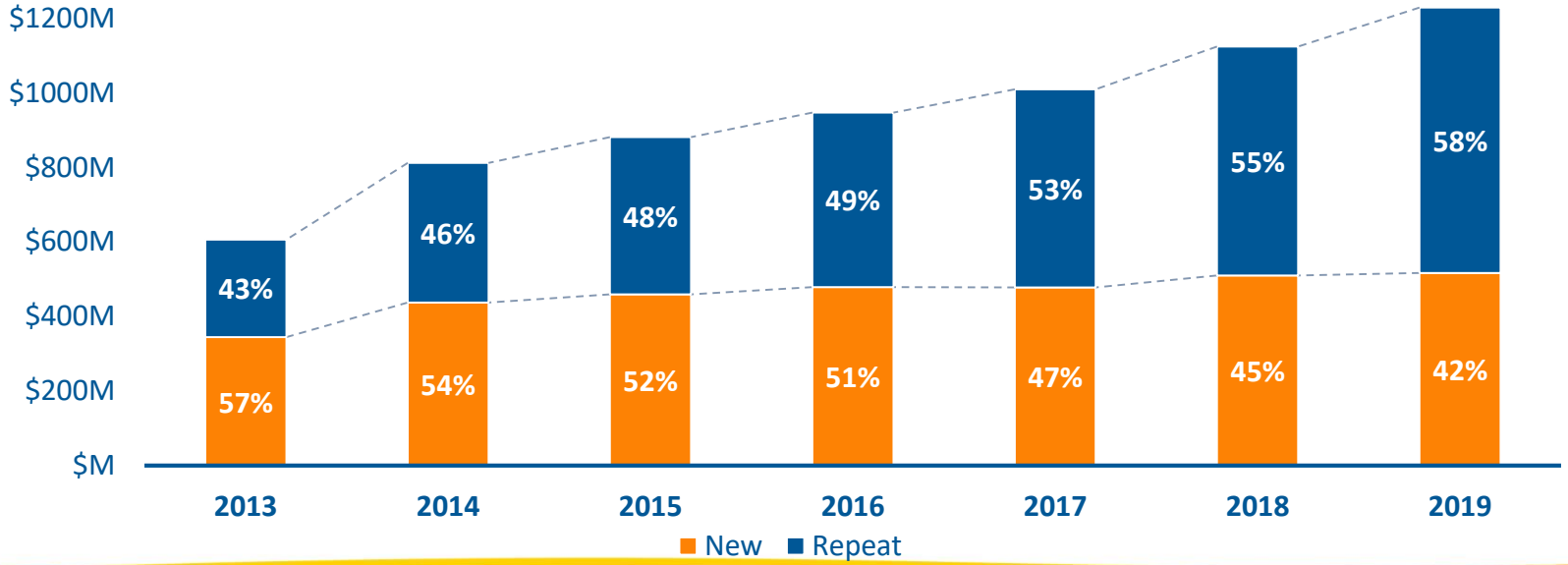
Most Allegiant customers are non-ULCC flyers, having last flown or usually flown Southwest, Delta, American and United



Strong repeat customer revenue growth

Repeat customers are driving an increasing majority of total revenue,
on top of continued growth in new customer acquisition

New vs Repeat Customer Revenue
2013 – 2019 (Q3 YTD)



Note: includes scheduled service, air ancillary and third party revenue

Improved customer sentiment toward Allegiant

FORRESTER®

2019	Change	2018	Brand	2019	2018
1	-	1	JetBlue	71.6	72.9
2	↑	3	Alaska Air	70.5	70.6
3	↓	2	Southwest	69.5*	72.4
4	-	4	Hawaiian	64.7	66.7
5	↑	6	Delta	64.4	62.3
6	↓	5	Allegiant	62.1	62.6
			Average	61.9	63.1
7	-	7	Air Canada	61.4	62.1
8	-	8	American	58.7	60.8
9	-	9	United	55.3	55.6
10	-	10	Frontier	52.4	53.7
11	-	11	Spirit	50.2	52.6

Forbes

These Are The Best Airlines To Fly This Fall

Christopher Elliott Contributor
Travel
I'm a consumer advocate. I write about customer service.

Creating a definitive list of the best airlines to fly is difficult at any time of the year. But with recent airline bankruptcies and shakeups, this fall is a particularly challenging time. No wonder, then, that the latest read on airline customer service contains a few surprises.



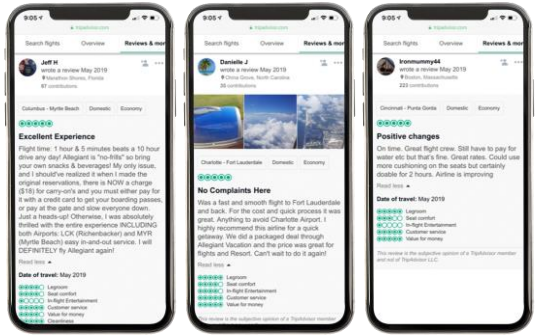
2. Allegiant Air

Positive: 64%

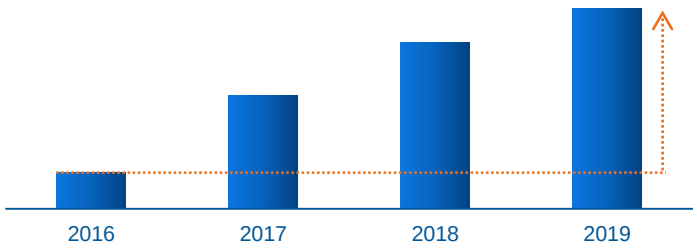
Negative: 36%

This was a complete surprise. Allegiant Air is part of a group of airlines known as "ultra" low-cost carriers. Most of their profits come from surcharges and fees, which doesn't exactly endear them to customers.

tripadvisor®



Allegiant NPS Performance
2016 – 2019

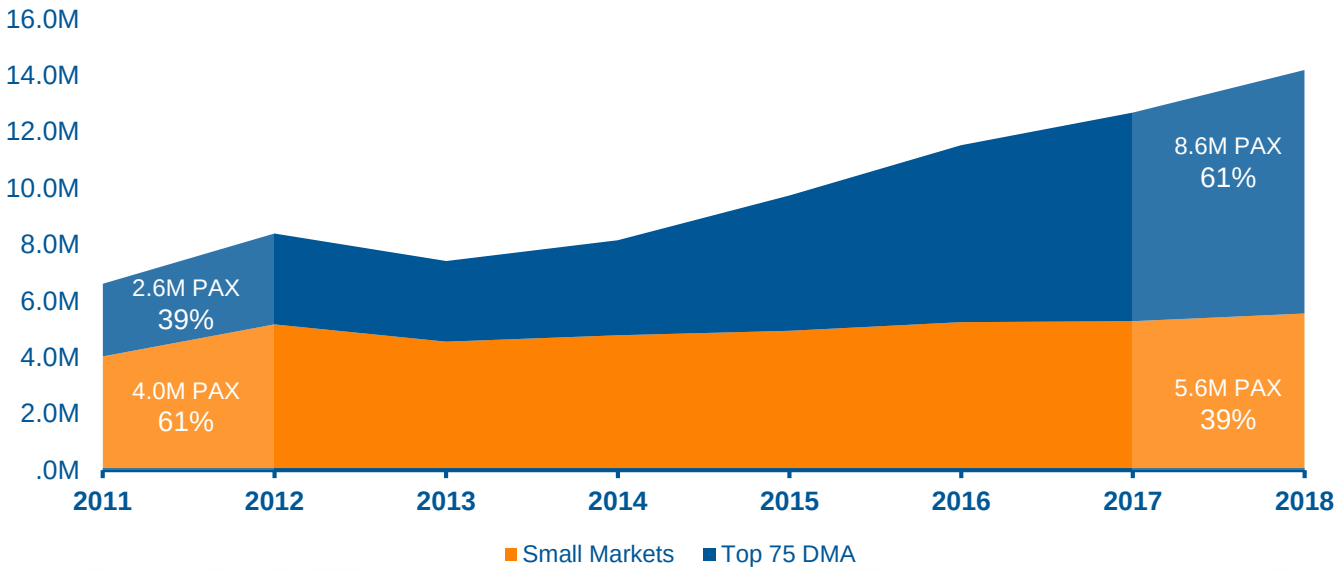


allegiant®

Customer mix shift toward larger markets

Allegiant has more than tripled the number of originating PAX from larger markets, materially changing the overall customer mix

Large vs Small Market PAX Breakdown
2011 - 2018





Allegiant 2.0

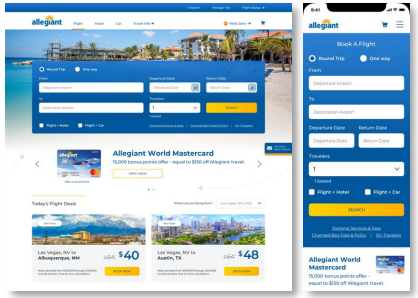
Allegiant 2.0 digital experience and supporting capabilities

Customer Platform



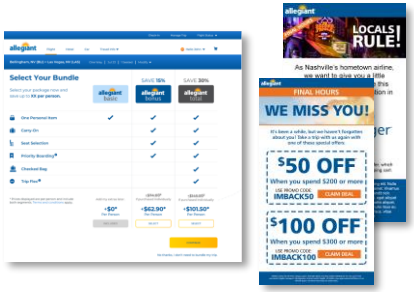
Package addressable customer audiences for internal and external monetization

Dynamic Digital UX



Presentation layer capable of consuming and displaying personalized rules/content

Commerce Engine



Collection of capabilities driving the presentation of products and pricing

Customer Engagement (Programmatic & Technical)

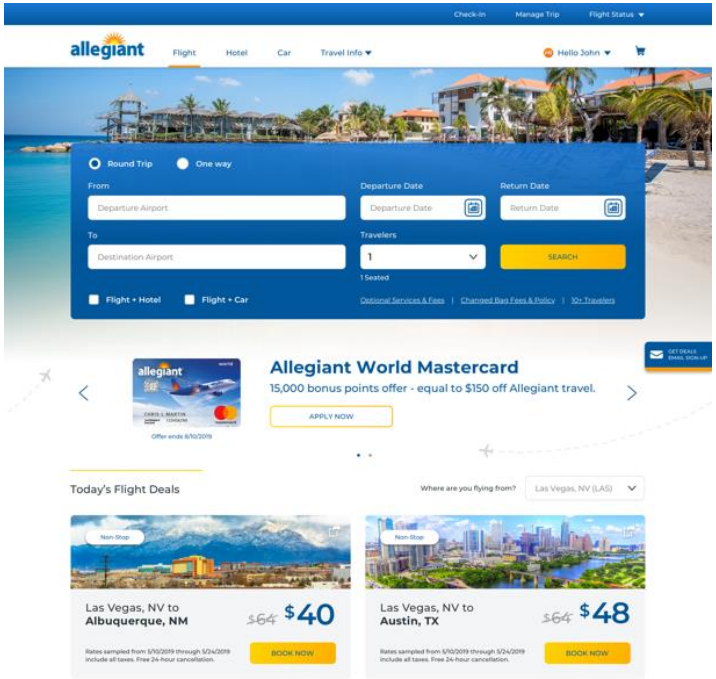


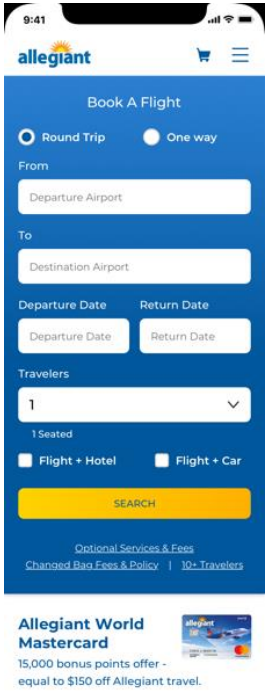
Cobrand credit card and/or non-card loyalty provide incentive for buying broad and deep at allegiant.com and across all brands

Stored payment, profile, preferences – along with pay monthly – promote low-friction, "quick book" solution



Transforming digital experience to be industry-leading





Variable
Real Estate

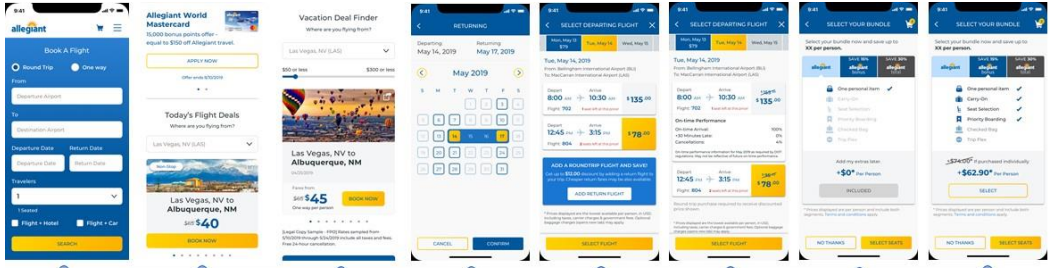
Easy
Navigation

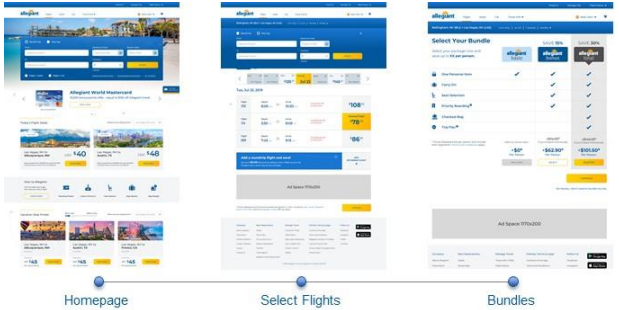
Shopping Cart
Orientation

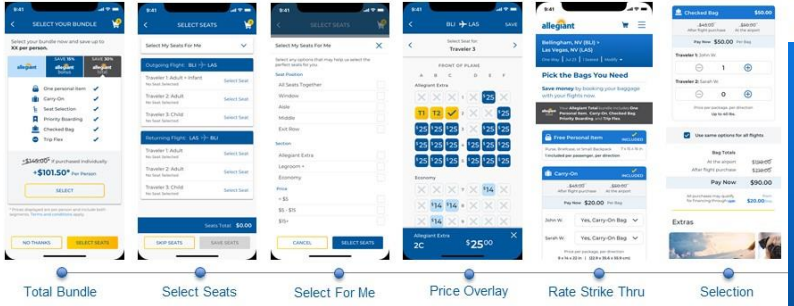
Friction-less
Checkout

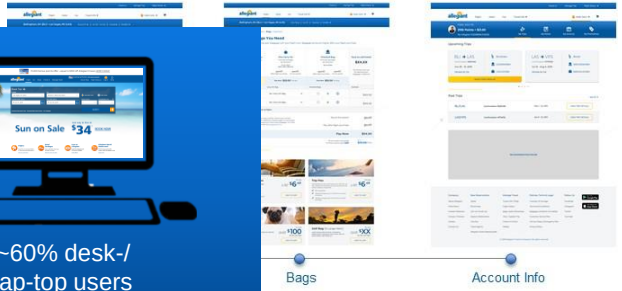
Native Device
Functionality

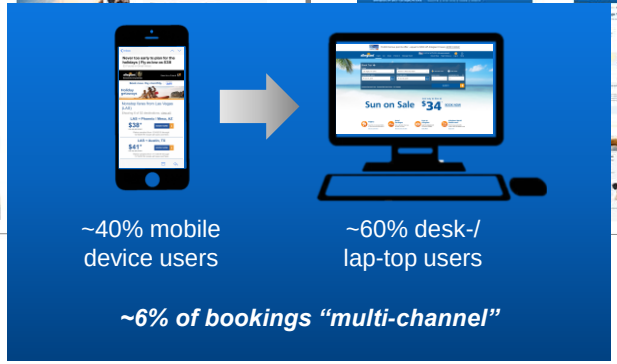
New web and mobile UX goes live in 2020













Loyalty Programs

Allegiant World Mastercard overview



3x points per $1 on Allegiant purchases



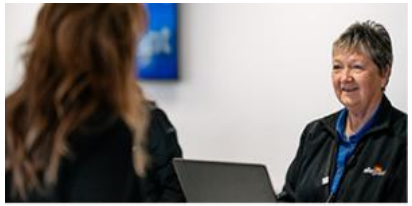
2x points per $1 on qualifying dining purchases



1x point per $1 on all other purchases



Buy One, Get One Free Airfare



Complimentary Priority Boarding



One Free In-flight Beverage

Additional benefits include: no point expiration, no minimum points redemption, no blackout dates, no foreign transaction fees, dedicated member services line



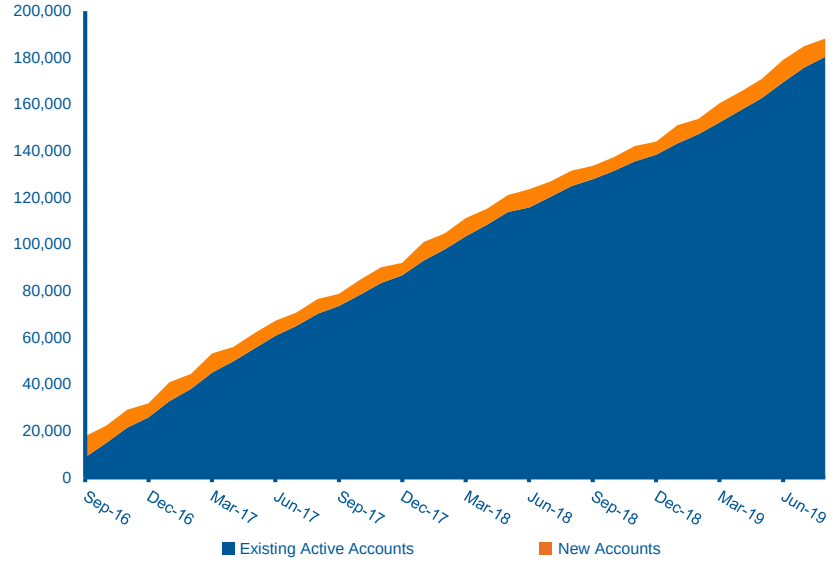
allegiant

Allegiant World Mastercard performance

180K+ total active cardholders; 27% YOY new account growth in 2019 YTD
60%+ of total compensation TTM is variable/cardholder spend-based

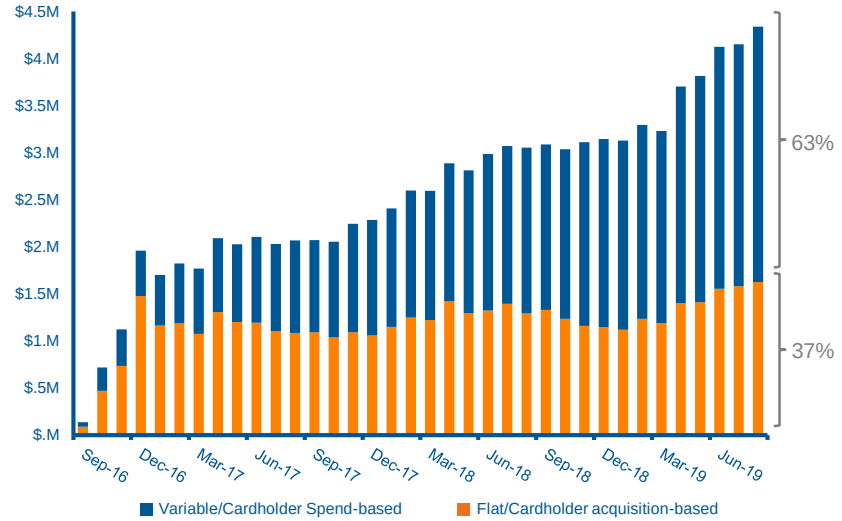
Total Active Cardholders

September 2016 – August 2019



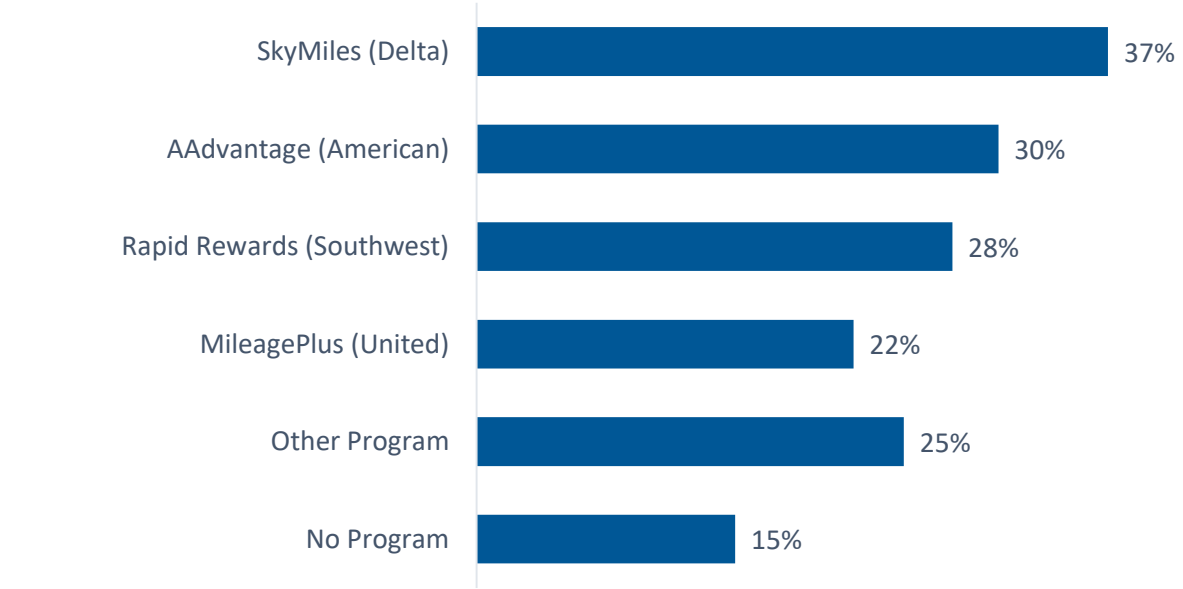
Cobrand Compensation

September 2016 – August 2019



Allegiant customer frequent flyer program engagement

Which of the below frequent flyer programs are you a member?

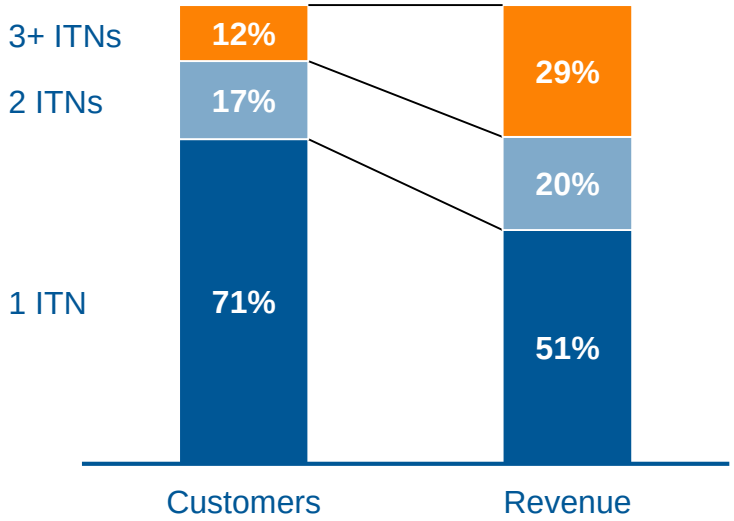


95% of all Allegiant customers surveyed said they are interested in an Allegiant rewards program

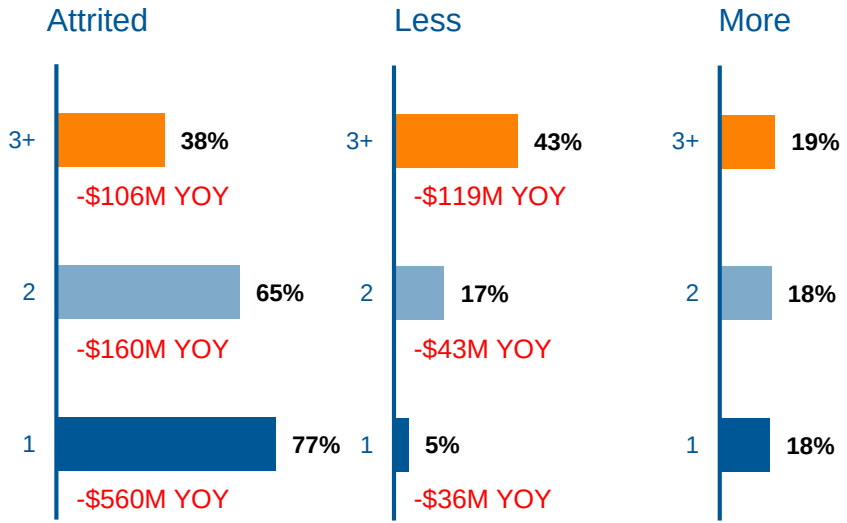
Allegiant customer loyalty opportunity

Significant opportunity to boost customer retention, even among those who fly with Allegiant YOY

PY Customers and Revenue by Number of ITNs

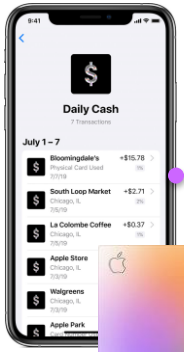


CY Change in Behavior/Value



 Note: PY=Oct '17-Sep '18; CY=Oct '18-Sep '19

Allegiant's rewards program converges retail, tech and travel

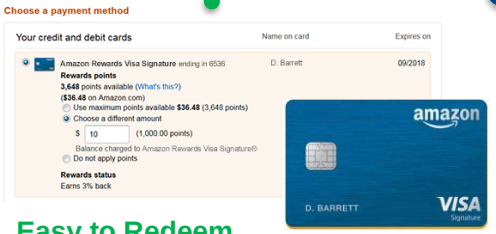


Fast, Transparent Earning
on every purchase

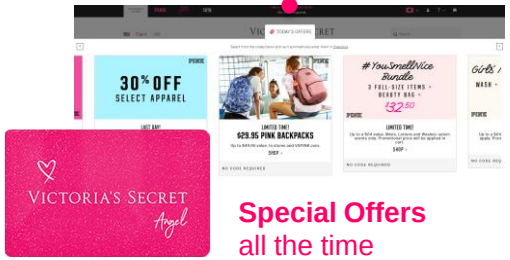
Allegiant Rewards Program Inspiration



Proven Success
with customers



Easy to Redeem
in any amount



Special Offers
all the time

- Quick Earn/Burn
- Tech Forward
- Personal Impact

allegiant

allways
REWARDS



allegiant

allegiant nonstop

SUNSEEKER RESORT
Charlotte Harbor

allways REWARDS

here's to **allways** staying an extra day

Allways Rewards go all out for you. You're always earning, always redeeming, always getting something in return, all within 24 hours. That's because these rewards are all the ways you enjoy the people and the places you love. On your own, with friends, and with family. They're about how you fly, where you stay and how you play. It's all that, in all ways.



TURNING AIRFARE INTO ENTREES?

Yeah, we go there.

allways REWARDS

allegiant



SUNSEEKER RESORT
Charlotte Harbor

Allways Rewards Program overview

Stimulate Repeat Purchase

Maximize Transaction Size

Engage Across Businesses

% **5% off airfare** always

1x **1 point per $1 spent** at allegiant.com

2x **2 points per $1 spent** on spend >$500

$ **Points redeemed at $0.01 per point**

- Points available 24 hours after a transaction is made
- No blackout dates or point usage fees
- Use points whenever, for whatever at allegiant.com
- No minimum point redemption
- No point expiration when you buy every 24 months
- Combine points, gift cards and vouchers seamlessly
- Buyer gets points (and has ability to share points)

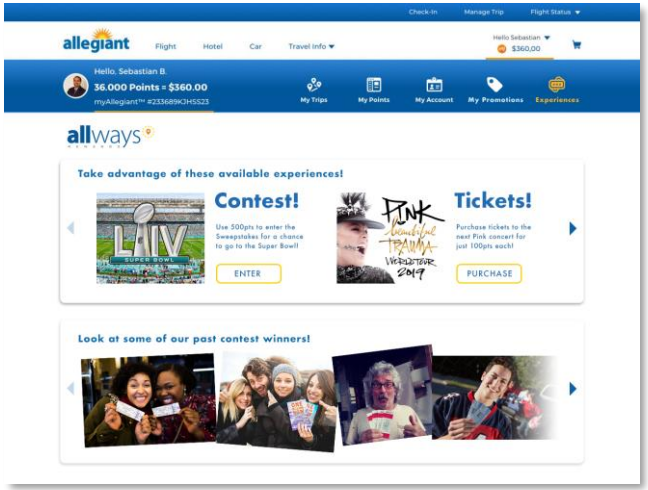
allegiant

Retail-inspired offers and experiential rewards









Strategic Partnerships

Strategic marketing partnerships

Strategic partnerships, including national film/TV opportunities as well as Allegiant Nonstop locations and city-specific sports sponsorships



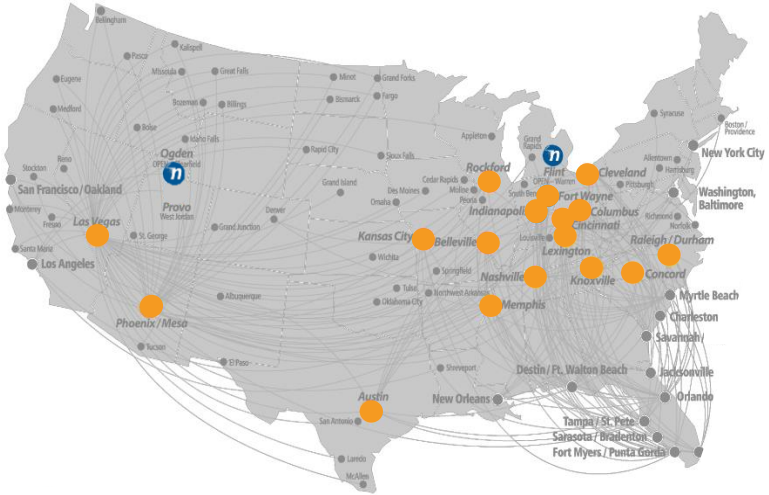




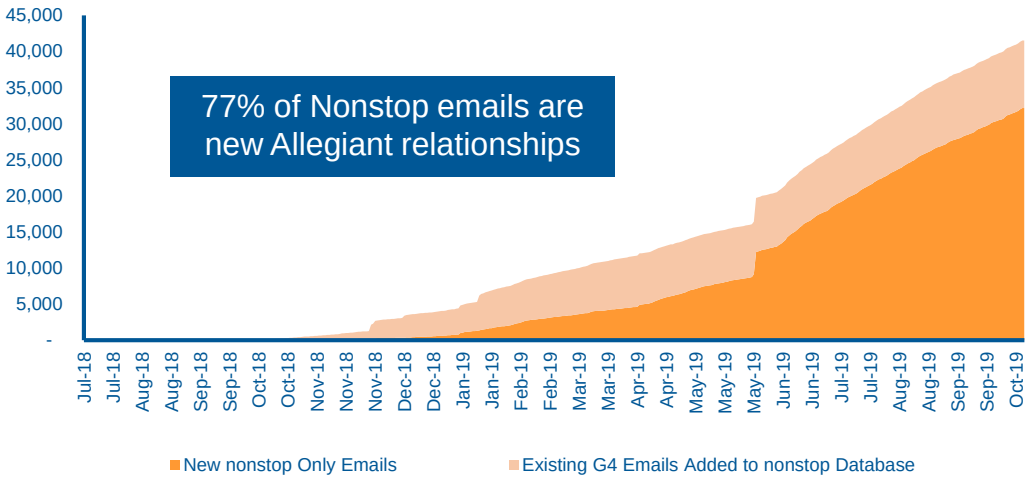
Allegiant Nonstop Family Entertainment Centers

Allegiant Nonstop presents a relevant, growth opportunity to achieve higher awareness, greater share of leisure wallet and more new customer relationships in key markets

Current and Potential Markets



Email Database Growth



$4-5M building purchase + $6-8M buildout → $6-8M annual revenue, >30% EBITDA margin

Introducing

allegiant stadium

Kicking off in 2020



image for illustrative purposes only



COMBINED NATIONAL EXPOSURE

Allegiant Brings the Marketing Blitz



GREATER FAN ACCESS

Great Routes for Raider Nation to Attend





- STH game day flight shuttles (LAX/OAK)
- Away game flyaway contests
- Fan charters to away games
- Great Routes promotions
- Web and social media contests
- Multi-sport/event getaways and staycations

ENHANCED FAN EXPERIENCE

Making Game Days Seamless, Easy and Fun



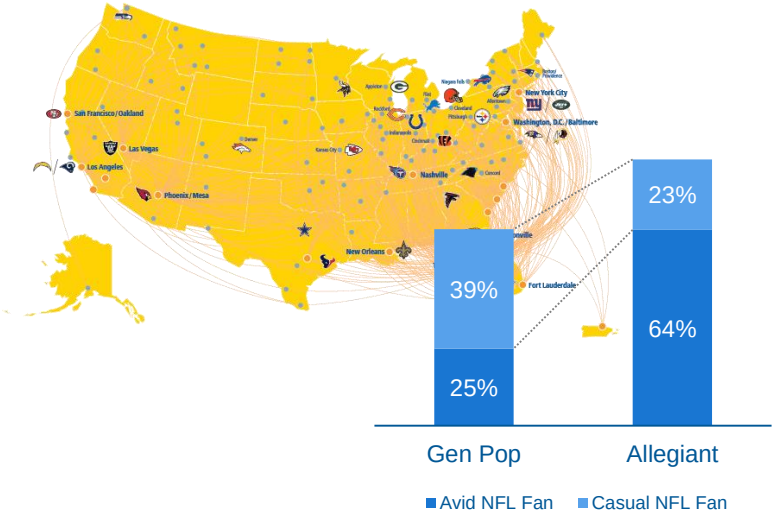
- Official Raiders ticket exchange partnership - sell Allegiant flights in path
- Official Raiders fan store
- Tailgate packages
- Allegiant Stadium App
- Targeted LAS, OAK, LAX fan emails



Allegiant Stadium – boosting relevant awareness

- Greater top-of-mind brand awareness and elevated brand perception
- TV advertising challenged by lower live TV viewership and bypassing of ads
  - NFL most-consumed programming by far
  - Customers/prospects are avid NFL fans
  - Allegiant woven into fabric of content
- Relevant awareness in the context of “perceptually owning” a premier venue

46 of 2018’s Top 50 Most Viewed TV Programs were NFL Games



Allegiant Stadium – investment thesis

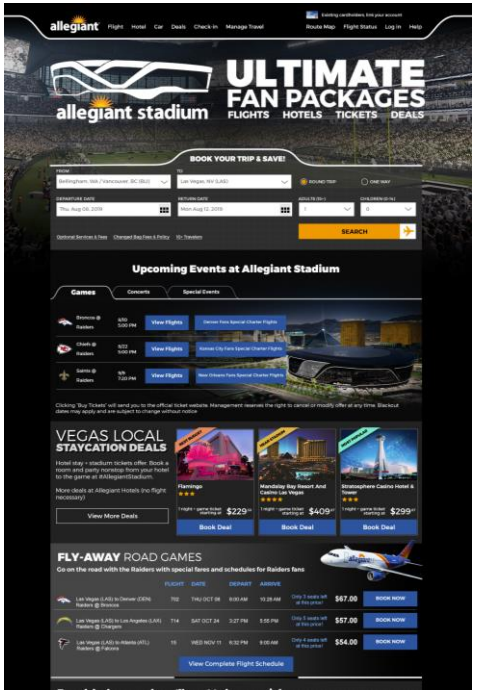
- Expected 4B+ impressions annually, equivalent ~$90M advertising spend
- 2020 Marketing expense, inclusive of stadium naming rights, flat YOY
  - Surgical elimination / reallocation
  - Boosted efficacy across all efforts
- Mid-case return hurdle is 2.7M web visitors (2.5% incremental lift)…
- …which requires average of 0.09% lift across marketing efforts

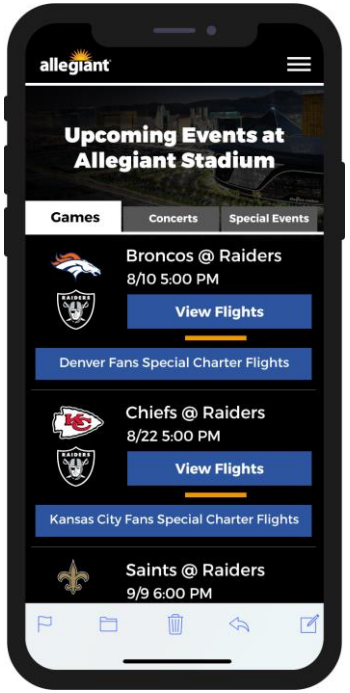


Allegiant Stadium – commercialization

- No team/venue in sports has ever relied more on fan travel
  - Raiders season ticketholders from Oakland and LA areas
  - 75M NFL fans say Las Vegas #1 city they would travel to

- Additional commercial impact through sponsorship assets
  - Fan Travel Packages
  - Season-long Promotions
  - “Money Can’t Buy” Experiences





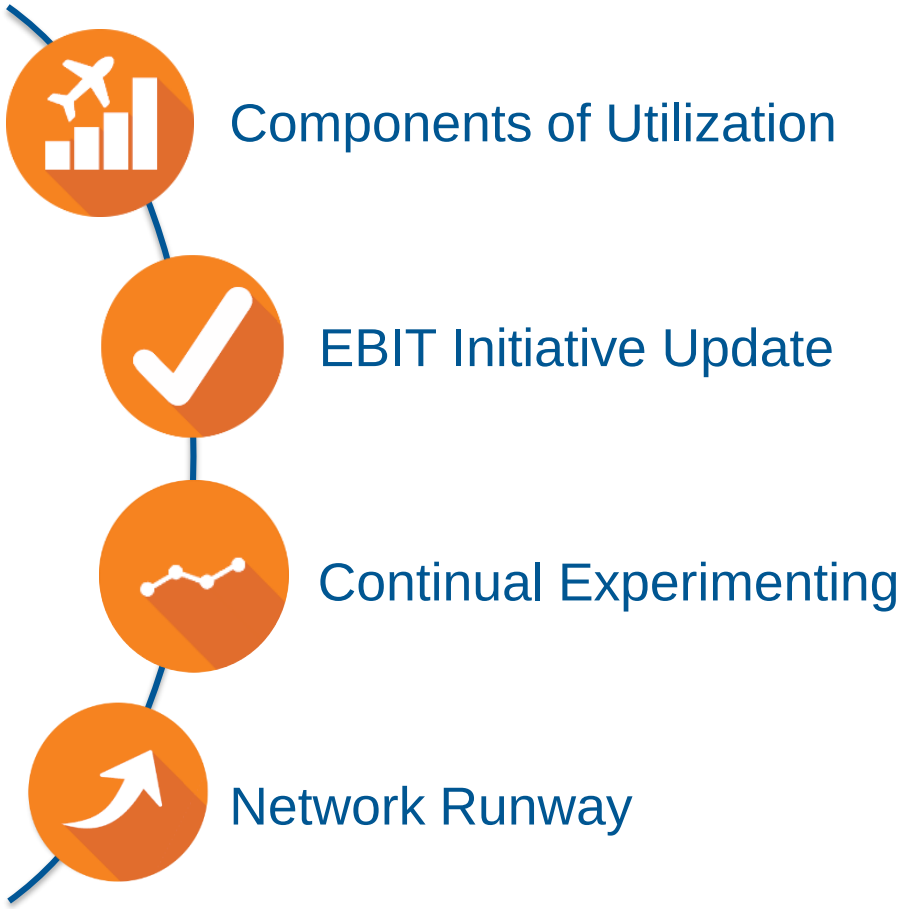

allegiant®



Network and Revenue

Drew Wells

Overview



Components of Utilization

EBIT Initiative Update

Continual Experimenting

Network Runway

Components of utilization

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**

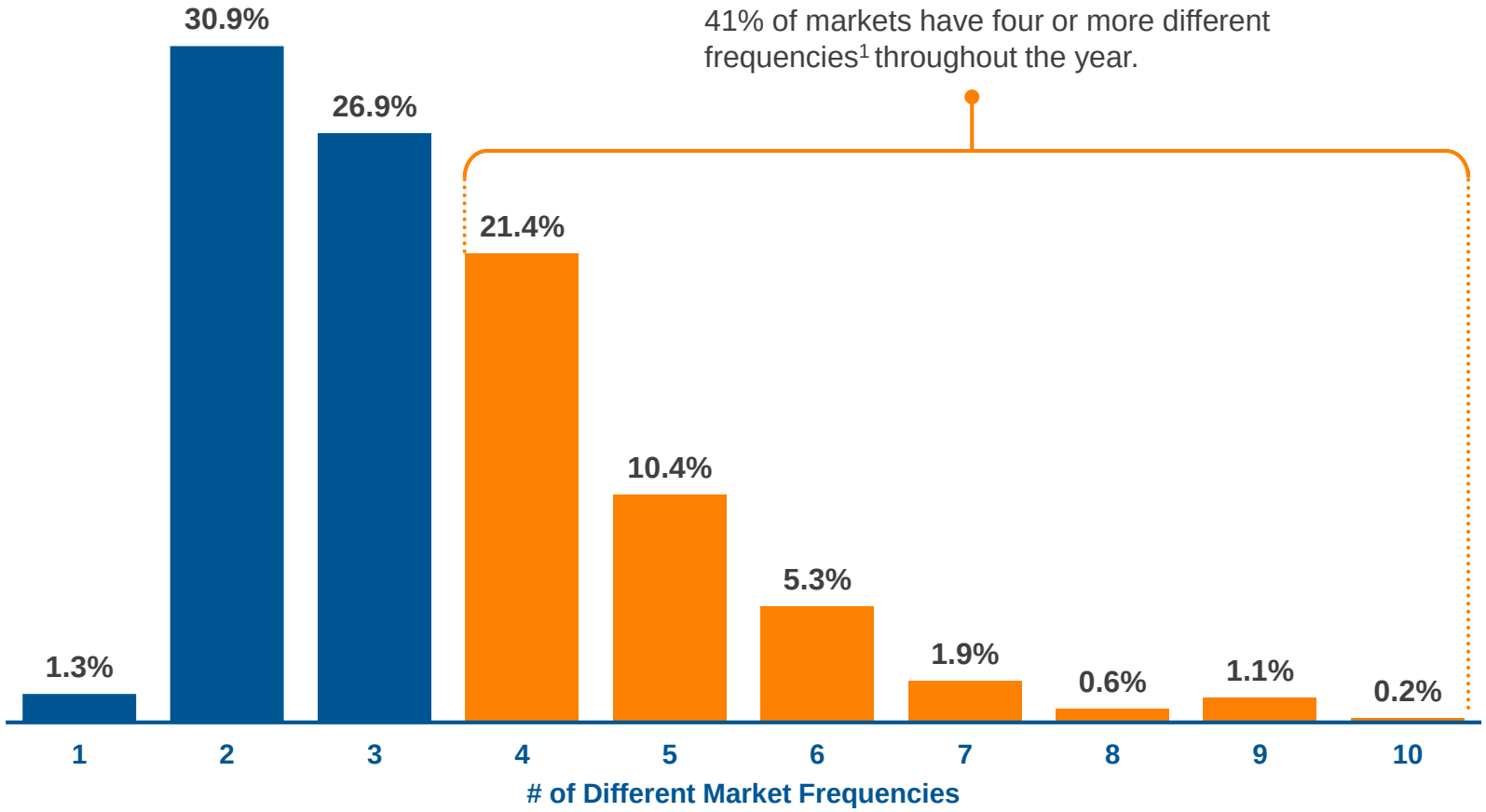
- **Planning capacity / Scheduling the airline**
  - *Every market, every week*
  - *Comparing uses of aircraft*
  - *Fuel buffer*

Components of utilization

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Distribution of Number of Weekly Frequencies

2019



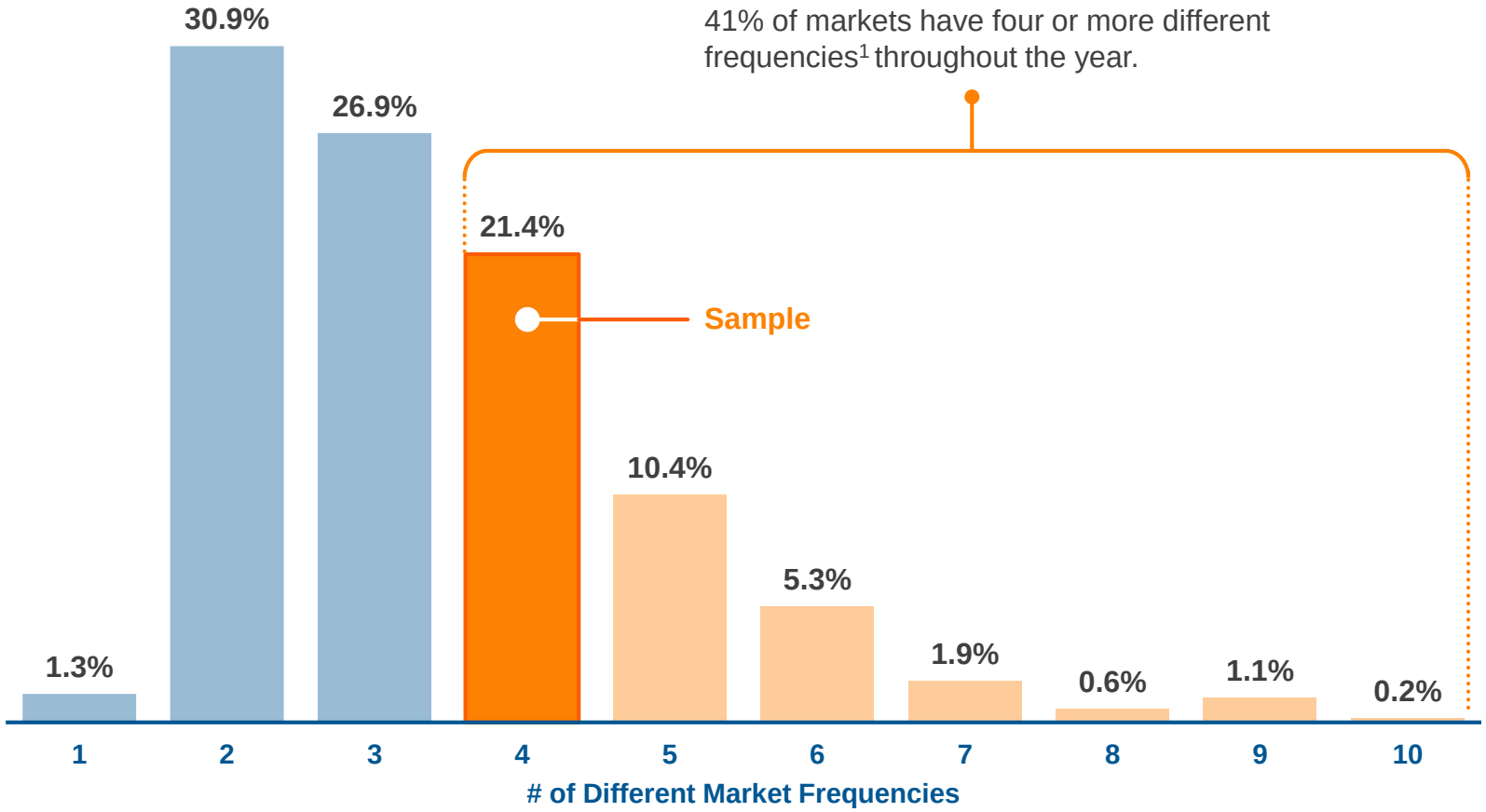
[1]Includes zero weekly frequencies

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Sample Market
2019

	Full Year Est. GP	Difference from Baseline
Baseline	$2,000,000	
2x only	$1,800,000	($200,000)
5x only	$1,650,000	($350,000)

- Dynamic capacity drives incremental gross profitability by best matching supply with demand
- Difference is in the hundreds of thousands of dollars annually on a market level and 98.7% of markets had multiple frequencies in 2019

Components of utilization

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- **Comparing Uses of Aircraft**
  - *Scheduled Service vs. Fixed Fee vs. Spare*
  - *Valuing each line of flying*
- **LAS-IWA Ferry Results**
  - *$1.05 million in GP from mid-February through end of March (mostly March)*
- **LAS-LAX Ferry Results**
  - *Positive gross margin but not as accretive as LAS-IWA*

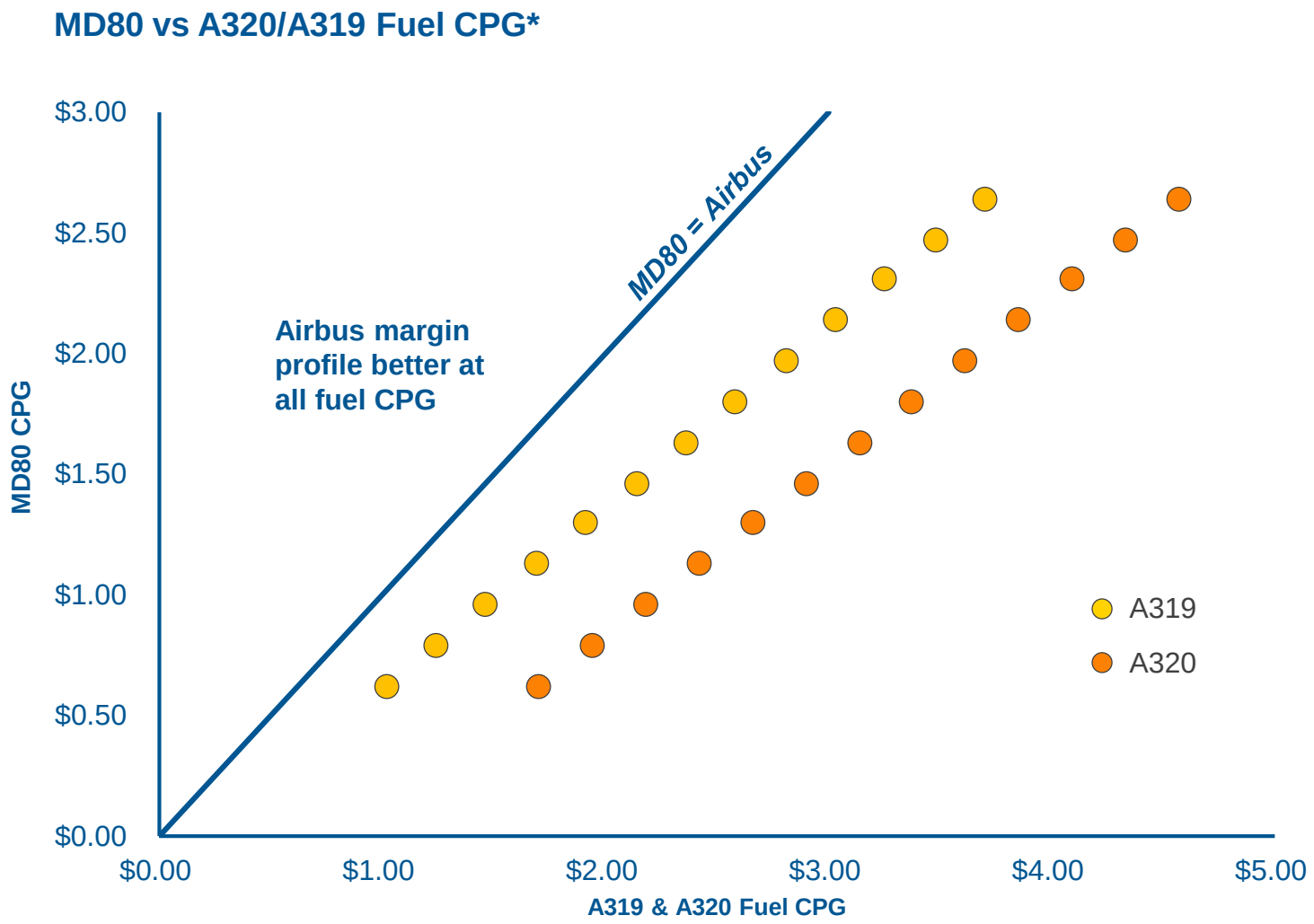
Components of utilization

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- **Planning capacity / Scheduling the airline**
  - *Every market, every week*
  - *Comparing uses of aircraft*
  - *Fuel buffer*
- **Immense economic benefit of Airbus vs. MD80**

Components of utilization

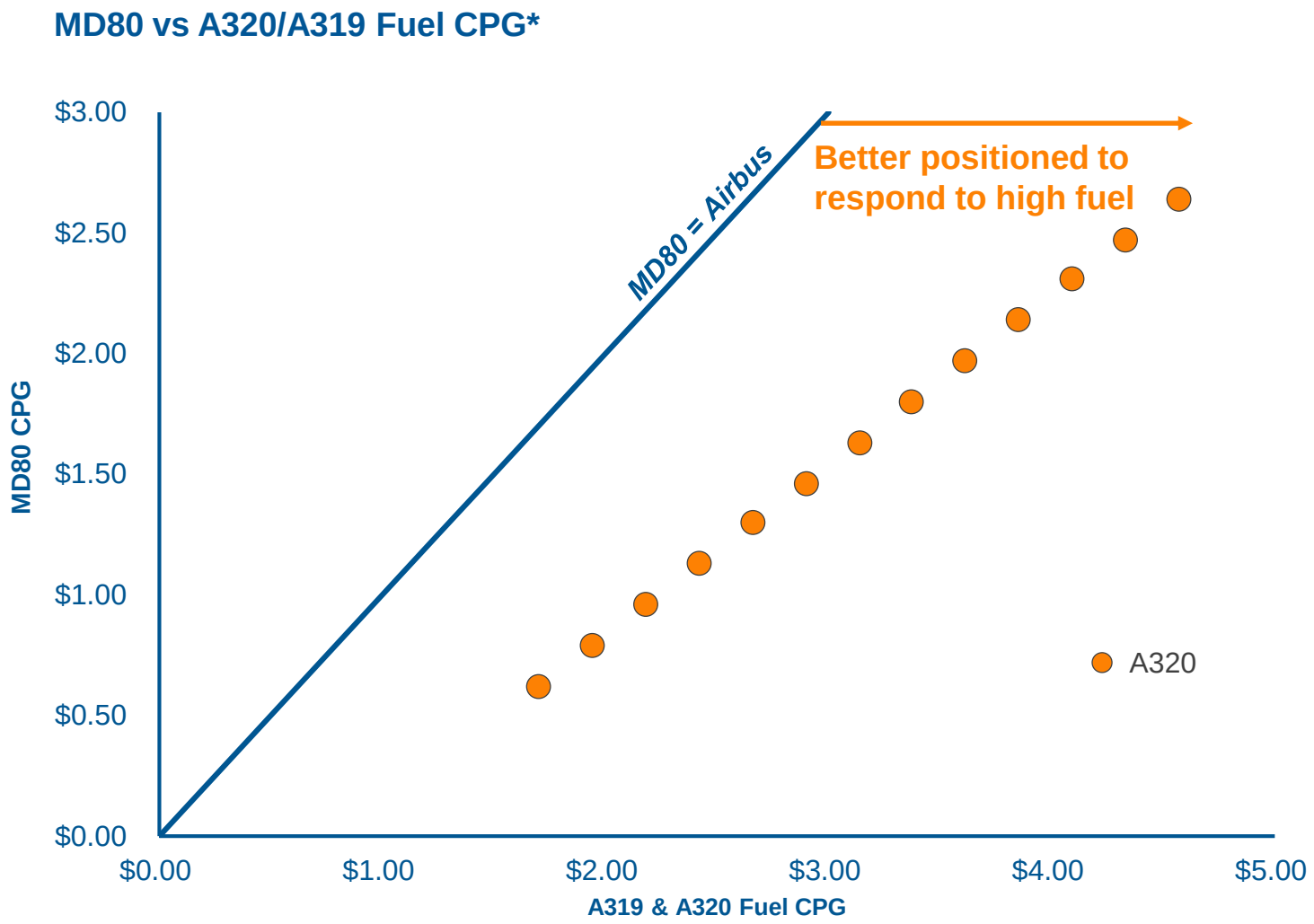
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* CPG = cost per gallon

Components of utilization

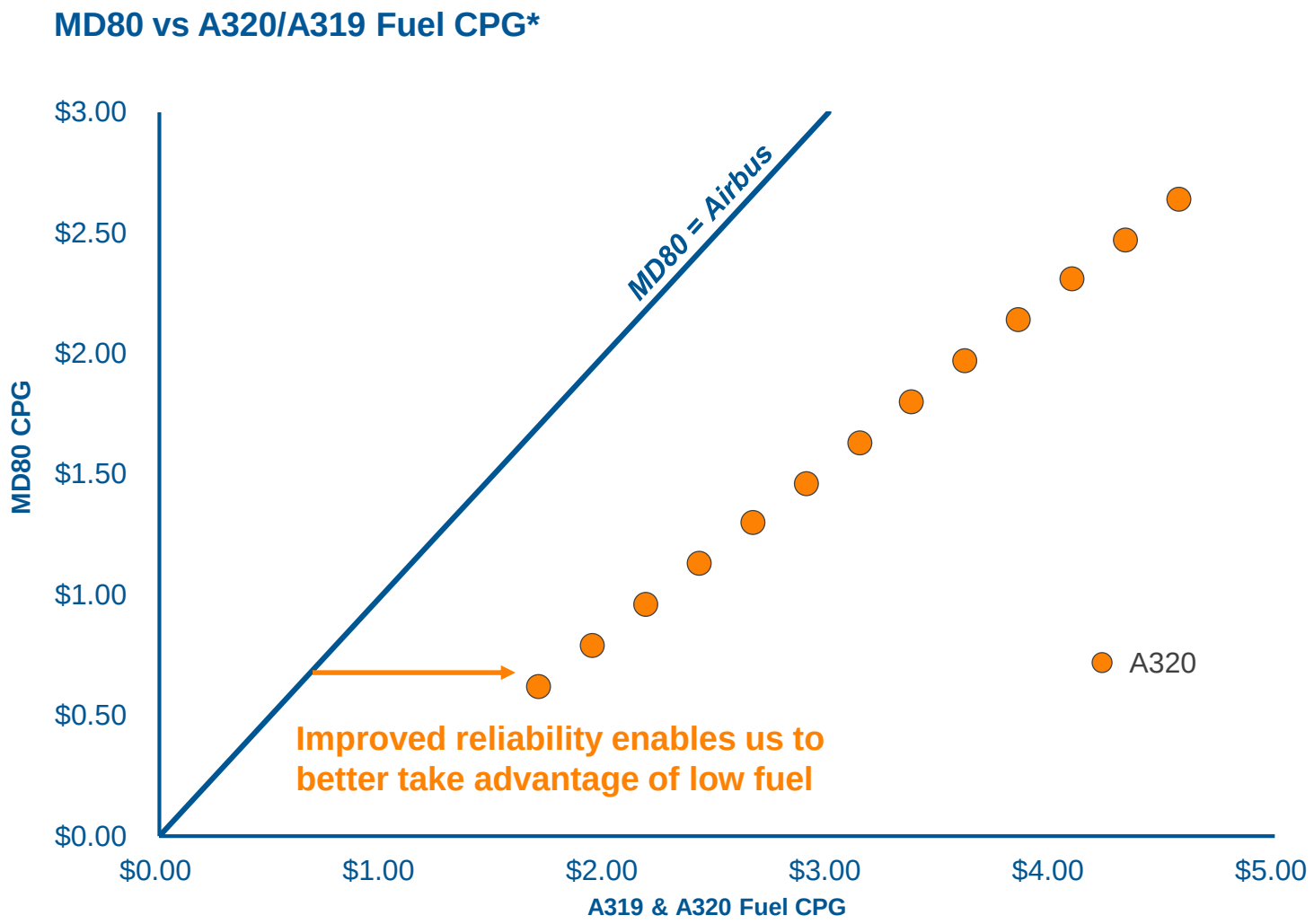
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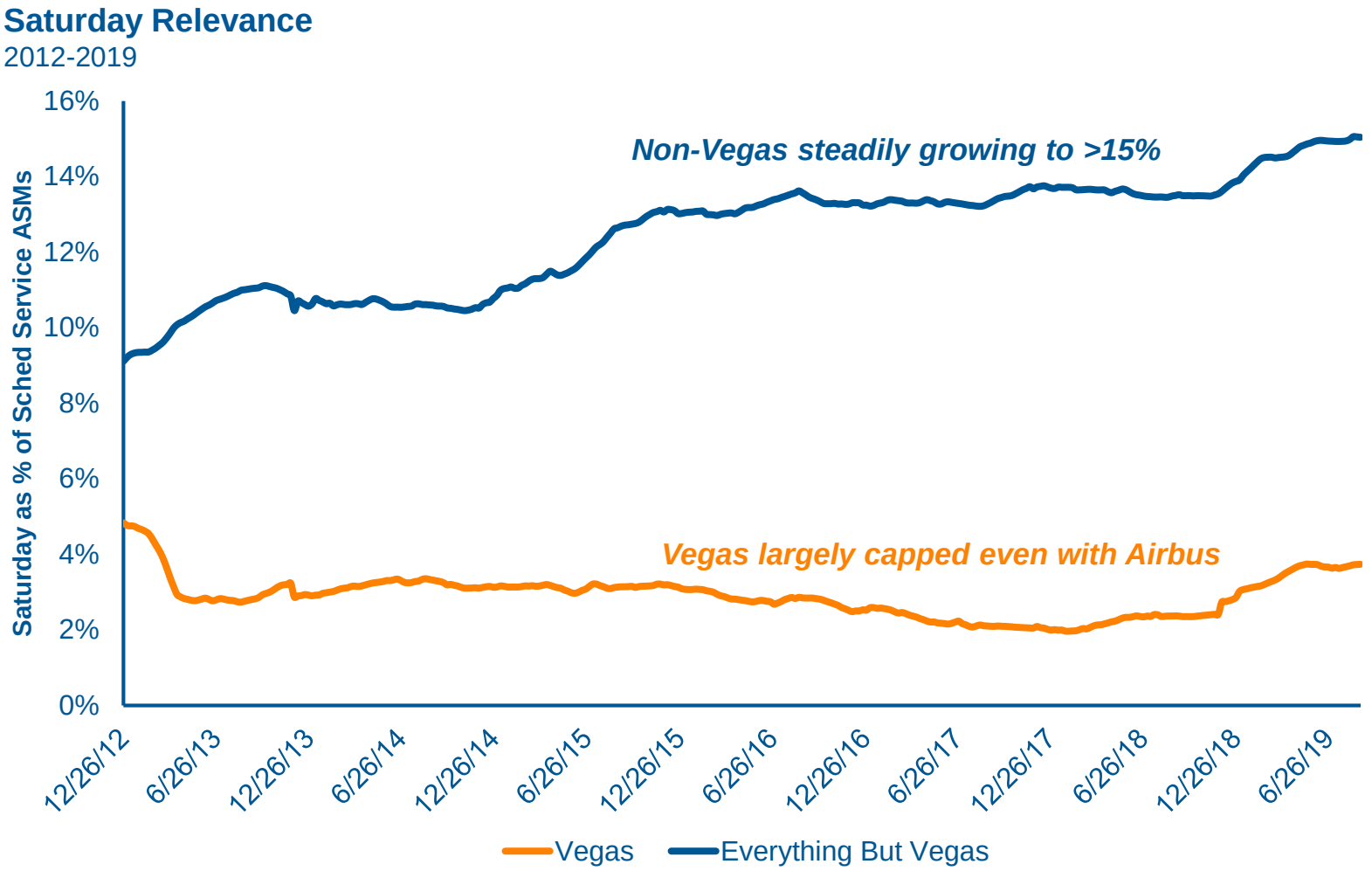
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- **All days of week are not created equal**
  - Sundays = Good
  - Tuesdays = Bad
  - Saturdays = Good and Bad
- **Fluid within network**

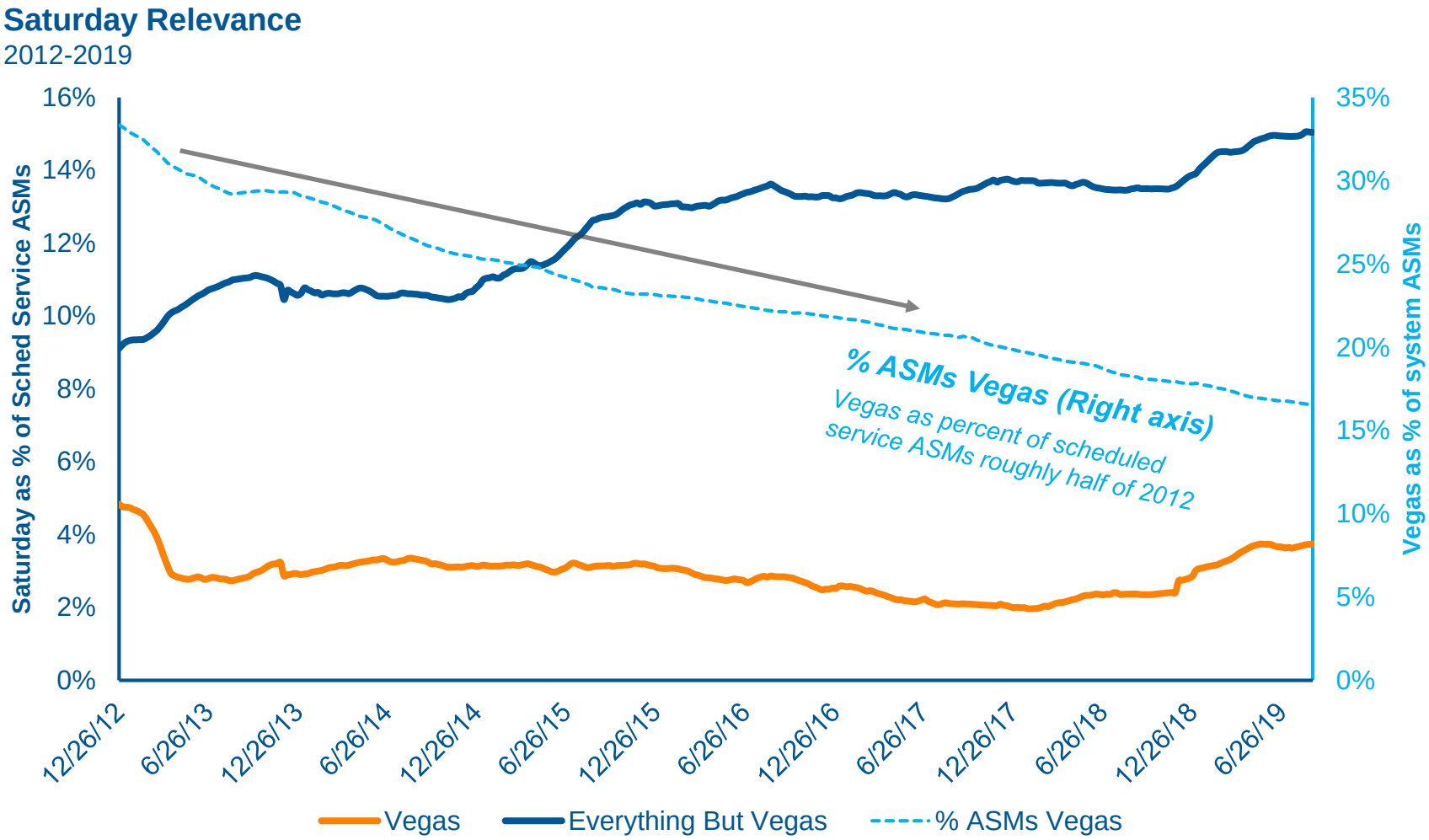
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Components of utilization

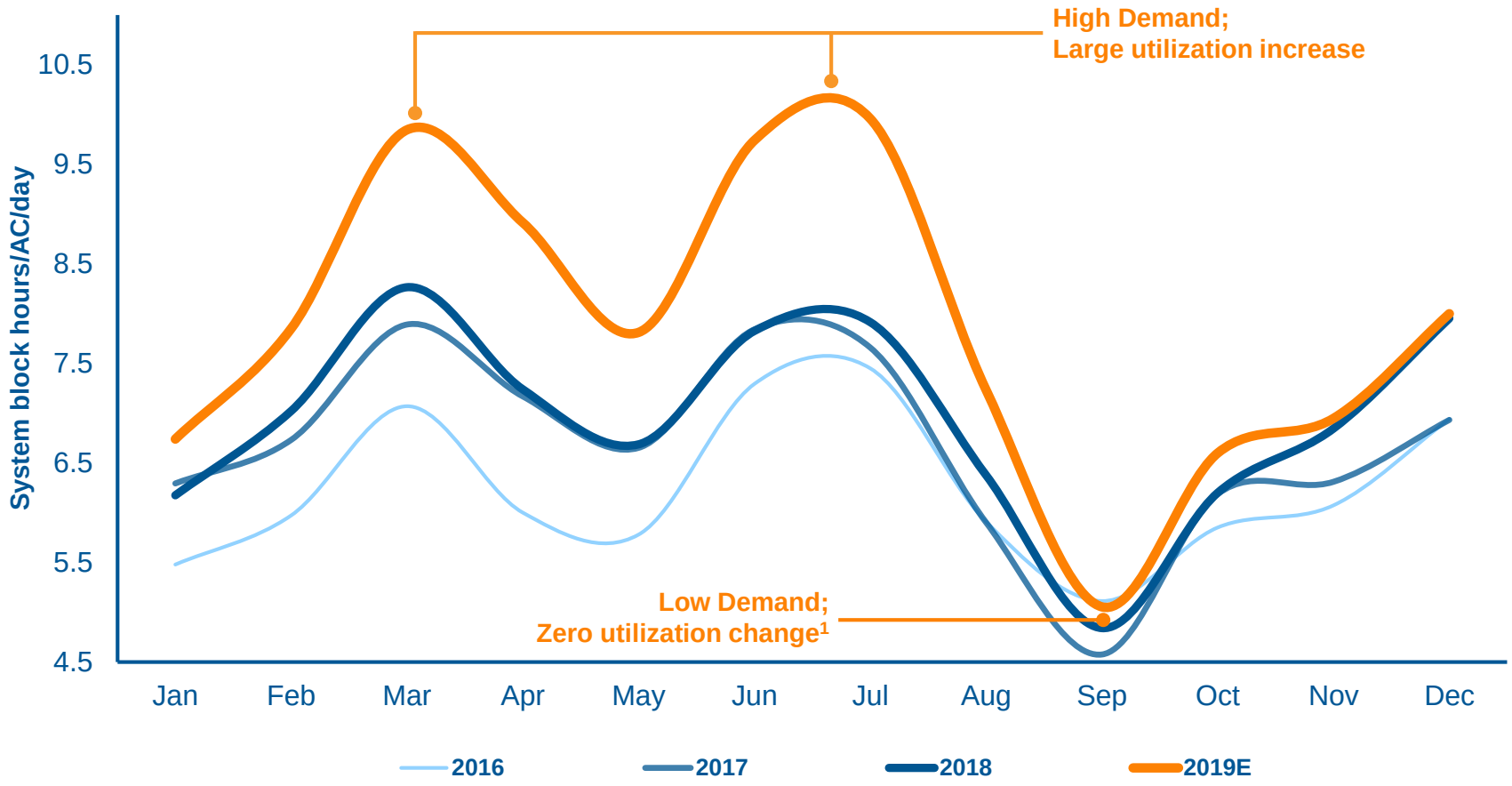
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  - *Saturdays & Geography*
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- **All seasons are not created equal**
- **The ability to flex utilization up and down is core to the business model**

Components of utilization

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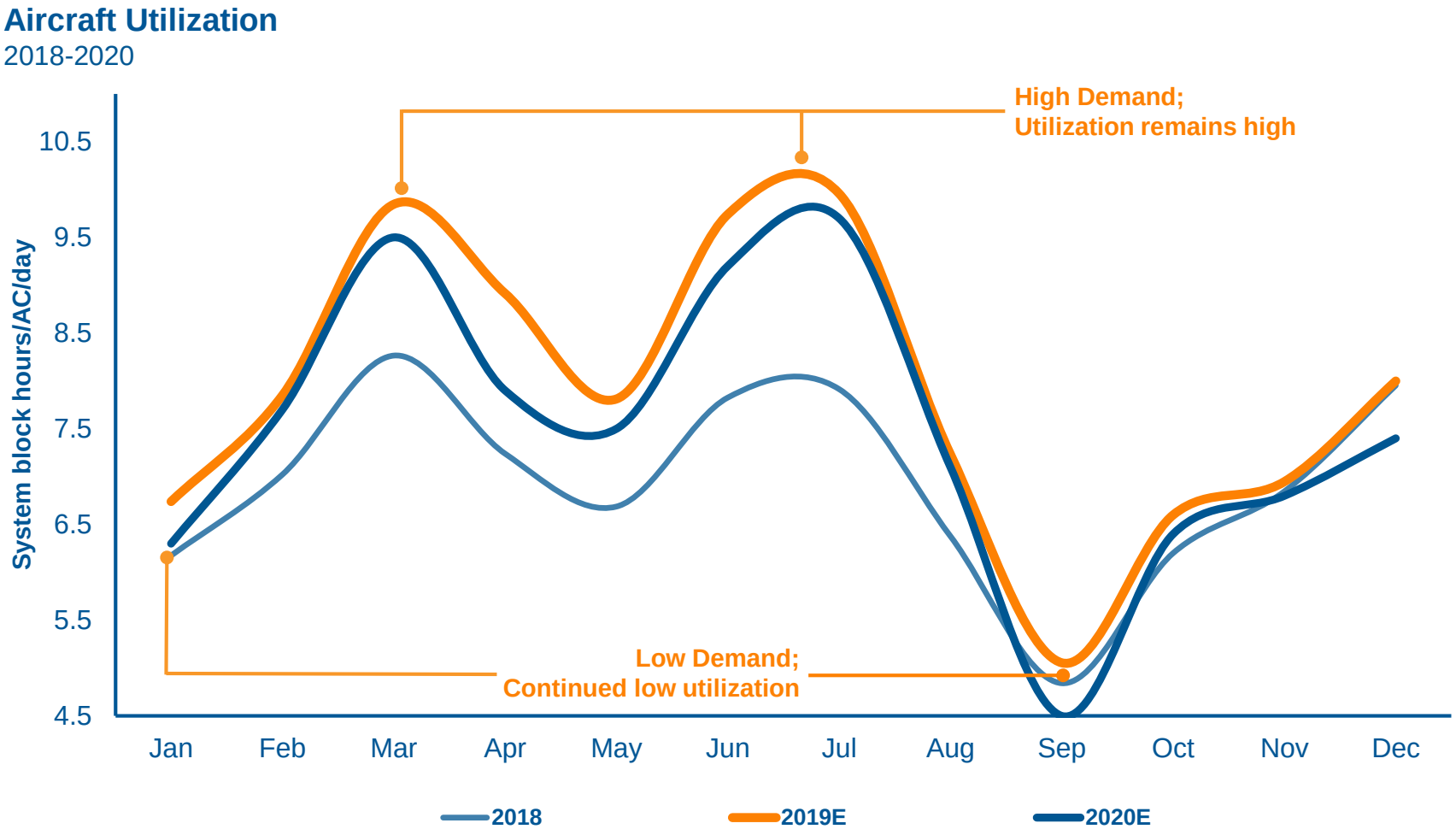
Aircraft Utilization
2016-2019



[1] Compared to 2016 utilization

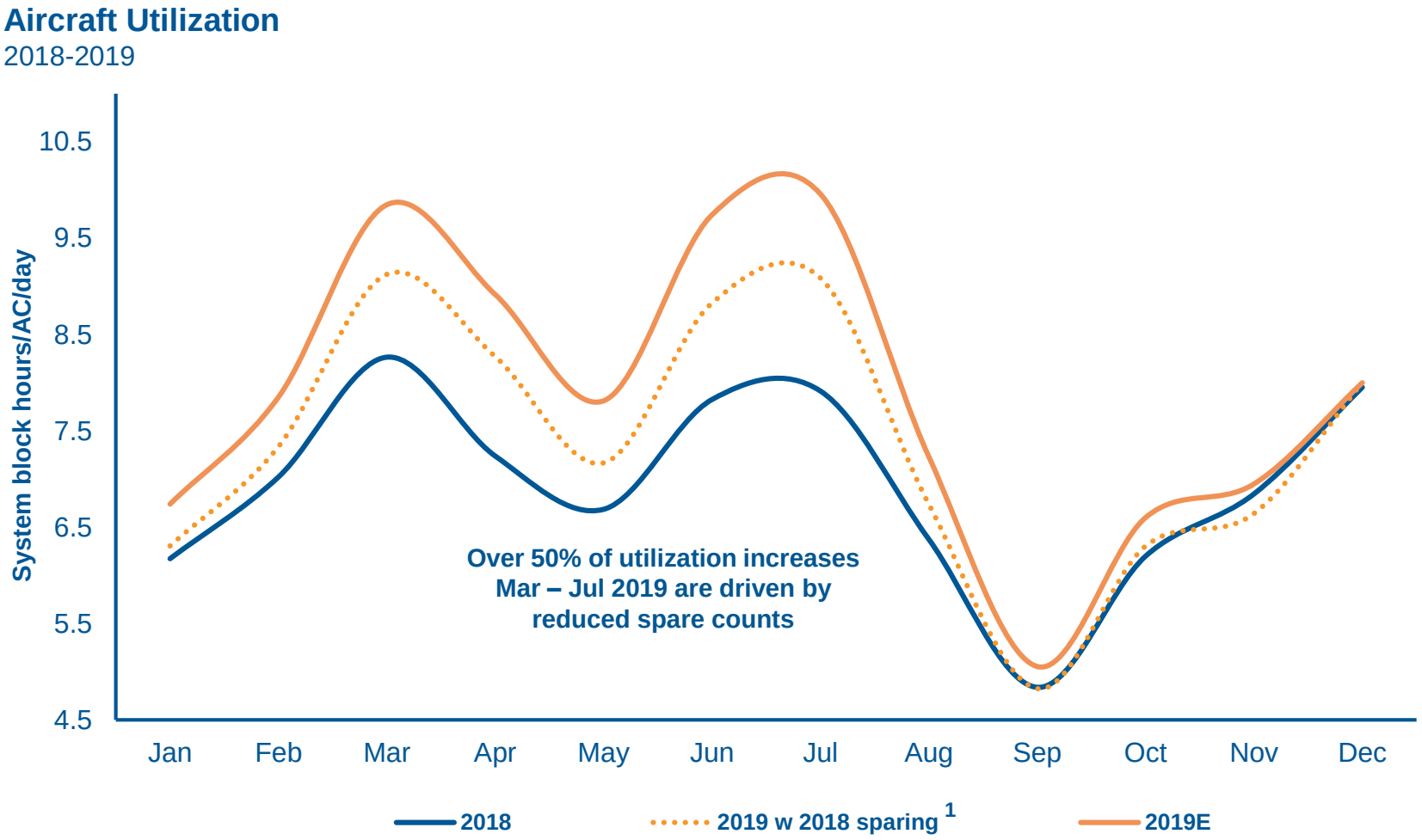
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Components of utilization

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[1] Demonstrates the aircraft utilization if 2019 spare count was at 2018 levels

Fleet productivity

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
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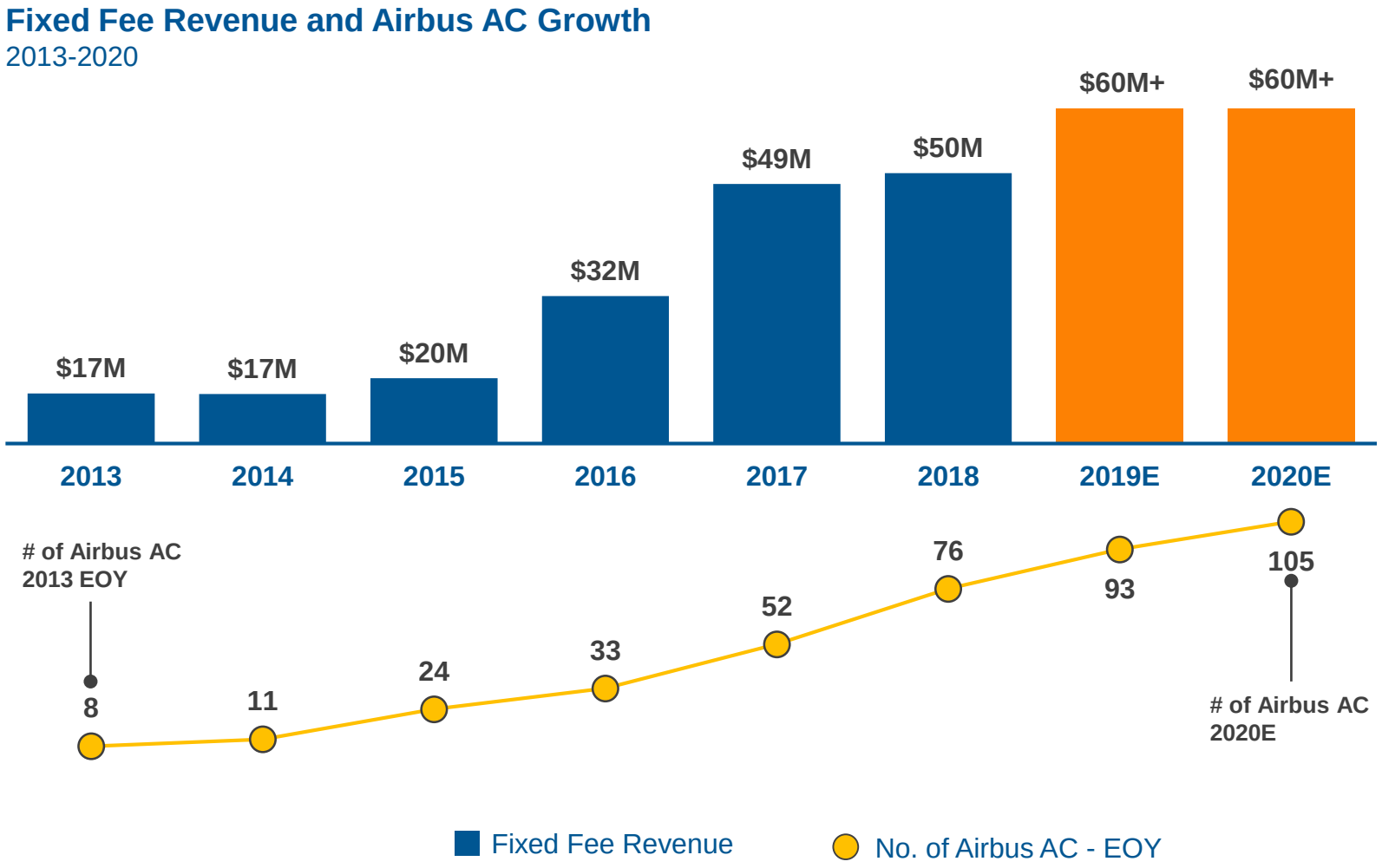
- **2/3 of days over summer 2019 saw incremental flying due to fewer spares**
- **100% of peak days had at least five more lines of flying**
- **Benefit of roughly $24.0M expected for scheduled service flying in first full year of all Airbus fleet**
- **Incremental gains of $9.0M in 2020 due to further reduced summer spare ratio**

Operating earnings annual impact -$m [1]	Previous 2020E	Current 2020E
Fleet productivity	33	33

[1] 2020 numbers are projected earnings increases over 2016
Estimates are based on various assumptions which may not materialize

Fixed fee revenue

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**



Pricing engine

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**

- **Evolving with business**
- **Year 1: Load factor (LF) focus**
  - *Drove traffic LF up 1.4pts*
- **Year 2 intention: Yield focus while holding LF**
  - *Air ancillary > $50/passenger shifted focus back toward improving LF further*
  - *1.7pt Y-Y change in traffic LF May – Oct 2019 vs. Nov 2018 – Apr 2019*

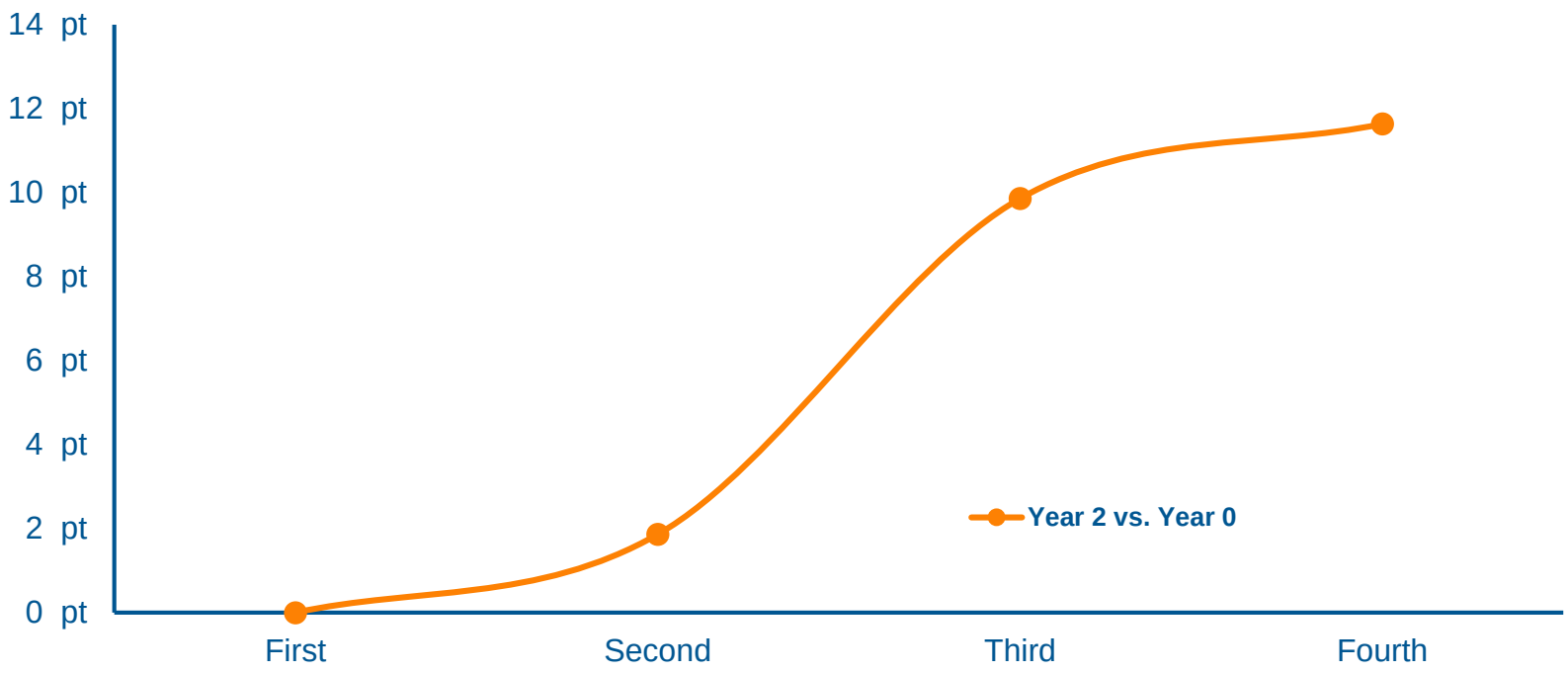
Operating earnings annual impact -$m [1]	Previous 2020E	Current 2020E
Pricing Engine	49	51

1 - 2020 numbers are projected earnings increases over 2016
Estimates are based on various assumptions which may not materialize

Pricing engine

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**

Same Store TRASM by Quartile[1]



- **Revenue gains negatively correlated to strength of flights**
  - *Largest gains coming from lowest demand weeks*
- **Fairly even cadence of gains in years one and two**

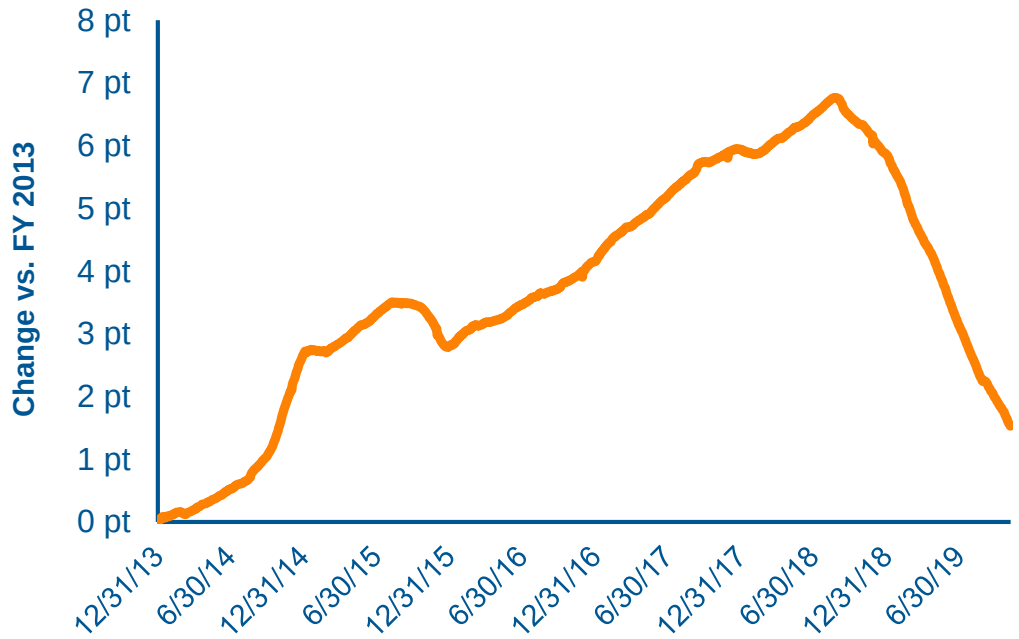
1 - Quartiles defined by week level flight strength. First = strongest 13 weeks; fourth = weakest 13 weeks. Results indexed to first quartile results. All non-Hawaii markets started in or before 2015 Year 0 = 11/2/16 – 10/31/17; Year 1 = 11/1/17 – 10/30/18; Year 2 = 10/31/18 – 10/29/19

Round trip discount

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**

- **One way travel is disruptive to twice a week markets**
  - *For example, a high Sunday one way flight results in four fewer passengers being booked on the Thursday flight*

Rolling 12M One Way %
2013-2019

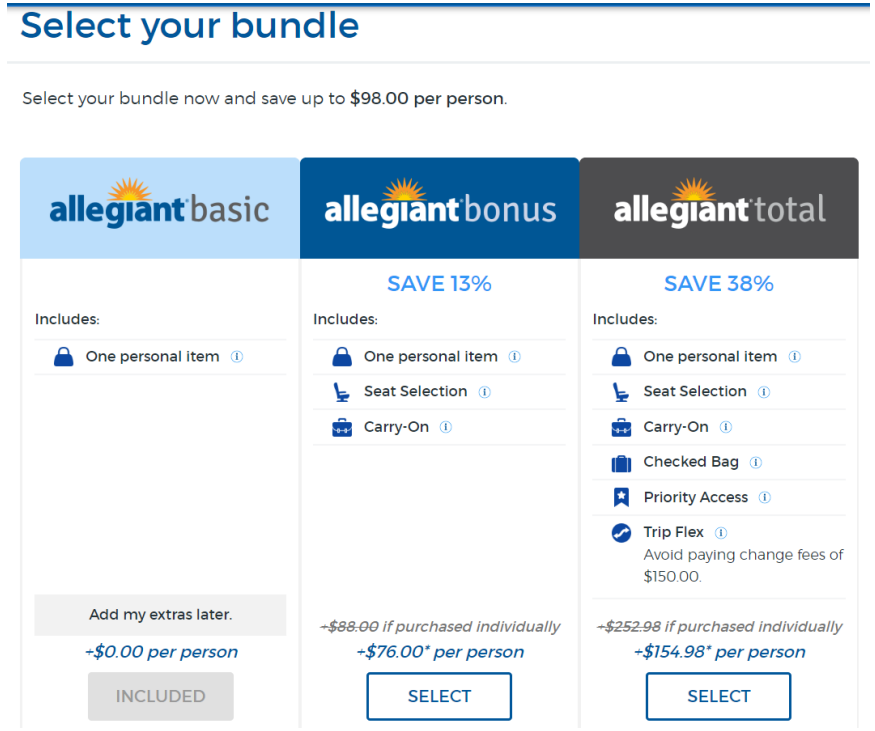


1 - 2020 numbers are projected earnings increases over 2016
Estimates are based on various assumptions which may not materialize

Bundled ancillaries

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**

- **Rolled out system wide Oct 14, 2019**
- **Allegiant bonus testing various combinations**
- **Very basic initial state with many criteria to be included over time**
- **Forecasting impact at $1.00 - $1.25/PAX**



1 - 2020 numbers are projected earnings increases over 2016
Estimates and forecasts are based on various assumptions which may not materialize

Continually experimenting

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**

- **Allegiant Extra**
  - *Finding more success on longer haul routes*
  - *Continually testing price points*
  - *Will have much more insight post-holidays*
  - *Layout can be changed overnight and does not drive out of service time*

- **Flight Pass**
  - *First test concept being completed now for summer 2020 travel*
  - *Testing two cities initially:*
    - *Nashville*
    - *Cincinnati*
      - *All routes excluding LAS, LAX & IWA*
      - *Premium buy up to include LAS, LAX & IWA*

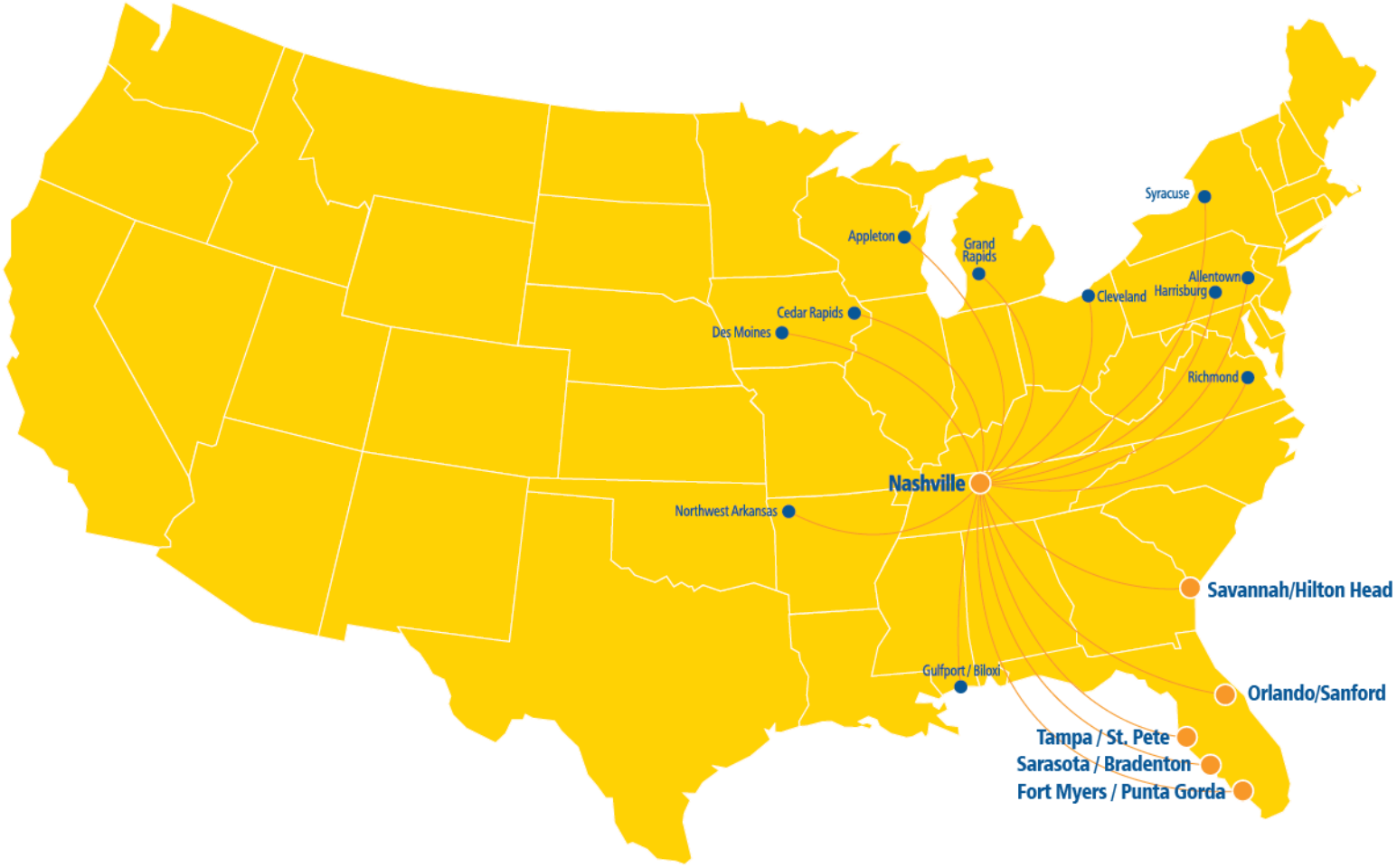
Network runway

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**

- **Continue to believe in 600+ incremental routes**
  - *Still true despite 100+ route announcements since 1/1/18*
- **Continually diversifying network portfolio**
  - *Both origination and destination cities*
    - *Small: State College and Traverse City*
    - *Midsize: Albany and Nashville*
    - *Destinations: Nashville and Sarasota*

Nashville (BNA)

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**

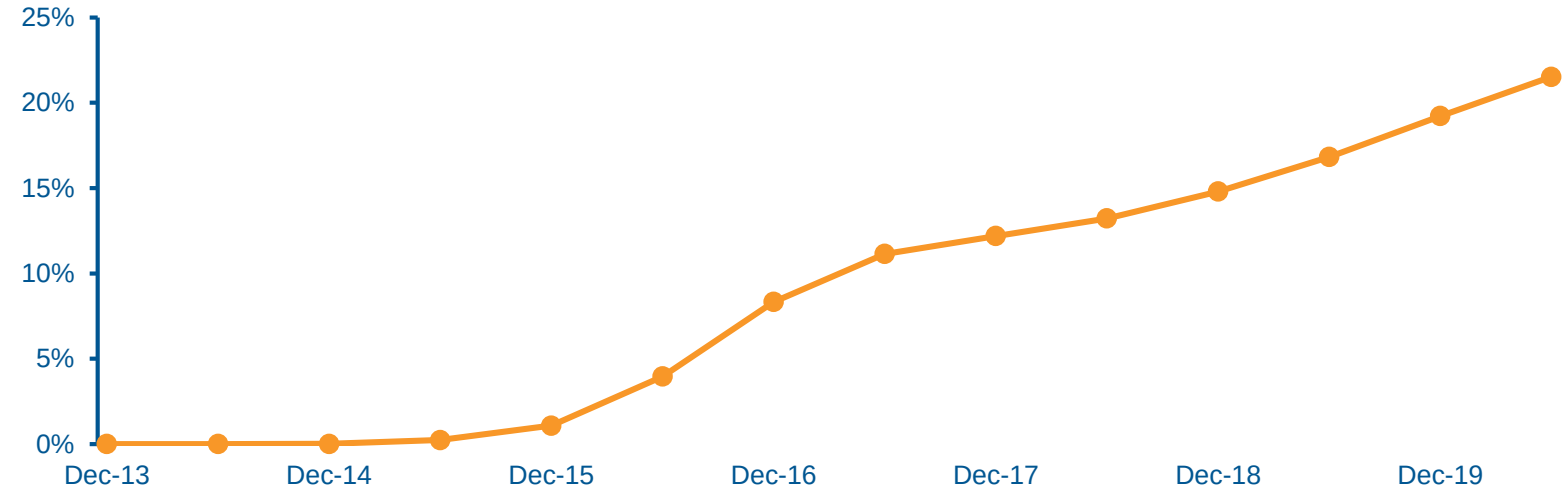


Mid-continent base strategy

- **Components of Utilization**
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- **Revenue Initiatives**
- **Network**

- ***De-peaking largest destination bases***
  - *Better utilization of existing infrastructure*
- ***Increased fixed fee potential***
- ***Unique network opportunities***
  - *Including thinner demand destinations*

Mid-Con Bases as % of Sched Service Departures
2013-2020

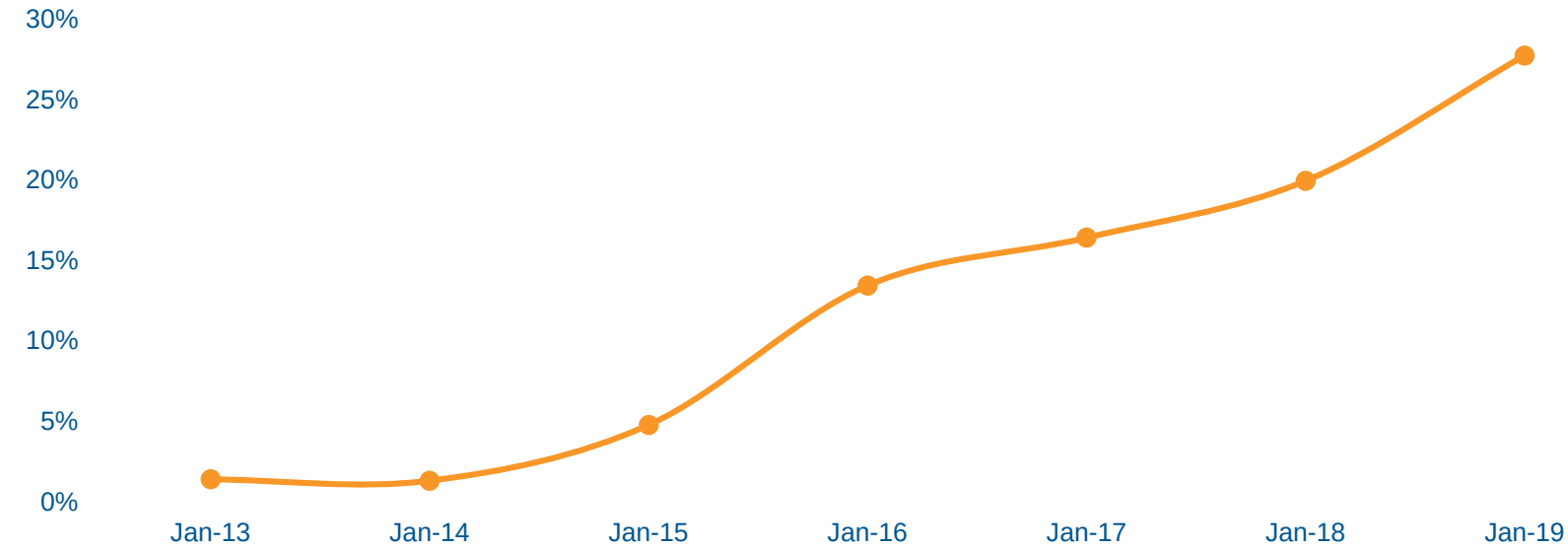


Diversifying destination portfolio

- Components of Utilization
  - *Profitability Forecasts*
  - *Saturdays & Geography*
  - *Seasonality*
  - *Spare Count*
- Revenue Initiatives
- **Network**

- ***2013 – 2015: > 90% of routes touched one of Allegiant's core traditional destinations****
- ***Beginning 2016 the growth to non-traditional Allegiant destinations like Destin (VPS), Savannah (SAV) & Nashville (BNA) ramped up significantly***

Non-Traditional Markets as % of Total
2013-2019



*Core traditional Allegiant destinations: FLL, IWA, LAS, LAX, MYR, OAK, PGD, PIE and SFB

Key takeaways



- Many causes of 2019 utilization bump; should normalize over next few years
- Airbus economics, coupled with revenue initiatives, enhancing ability to schedule to profitability rather than unit revenues
- Seeking ways to create new lines of recurring revenue while improving customer experience
- Diversified network profile driving new opportunities for growth both today and in the future

2020 Investor Day

John Redmond– President

Sunseeker overview



Sunseeker update

Cumulative Project Commitments vs Spend
(In millions)





Selling the Resort

Sunseeker banner ad

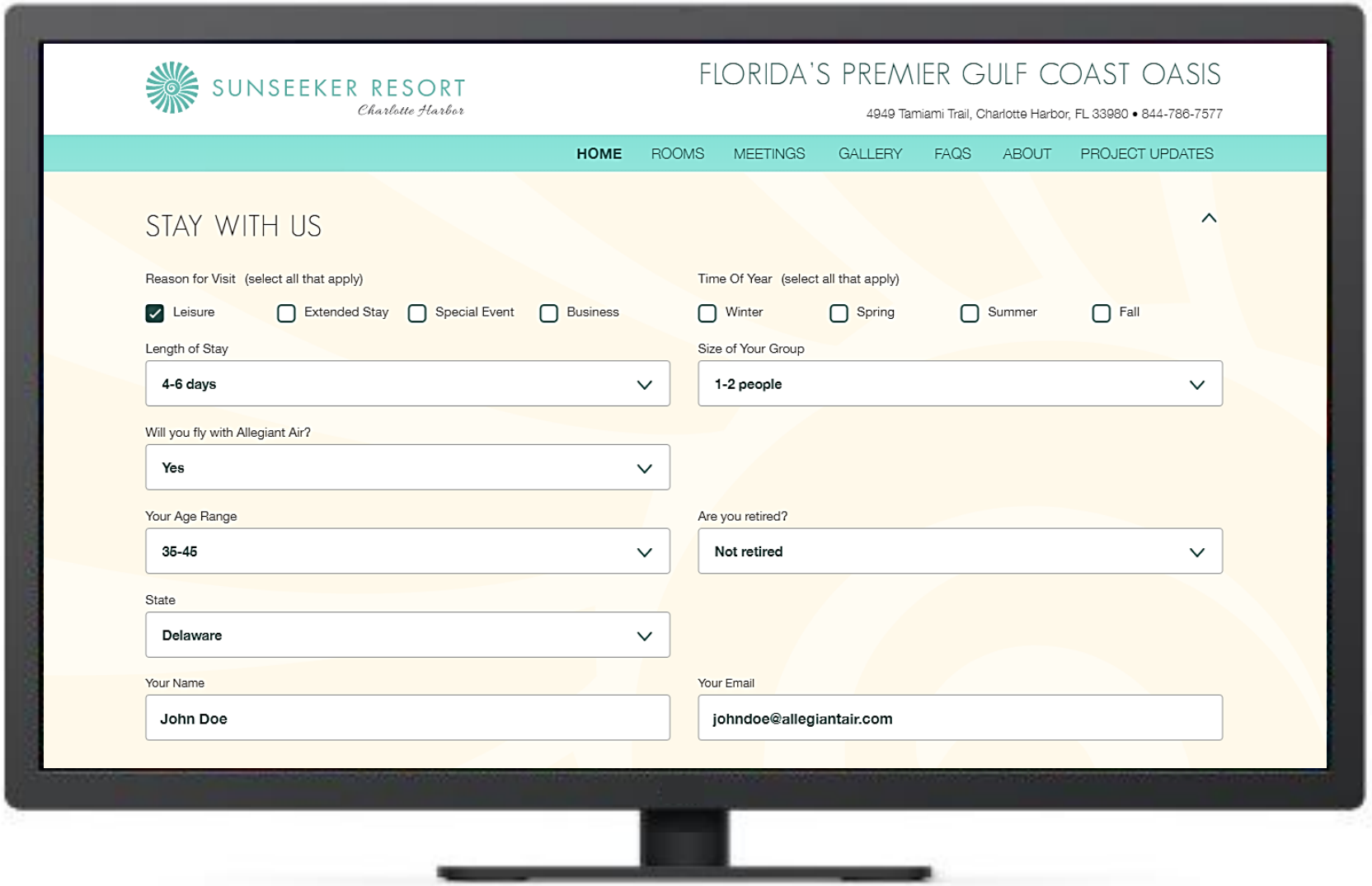








Guests' interest inquiries questionnaire



Customer registrations[1] and potential number of rooms sold

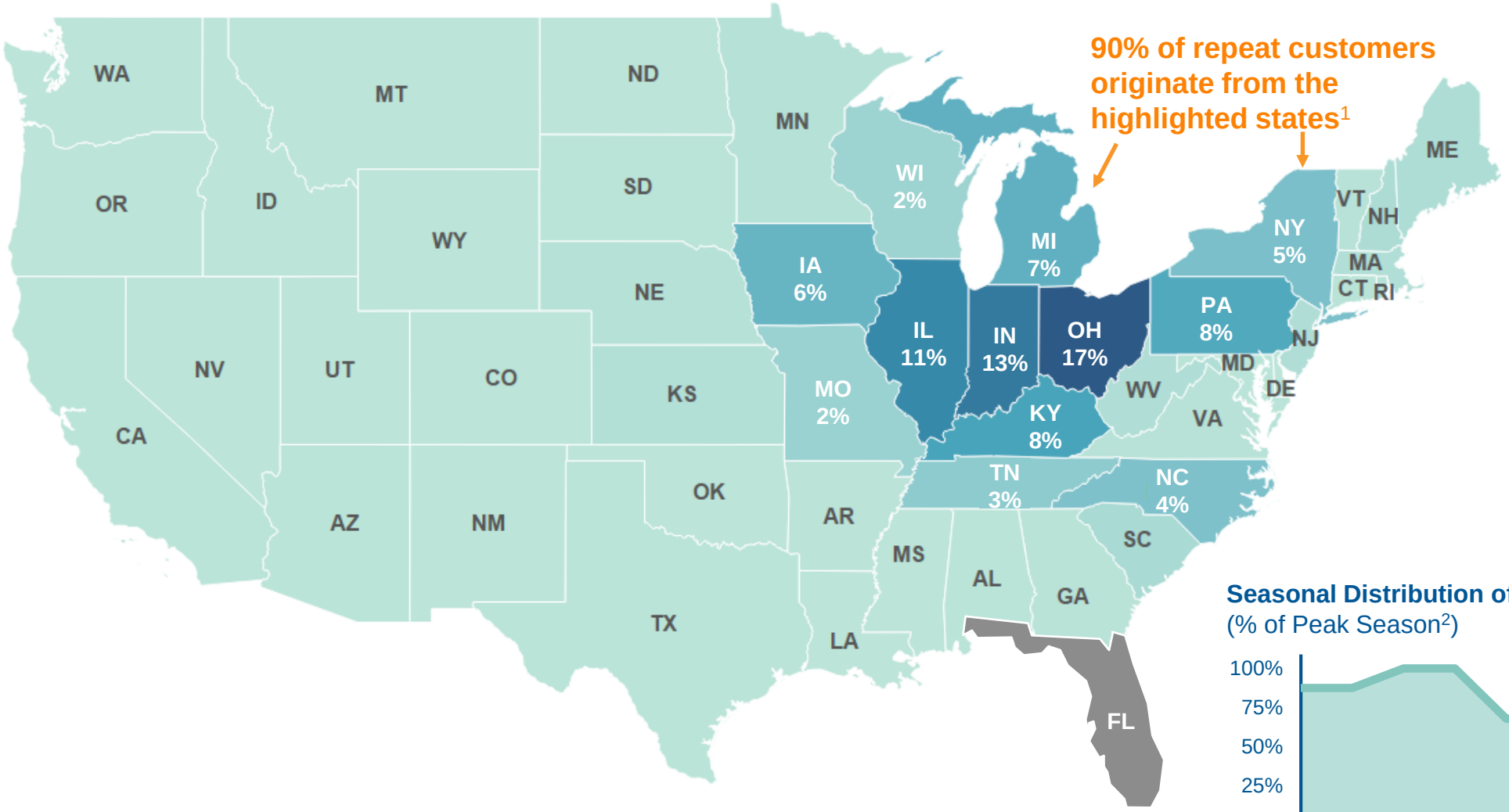
Length of Stay Preference	# of Registrations	Avg. Length of Stay	Length of Stay (Days)[2]	% of Registration by Age				% of Registrations			Number in Party			Desired Season of Travel[3]			
				Over 65	55 - 65	46 - 55	Over 45	Retired	Semi-retired	Total	1-2	3-4	5 or more	Winter	Spring	Summer	Fall
1 - 3 Days	37,082	2	74,164	18%	26%	25%	69%	22%	12%	34%	65%	28%	7%	55%	51%	46%	37%
4 - 6 Days	62,322	5	311,610	16%	12%	48%	76%	16%	12%	28%	48%	37%	15%	54%	53%	40%	32%
1 - 2 Weeks	35,364	10	371,322	21%	34%	27%	82%	26%	18%	44%	49%	34%	17%	63%	53%	37%	29%
3 - 4 Weeks	2,968	24	72,716	45%	38%	12%	95%	52%	27%	79%	71%	23%	6%	84%	44%	24%	14%
1 - 3 Months	4,909	60	294,540	49%	39%	9%	97%	57%	29%	86%	82%	15%	3%	92%	35%	15%	7%
3 - 6 months	3,058	145	443,410	55%	34%	9%	98%	63%	25%	88%	85%	12%	3%	97%	49%	18%	7%
6 + months	2,036	180	366,480	49%	30%	13%	92%	58%	17%	75%	81%	14%	5%	92%	77%	66%	50%

Length of Stay Preference	Stay (Days)[2]	Hypothetical Capture Percentage of Customer Registrations								
		10%	15%	20%	25%	30%	35%	40%	45%	50%
1 - 3 Days	74,164	7,420	11,120	14,830	18,540	22,250	25,960	29,670	33,370	37,080
4 - 6 Days	311,610	31,160	46,740	62,320	77,900	93,480	109,060	124,640	140,220	155,810
1 - 2 Weeks	371,322	37,130	55,700	74,260	92,830	111,400	129,960	148,530	167,090	185,660
Subtotal	757,096	75,710	113,560	151,410	189,270	227,130	264,980	302,840	340,680	378,550
3 - 4 Weeks	72,716	7,270	10,910	14,540	18,180	21,810	25,450	29,090	32,720	36,360
1 - 3 Months	294,540	29,450	44,180	58,910	73,640	88,360	103,090	117,820	132,540	147,270
3 - 6 months	443,410	44,340	66,510	88,680	110,850	133,020	155,190	177,360	199,530	221,710
6 + months	366,480	36,650	54,970	73,300	91,620	109,940	128,270	146,590	164,920	183,240
Subtotal	**1,177,146**	117,710	176,570	235,430	294,290	353,130	412,000	470,860	529,710	588,580
Total	**1,934,242**	**193,420**	**290,130**	**386,840**	**483,560**	**580,260**	**676,980**	**773,700**	**870,390**	**967,130**

[1]People who have submitted the online questionnaire found at sunseekerresorts.com
[2]Assumes midpoint of length of stay preference; For 6+ months, assumed only 6 months
[3]People can select more than one season

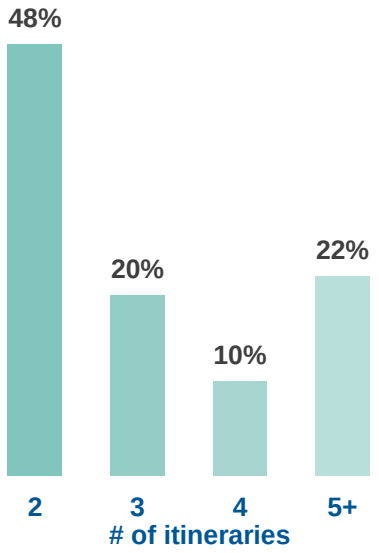
allegiant®

Repeat Allegiant's customers to PGD[3]

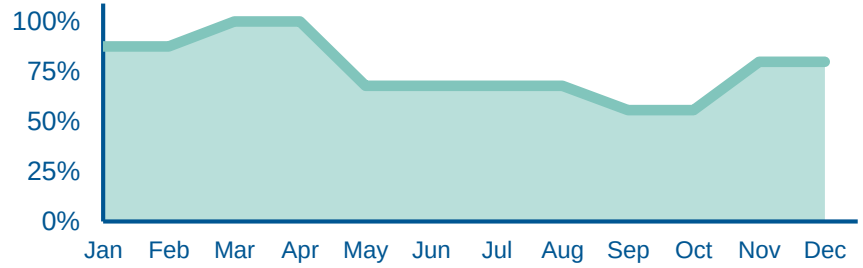


States not highlighted have <1% repeat customers

Repeat Customers by Trips
(% of Total)



Seasonal Distribution of Repeat Customer Trips
(% of Peak Season[2])



[1] Excluding FL, AK, HI, and PR. [2] Peak Season: March and April [3]Since 2013

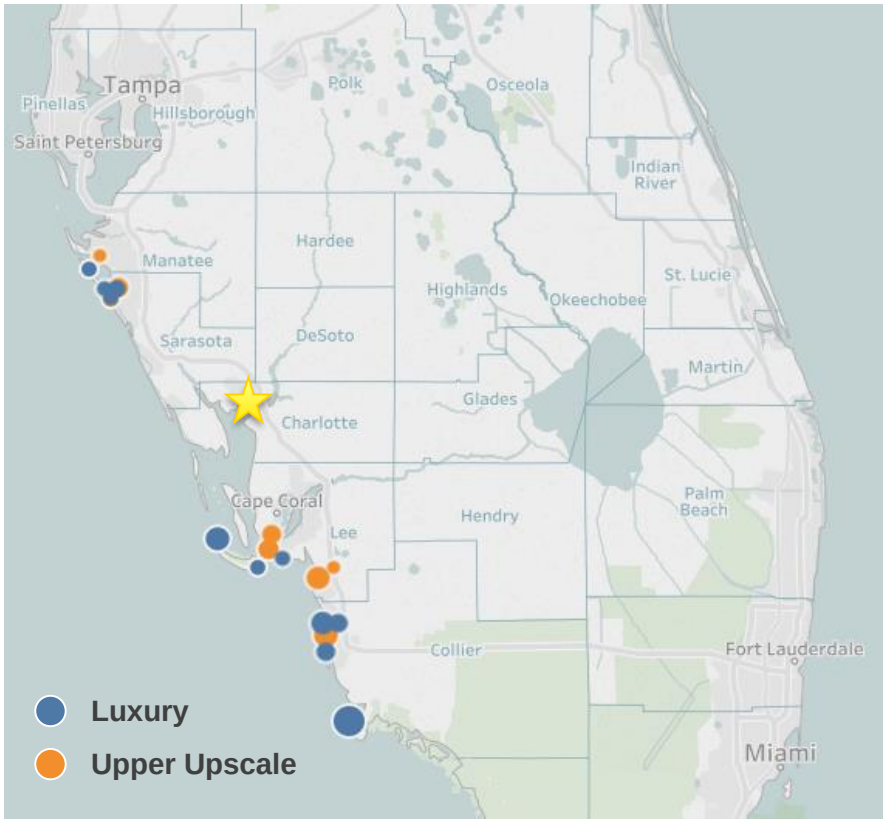


Revenue Discussion

Southwest Florida resort market

Property Name	City	Class	Open Date	Age	Rooms
JW Marriott Marco Island Beach Resort	Marco Island	Luxury	May 1979	40.5	809
Naples Grande Beach Resort	Naples	Upper Upscale	Dec 1986	32.9	474
South Seas Island Resort	Captiva	Luxury	Jun 1979	40.4	458
Hyatt Regency Coconut Point Resort & Spa	Bonita Springs	Upper Upscale	Sep 2001	18.2	454
Ritz-Carlton Naples	Naples	Luxury	Dec 1985	33.9	450
Marriott Sanibel Harbour Resort & Spa	Fort Myers	Upper Upscale	Jun 1985	34.4	347
Naples Beach Hotel & Golf Club	Naples	Luxury	May 1946	73.5	319
Hilton Marco Island Beach Resort & Spa	Marco Island	Upper Upscale	May 1985	34.5	310
Ritz-Carlton Golf Resort Naples	Naples	Luxury	Jan 2002	17.8	295
Hyatt Regency Sarasota	Sarasota	Upper Upscale	Oct 1975	44.1	294
Westin Cape Coral Resort @ Marina Village	Cape Coral	Upper Upscale	Dec 2009	9.9	293
Ritz-Carlton Sarasota	Sarasota	Luxury	Nov 2001	18.0	266
Westin Sarasota	Sarasota	Upper Upscale	Jul 2017	2.3	255
Longboat Key Club & Resort	Longboat Key	Luxury	Jun 1982	37.4	223
Lido Beach Resort	Sarasota	Luxury	Jun 1969	50.4	222
Pink Shell Beach Resort & Marina	Fort Myers Beach	Luxury	Jun 1970	49.4	207
Hilton Naples	Naples	Upper Upscale	Feb 2000	19.7	199
Sundial Beach Resort & Spa	Sanibel	Luxury	Jun 1978	41.4	190
La Playa Beach & Golf Resort	Naples	Luxury	Jun 1968	51.4	189
Zota Beach Resort	Longboat Key	Luxury	Apr 1972	47.6	187
Embassy Suites by Hilton Sarasota	Sarasota	Upper Upscale	Dec 2018	0.9	180
Sandcastle Resort	Sarasota	Upper Upscale	Jun 1960	59.4	176
Autograph Collection Art Ovation Hotel	Sarasota	Upper Upscale	Apr 2018	1.6	162
Embassy Suites by Hilton Fort Myers Estero	Estero	Upper Upscale	Jun 2006	13.4	150
Legacy Hotel At IMG Academy	Bradenton	Upper Upscale	Oct 2018	1.1	150

Upper Upscale & Luxury Properties with 150+ Rooms between Sarasota & Marco Island



Source: STR

Favorable ADR environment in the market

Market Total ADR

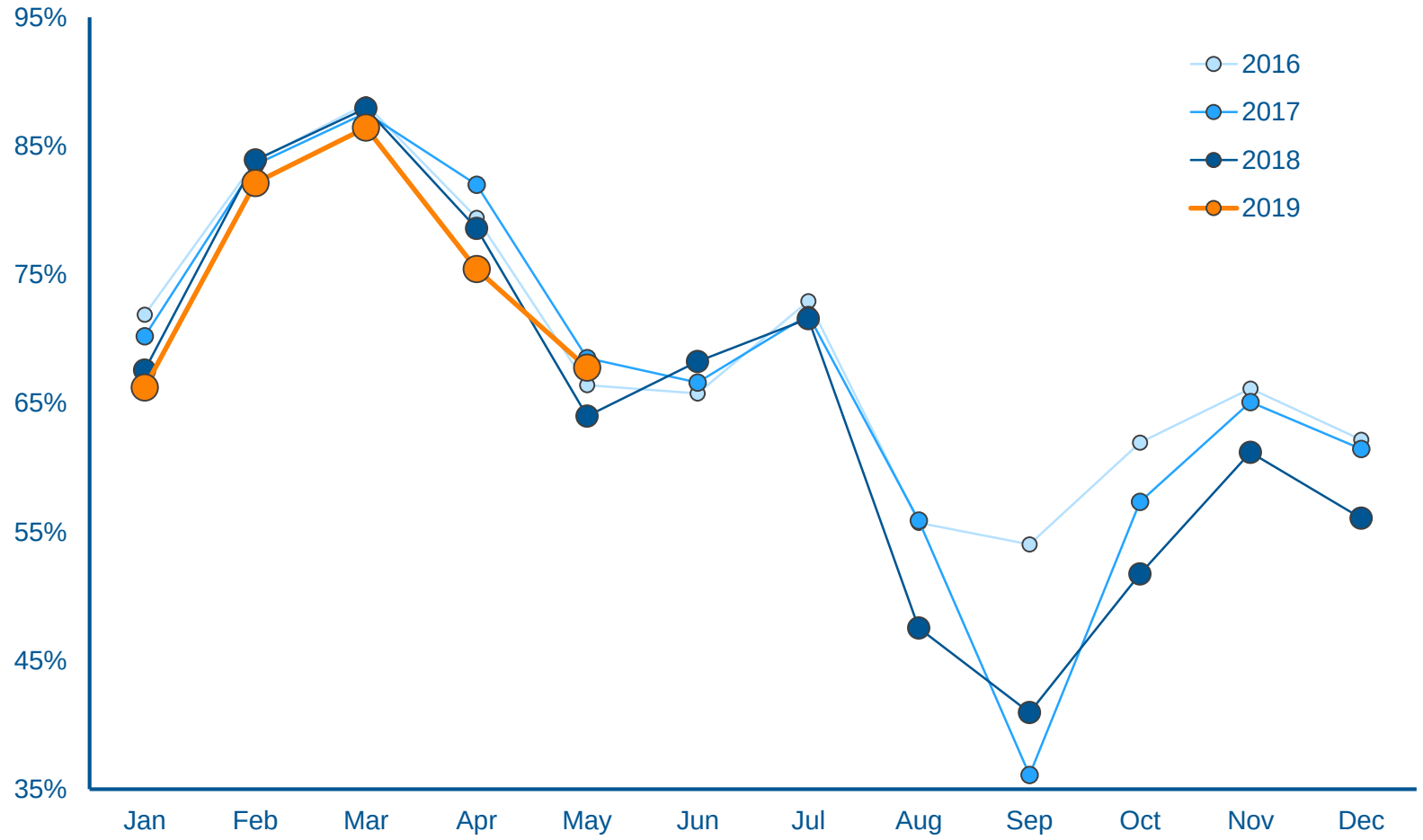
	2016	2017	2018	2019
Jan	$307	$303	$320	$316
Feb	$371	$367	$391	$381
Mar	$438	$417	$457	$426
Apr	$315	$360	$344	$362
May	$244	$250	$255	$258
Jun	$216	$224	$231	
Jul	$233	$236	$225	
Aug	$208	$210	$198	
Sep	$193	$197	$186	
Oct	$221	$214	$213	
Nov	$241	$251	$249	
Dec	$309	$322	$338	
Weighted Average	**$285**	**$290**	**$297**	**$353**

Source: STR Trend Report for the 25 properties on the “Southwest Florida Resort Market” slide: Upper Upscale & Luxury Properties with 150+ rooms between Sarasota & Marco Island

Market experiences heavy occupancy seasonality

	2016	2017	2018	2019
Jan	72%	70%	68%	66%
Feb	84%	84%	84%	82%
Mar	88%	88%	88%	86%
Apr	79%	82%	79%	75%
May	66%	69%	64%	68%
Jun	66%	67%	68%	
Jul	73%	72%	72%	
Aug	56%	56%	48%	
Sep	54%	36%	41%	
Oct	62%	57%	52%	
Nov	66%	65%	61%	
Dec	62%	61%	56%	

Historical Occupancy (%) – Market Set
2016-2019



Source: STR Trend Report for the 25 properties on the “Southwest Florida Resort Market” slide: Upper Upscale & Luxury Properties with 150+ rooms between Sarasota & Marco Island

Sunseeker Resort competitive set

Property Name	City	Class	Open Date	Age	Rooms
JW Marriott Marco Island Beach Resort	Marco Island	Luxury	May 1979	40.5	809
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Westin Sarasota	Sarasota	Upper Upscale	Jul 2017	2.3	255

Select set of properties representative of all key coastal Southwest Florida cities[1]

Most comparable in terms of:

- Service standards
- Product offering
- Target customer



[1]*Sarasota, Fort Myers, Naples, Marco Island*

Source: STR Trend Report for the 10 properties on the "Sunseeker Resort Competitive Set" slide: selected properties that best benchmark Sunseeker's expected performance.

Competing in a high ADR environment

Market Total ADR Competitive Set ADR

	2016	2017	2018	2019
Jan	$319	$318	$333	$340
Feb	$376	$378	$402	$403
Mar	$450	$429	$474	$455
Apr	$333	$383	$360	$394
May	$253	$262	$270	$283
Jun	$224	$238	$235	
Jul	$243	$247	$227	
Aug	$219	$221	$208	
Sep	$203	$205	$197	
Oct	$232	$227	$221	
Nov	$249	$264	$260	
Dec	$324	$337	$366	
Weighted Average	**$294**	**$302**	**$308**	**$380**

Solid upside vs. 2018 Investor Day Forecast

Modeled $185 Hotel Room ADR & $257 Total Property ADR (Hotel & Suites)

Source: STR Trend Report for the 10 properties on the “Sunseeker Resort Competitive Set” slide: selected properties that best benchmark Sunseeker’s expected performance.

Competitive set outperforms overall market ADR

Competitive Set ADR vs. Market ADR

	2016	2017	2018	2019
Jan	$13	$14	$12	$24
Feb	$6	$12	$11	$23
Mar	$12	$12	$17	$29
Apr	$19	$23	$15	$31
May	$9	$12	$14	$26
Jun	$8	$14	$5	
Jul	$10	$11	$2	
Aug	$11	$11	$10	
Sep	$10	$7	$11	
Oct	$12	$14	$8	
Nov	$8	$13	$11	
Dec	$15	$15	$28	
Weighted Average	**$10**	**$12**	**$12**	**$27**

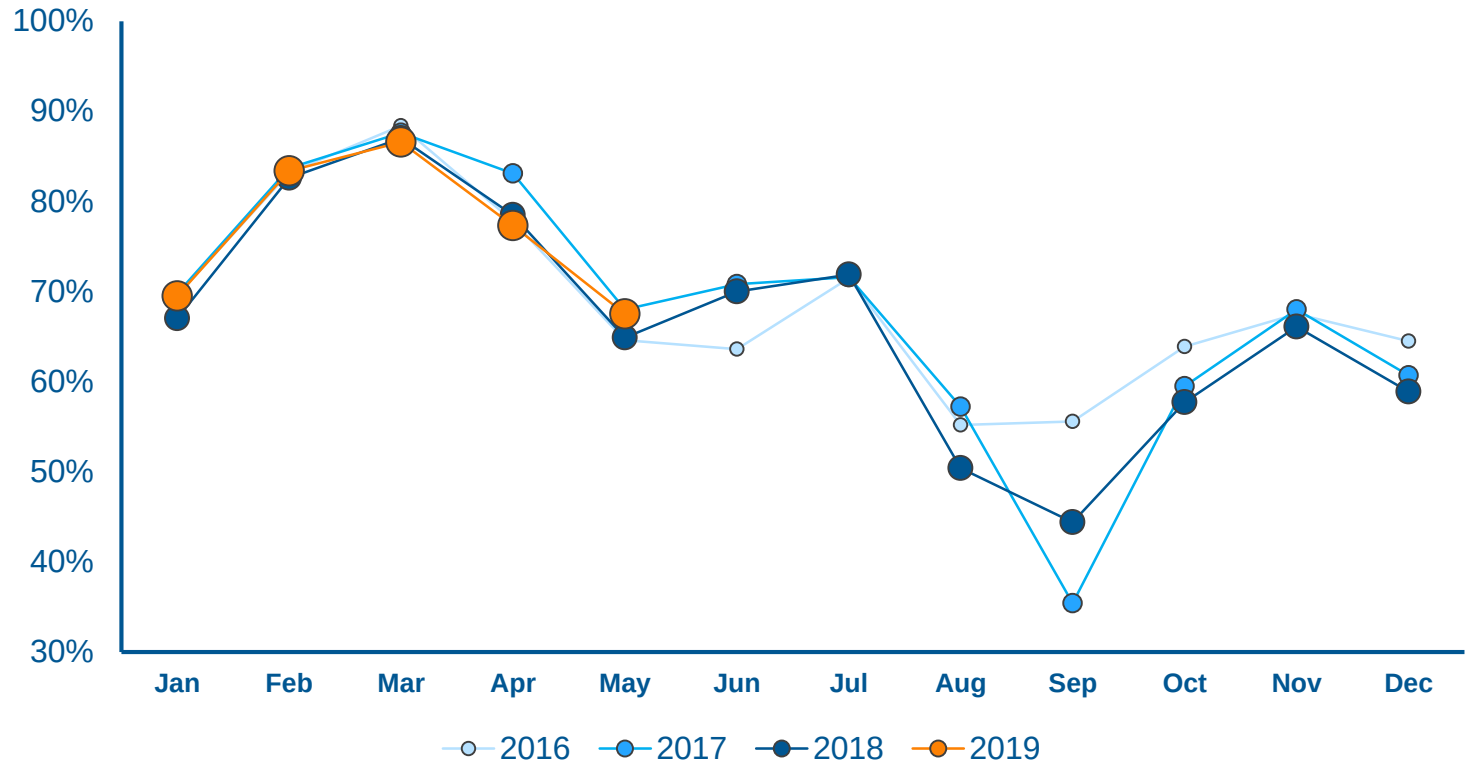
Source: STR Trend Report for the 10 properties on the “Sunseeker Resort Competitive Set” slide: selected properties that best benchmark Sunseeker’s expected performance.

Competitive set occupancy

Competitive Set Occupancy

	2016	2017	2018	2019
Jan	70%	70%	67%	70%
Feb	83%	84%	83%	83%
Mar	88%	88%	87%	87%
Apr	78%	83%	79%	77%
May	65%	68%	65%	68%
Jun	64%	71%	70%	
Jul	72%	72%	72%	
Aug	55%	57%	50%	
Sep	56%	35%	44%	
Oct	64%	60%	58%	
Nov	68%	68%	66%	
Dec	65%	61%	59%	

Historical Occupancy – Market Set
2016 - 2019



Opportunities to combat seasonality and sub-optimal occupancy at Sunseeker through a superior product, competitive pricing & airline distribution

Source: STR Trend Report for the 10 properties on the "Sunseeker Resort Competitive Set" slide: selected properties that best benchmark Sunseeker's expected performance; 2nd half of 2017 – 2018 significantly impacted by Red Tide & major hurricanes (Sep. 2017: Irma – Category 4; Oct. 2018: Michael – Category 5)

Ability to capture market share in off-peak months with favorable pricing

	Competitive Set: 2016 - 2018		Sunseeker Occupancy Potential: Room Nights Required			Sunseeker Occupancy: % of Competitive Set Room Nights			Rate Differential		
Month	Avg. Occupancy	Avg. Occ. Room Nights	80% Occupancy	85% Occupancy	90% Occupancy	80% Occupancy	85% Occupancy	90% Occupancy	Median Competitive Set Hotel Room Base Rate	Avg. Sunseeker Hotel Room Base Rate	Sunseeker Rate vs. Competitive Set Rate
Jan	68.7%	81,553	12,698	13,491	14,285	16%	17%	18%	$377	$359	($18)
May	65.8%	78,048	12,698	13,491	14,285	16%	17%	18%	$277	$260	($17)
Jun	68.2%	78,250	12,288	13,056	13,824	16%	17%	18%	$275	$240	($35)
Aug	54.4%	63,864	12,698	13,491	14,285	20%	21%	22%	$263	$214	($49)
Sep	44.9%	53,080	12,288	13,056	13,824	23%	25%	26%	$329	$222	($107)
Oct	60.3%	70,685	12,698	13,491	14,285	18%	19%	20%	$300	$227	($73)
Nov	67.1%	76,363	12,288	13,056	13,824	16%	17%	18%	$271	$239	($32)
Dec	61.3%	75,044	12,698	13,491	14,285	17%	18%	19%	$328	$289	($38)

Includes only months with historical (2016 – 2018) occupancy rates under 70%; does not include Suites

Source: Occupancy - STR Trend Report for the 10 properties on the “Sunseeker Resort Competitive Set” slide: selected properties that best benchmark Sunseeker’s expected performance; Competitive Set Rates is OTA Insight; Base Rate which is defined as the lowest published rate before any discounts

Run high off-peak occupancy through capturing existing market & leveraging Allegiant distribution

				Sunseeker Occupancy Potential: Allegiant Take Rate Required with Fair Share		
Month	**Competitive Set Occupied Room Nights**	**Sunseeker Fair Share**	**Allegiant Inbound Itineraries**	**80%**	**85%**	**90%**
Jan	81,553	9,054	34,409	2.1%	2.6%	3.0%
May	78,048	8,664	29,521	2.7%	3.3%	3.8%
Jun	78,250	8,687	28,958	2.5%	3.0%	3.6%
Aug	63,864	7,090	20,654	5.4%	6.2%	7.0%
Sep	53,080	5,893	12,976	9.9%	11.0%	12.2%
Oct	70,685	7,847	32,367	3.0%	3.5%	4.0%
Nov	76,363	8,477	31,456	2.4%	2.9%	3.4%
Dec	75,044	8,331	32,946	2.7%	3.1%	3.6%

- *Fair Share represents receiving the same % of average 2016 – 2018 Occupied Room Nights as Sunseeker will represent as a % of supply. Once built – the Competitive Set has 4,100 Rooms and Sunseeker will add 512 (excludes suites) - "Fair Share" assumes Sunseeker captures 11% [Sunseeker Rooms / (Sunseeker Rooms + Competitive Set Rooms)] of Occupied Room Nights*

Source: Occupied Room Nights - STR Trend Report for the 10 properties on the "Sunseeker Resort Competitive Set" slide: selected properties that best bechmark Sunseeker's expected performance; Take Rate Calculations assume 5 day length of stay; Itinerary Counts are from TTM through September 2019 to PGD (forward traffic only)

Lift off-peak occupancy with Allegiant distribution

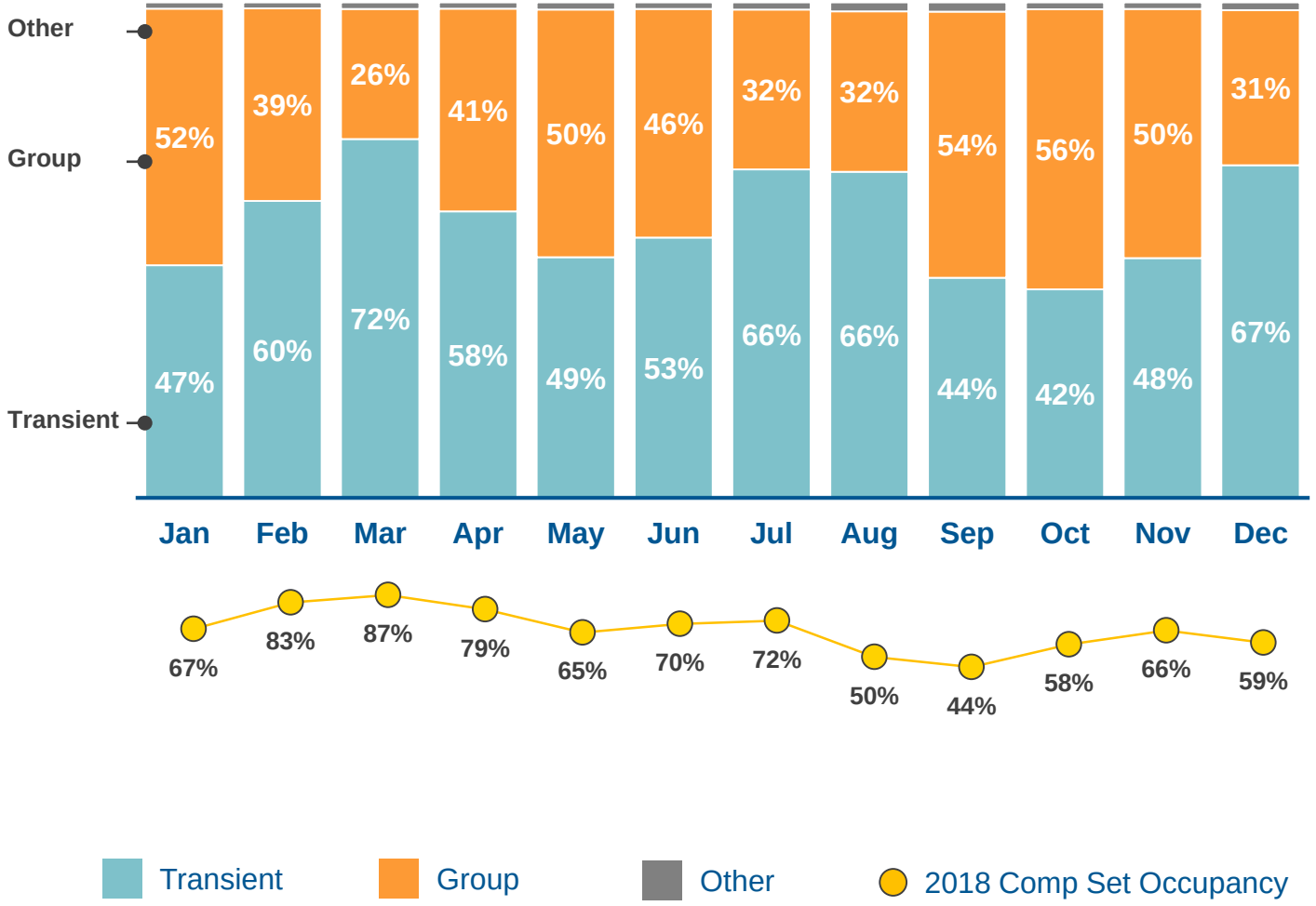
	Allegiant Inbound Itineraries to PGD	Allegiant Load Factor	Sunseeker Occupancy Potential: Allegiant Take Rate Required for Occupancy Scenarios		
			80% Occupancy	85% Occupancy	90% Occupancy
Jan	34,409	86%	7.4%	7.8%	8.3%
May	29,521	81%	8.6%	9.1%	9.7%
Jun	28,958	88%	8.5%	9.0%	9.6%
Aug	20,654	85%	12.3%	13.1%	13.8%
Sep	12,976	86%	18.9%	20.1%	21.3%
Oct	32,367	86%	7.9%	8.3%	8.8%
Nov	31,456	81%	7.8%	8.3%	8.8%
Dec	32,946	83%	7.7%	8.2%	8.7%

- *Includes only months with historical (2016 – 2018) Competitive Set occupancy rates under 70%; does not include Suites; assumes 5 day length of stay & only Allegiant guests*

Source: Occupancy - STR Trend Report for the 10 properties on the “Sunseeker Resort Competitive Set” slide: selected properties that best benchmark Sunseeker’s expected performance; Load Factor is RPM/ASM to PGD; Itinerary Counts are from TTM through September 2019 to PGD (forward traffic only)

Drive occupancy through seasonal targeting of customer segments

Competitive Set Customer Segments as % of Total
2018

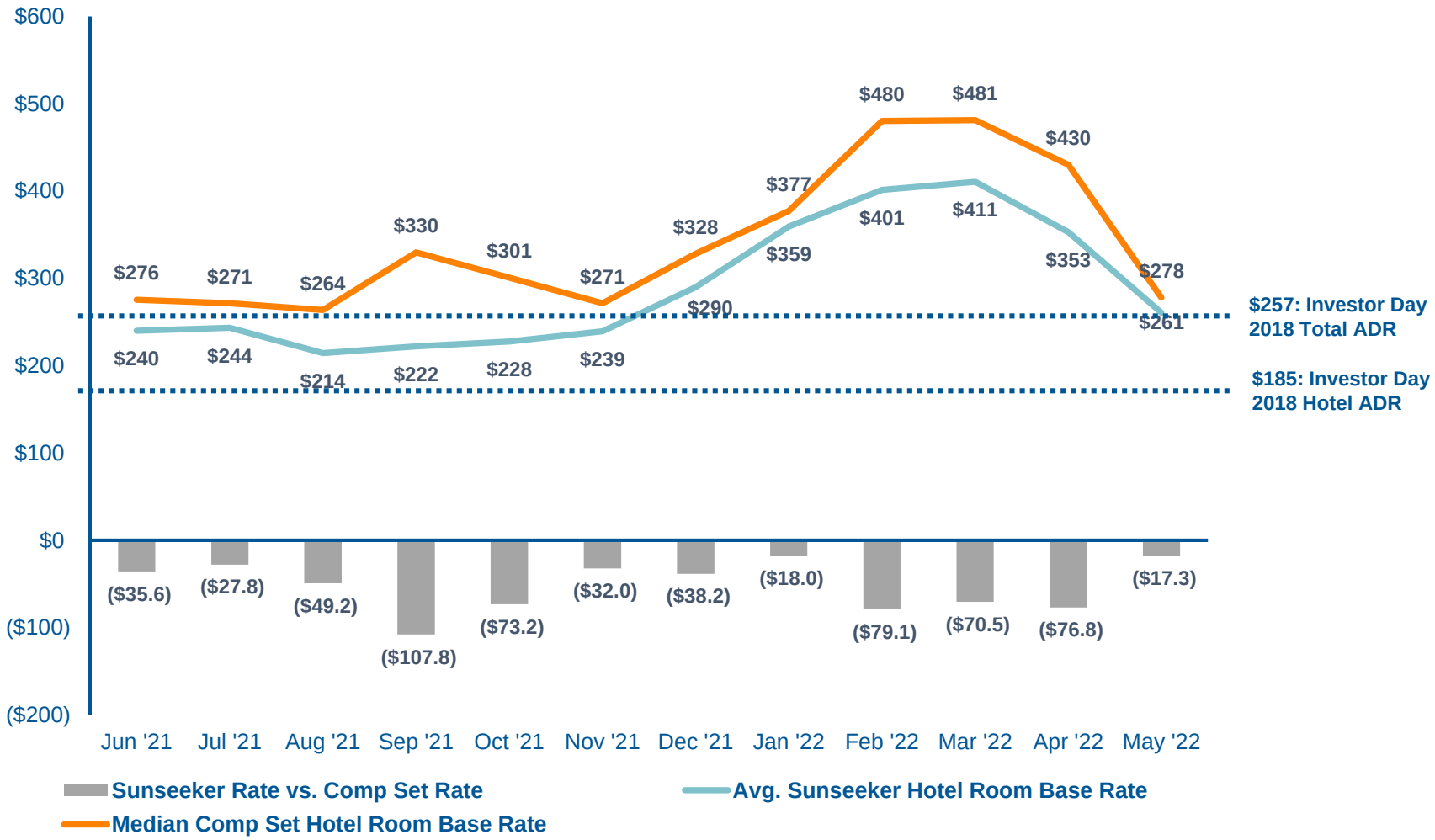


- **Transient business dominates in the peak season**
- **Group business overtakes transient business in the off-peak season**
- **Airline synergy provides opportunities to drive above-market occupancy**
  - *Drive Allegiant fliers to Sunseeker in peak seasons*
  - *Leverage idle aircraft & charter opportunities to target group business in off-peak seasons*
  - *Boost off-peak load factor*
  - *Packaging opportunities*
  - *Pricing flexibility*

Source: STR Trend Report for the 10 properties on the “Sunseeker Resort Competitive Set” slide: selected properties that best benchmark Sunseeker’s expected performance

Initial room pricing for occupancy outperformance

Competitive Set Rate vs Sunseeker Hotel Room Rate



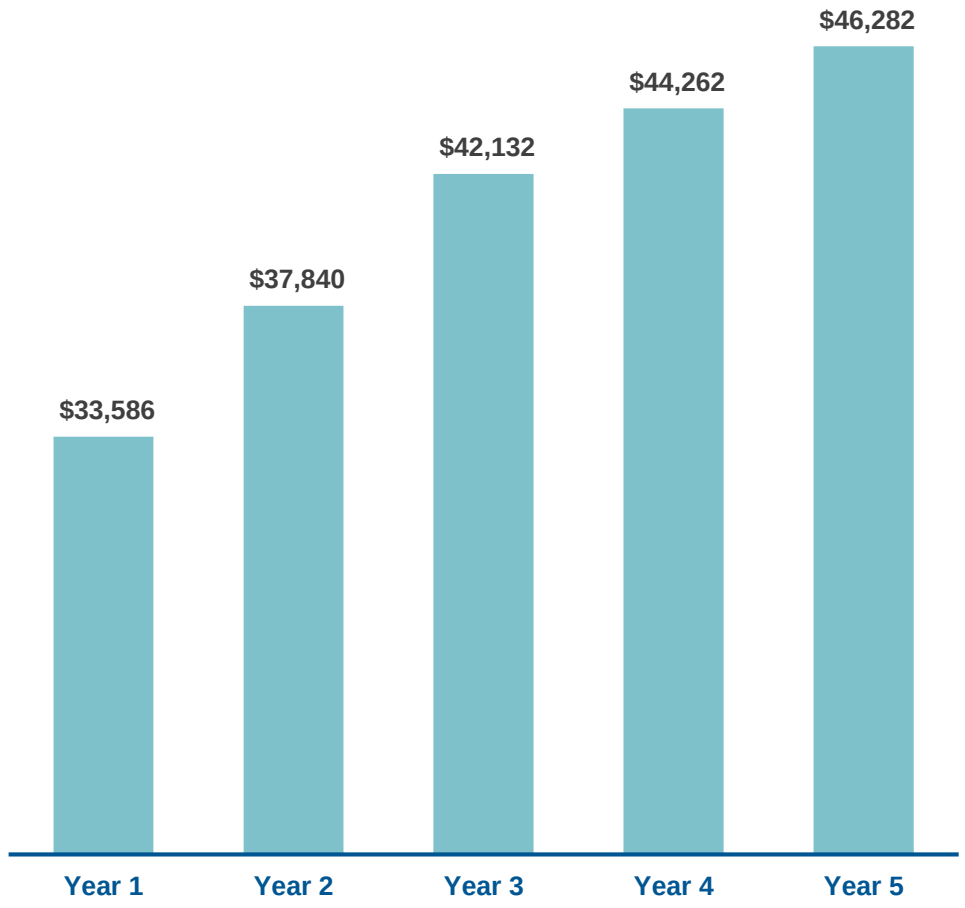
- Going to market with rates below those of the Competitive Set
- Expect superior room product – rate differential & airline distribution to drive above-market occupancy
- Higher occupancy allows additional utilization of ancillary offerings

Source: Competitive Set Rates – OTA Insight; Sunseeker Rates – Internal Projection; Base Rate is defined as the lowest published rate before any discounts; does not include suite products. Reflects Sunseeker going on sale for stays beginning June 1st, 2021 – Competitive Set rates reflective of day of week adjusted 12 month forward looking rates from 10/29/2019

Income statement from September 2018 investor day

(000's)	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue					
Hotel	$ 32,854	$ 35,264	$ 37,473	$ 39,007	$ 40,600
Suites	24,825	27,241	29,280	30,598	31,728
Food & Beverage	25,900	29,254	32,134	33,828	35,420
Golf & Marina	4,513	4,907	5,104	5,333	5,495
Total Revenue	**$ 88,092**	**$ 96,666**	**$ 103,991**	**$ 108,766**	**$ 113,243**
Expenses					
Hotel & Suite Department	$ 5,324	$ 6,815	$ 7,187	$ 7,479	$ 7,762
Food & Beverage Department	22,626	24,315	25,893	27,270	28,469
Golf & Marina	3,080	3,210	3,313	3,422	3,526
Selling & Admin	23,476	24,486	25,466	26,333	27,204
Total Expenses	**$ 54,506**	**$ 58,826**	**$ 61,859**	**$ 64,504**	**$ 66,961**
EBITDA	**$ 33,586**	**$ 37,840**	**$ 42,132**	**$ 44,262**	**$ 46,282**
	38.1%	**39.1%**	**40.5%**	**40.7%**	**40.9%**
Hotel Occupancy	90%	92%	94%	95%	96%
Hotel ADR	$ 185.00	$ 194.25	$ 202.02	$ 208.08	$ 214.32
Hotel Avg Daily Resort Fee	$ 12.00	$ 12.60	$ 13.10	$ 13.50	$ 13.90
Suite Occupancy	87%	91%	94%	95%	96%
Suite ADR	$ 390.13	$ 409.60	$ 425.94	$ 437.60	$ 450.32
Suite Avg Daily Resort Fee	$ 20.00	$ 21.00	$ 21.84	$ 22.50	$ 23.17
Avg F&B Spend/Room Night	$ 115.60	$ 126.97	$ 136.07	$ 141.50	$ 146.73
Blended Suite/Hotel ADR	$ 257.44	$ 271.29	$ 282.67	$ 291.17	$ 299.62
Blended S/H Avg. Resort Fee	$ 14.05	$ 14.79	$ 15.40	$ 15.87	$ 16.34

EBITDA
(000's)



Significant ancillary revenue opportunity

Property	Resort Fee	Overnight Self Park	Overnight Valet Park	Day Self Park	Day Valet Park
Ritz-Carlton Sarasota	$37.00	None	$30.00	None	$14 Waived with F&B purchase
Naples Grande Beach Resort	$37.00	$18.00	$28.00	$18 Waived with F&B Purchase	$28 Waived with F&B Purchase
JW Marriott Marco Island Beach Resort	$35.00	$20.00	$25.00	Up to 3 Hours: $5 3 - 5 Hours: $12 5 - 8 Hours: $18 8+ Hours: $25 Waived if eating at Upscale Restaurant	Up to 3 Hours: $10 3 - 6 Hours: $18 6+ Hours: $25 Waived if eating at Upscale Restaurant
Ritz-Carlton Naples	$35.00	None	$33.00	None	$25 Waived with F&B receipt over $25
Hyatt Regency Coconut Point Resort & Spa	$30.00	$16.00	$25.00	$2/Hour Max $16 Waived with F&B Purchase	$12 Reduced to $5 with F&B Purchase
Westin Cape Coral Resort @ Marina Village	$30.00	Free	$20.00	Free	$20 No validation
Marriott Sanibel Harbour Resort & Spa	$25.00	$12.00	$20.00	Free	$8
Sunseeker Resort Charlotte Harbor	**$25.00**	**$15.00**	**$25.00**	**TBD**	**TBD**
Hyatt Regency Sarasota	$24.00	$15.00	$25.00	Free	$8
Westin Sarasota	$22.00	None	$27.00	None	$10 Waived if eating at Upscale Restaurant
South Seas Island Resort	$19.00	Free	None	Free	None

Source: Resort websites; properties listed are the 10 Competitive Set properties from the “Sunseeker Resort Competitive Set” slide

Competitive set data highlights potential of extensive F&B offering

Competitive Set Performance

Heavy Food & Beverage spend per Occupied Room Night at Competitive Set Properties

Category	Amount POR[1]
Food	$146.98
Beverage	59.54
Other	36.08
Total	**$242.60**

Food & Beverage Revenue - $25,900,000 Year 1
Avg. F&B POR - $115.60 Year 1
Previously projected for Sunseeker in 2018 Investor Day

Potential Sunseeker Food & Beverage Revenue Under Various Annual Occupancy & Spend Per Occupied Room Scenarios *(in millions except for Food & Beverage Spend per Occupied Room Night)*

		Food & Beverage Spend per Occupied Room Night					
		$150	**$175**	**$200**	**$225**	***$242***	**$275**
Annual Occupancy	**65%**	27.9	32.6	37.2	41.9	***45.2***	51.2
	70%	30.1	35.1	40.1	45.1	***48.7***	55.2
	75%	32.2	37.6	43.0	48.4	***52.1***	59.1
	80%	34.4	40.1	45.8	51.6	***55.6***	63.0
	85%	36.5	42.6	48.7	54.8	***59.1***	67.0
	90%	38.7	45.1	51.6	58.0	***62.6***	70.9
	95%	40.8	47.6	54.4	61.2	***66.0***	74.9

Competitive Set Performance

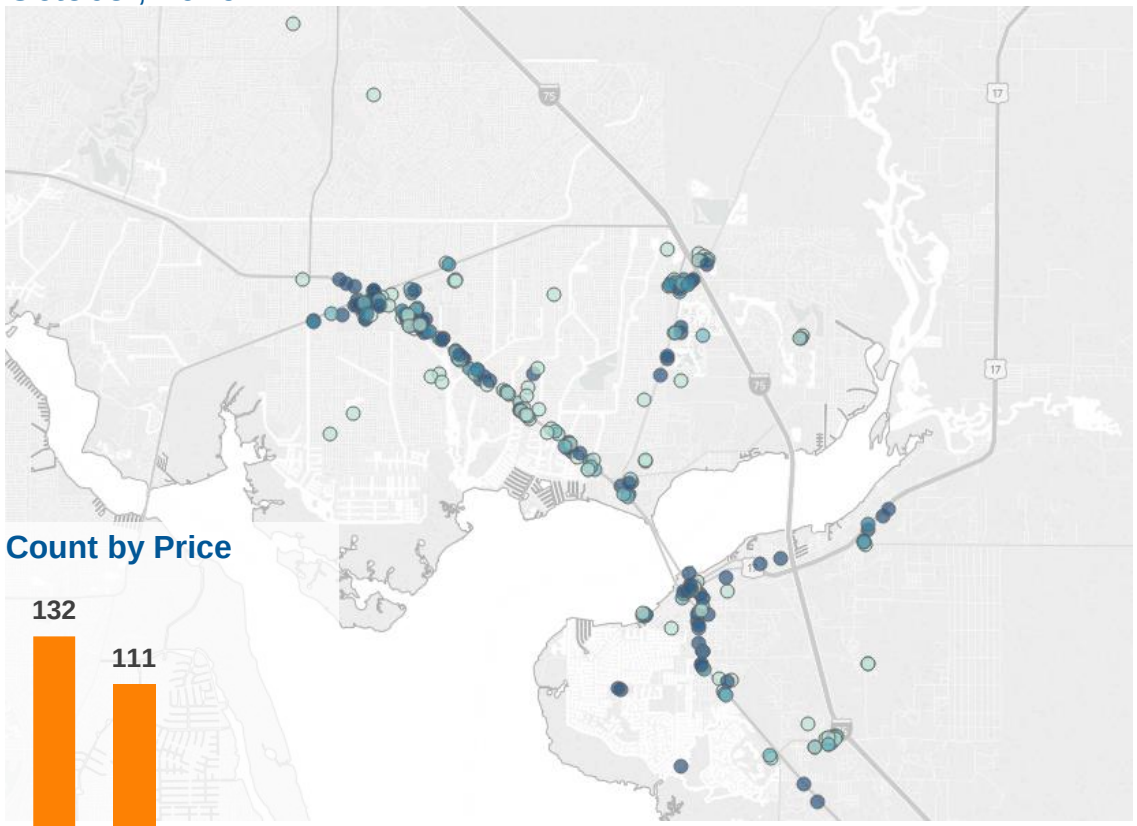
[1]**Per Occupied Room Night**

Source: STR Host Report 2018 Data for aforementioned competitive set; Westin Sarasota & Marriott Sanibel Harbour excluded as they did not report P&L data in 2018; Food & Beverage spend per occupied room includes all venues, room service, banquets/catering, and room/AV rental

Limited dining options in PGD

Punta Gorda Restaurant Locations

October, 2019

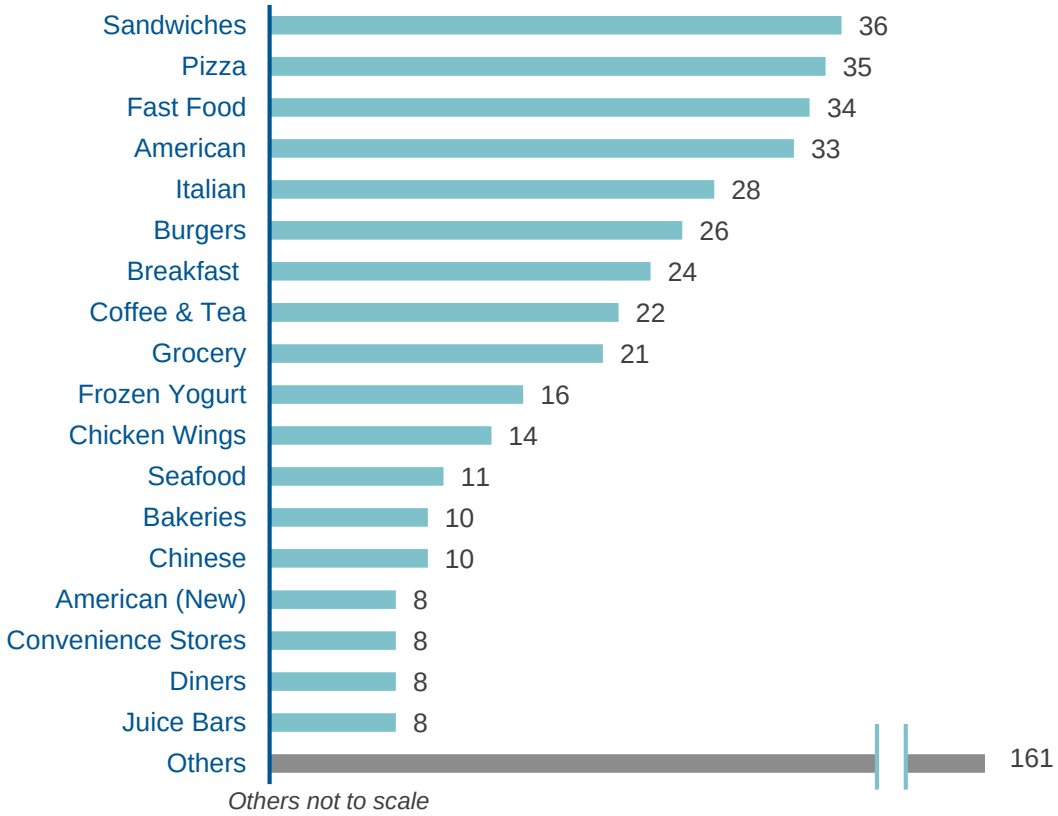


Count by Price

Based on a 25 mile radius from Sunseeker

Restaurant Count[1]

Based on Yelp Categories



Others not to scale

Source: Yelp [1]Restaurants may have multiple categories.



Opening and Operating

Seasoned operations team with extensive opening experience

- **The Sunseeker Resorts Operations Team has held leadership roles in the opening, or post- renovation repositioning of some of the premier resorts of the world, including:**
  - MGM Grand & Signature (6,800 Rooms)
  - ARIA and ARIA SkySuites (4,000 Rooms)
  - Monte Carlo (3,000 Rooms)
  - The Mirage (3,000 Rooms)
  - Bellagio (3,000 Rooms)
  - Treasure Island (2,900 Rooms)
  - Palmer House Hilton (1,600 Rooms)
  - Vdara (1,500 Rooms)
  - Bellagio Spa Tower (900 Rooms)
  - Park Central New York (700 Rooms)
  - Intercontinental Time Square (600 Rooms)
  - MGM National Harbor (300 Rooms)
  - MGM Springfield (250 Rooms)
  - WestHouse New York (200 Rooms)



Intercontinental Time Square, New York



Bellagio, Las Vegas

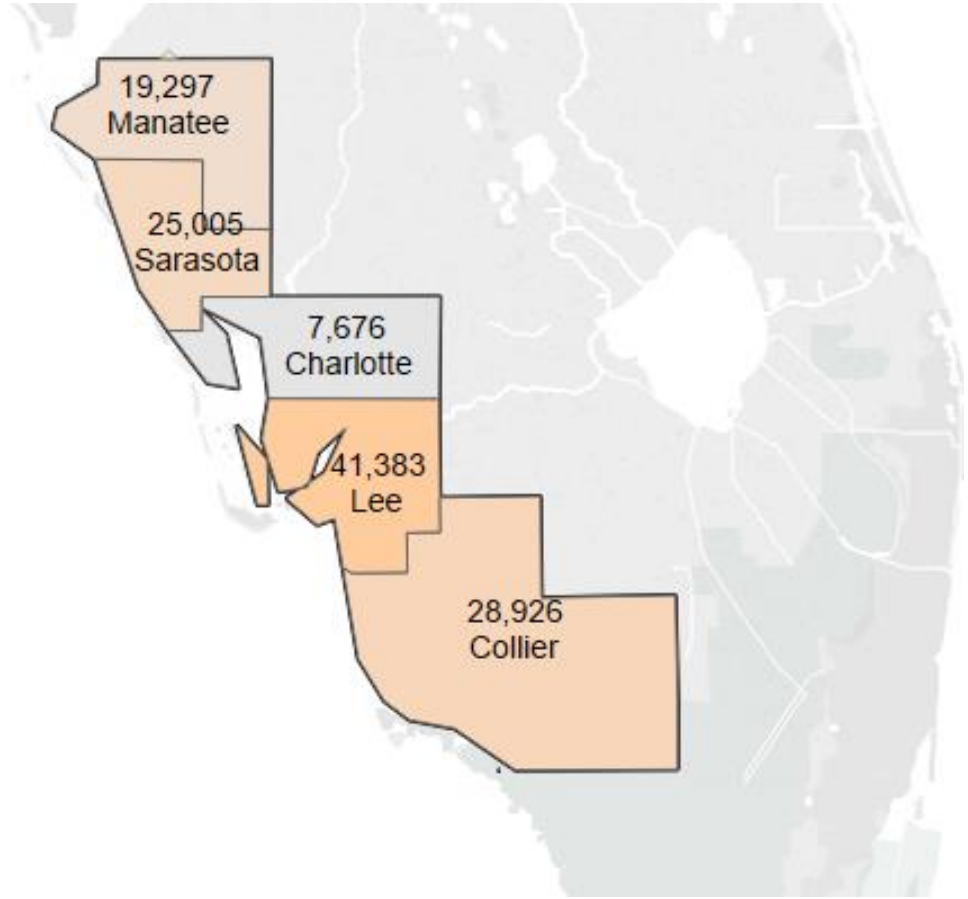


City Center (Aria; Vdara), Las Vegas

Robust Southwest Florida labor market

- **Sunseeker Resort will compete in the market comprised of Manatee, Sarasota, Charlotte, Lee, and Collier Counties**
- **Properties in the Market Set & Competitive Set are all located in these five counties**
  - Similar service standards
  - Well-trained potential employees
- **Market supports a robust labor market (122K hospitality jobs and 2.1M population)**
- **Additional opportunities to recruit**
  - Non-coastal counties
  - Outside leisure & hospitality

Leisure & Hospitality Jobs by County
2018



Source: Bureau of Labor Statistics Quarterly Census of Employment & Wages 2018 Annual Data



2020 Investor Day

Greg Anderson - CFO

Overview



Sustainable, cash generation per aircraft

De-leveraging business post fleet transition

CASM-ex goal hit a year early, expect further reduction going forward

Well positioned for the future

A320 family is the right fleet type for Allegiant 2.0

Allegiant's Fleet Plan by Configuration
2019-2022E



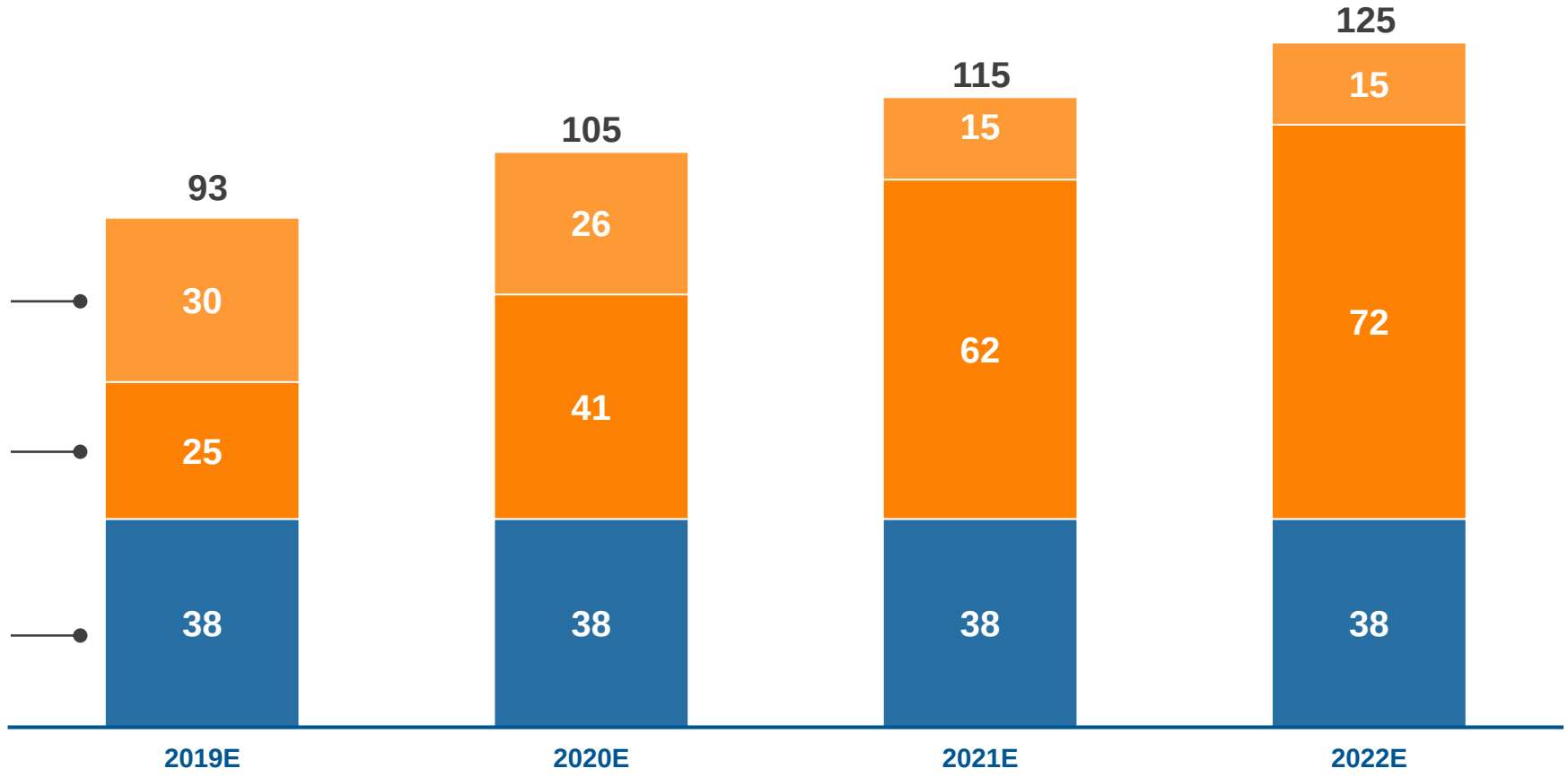
A320
177 seats



A320
186 seats

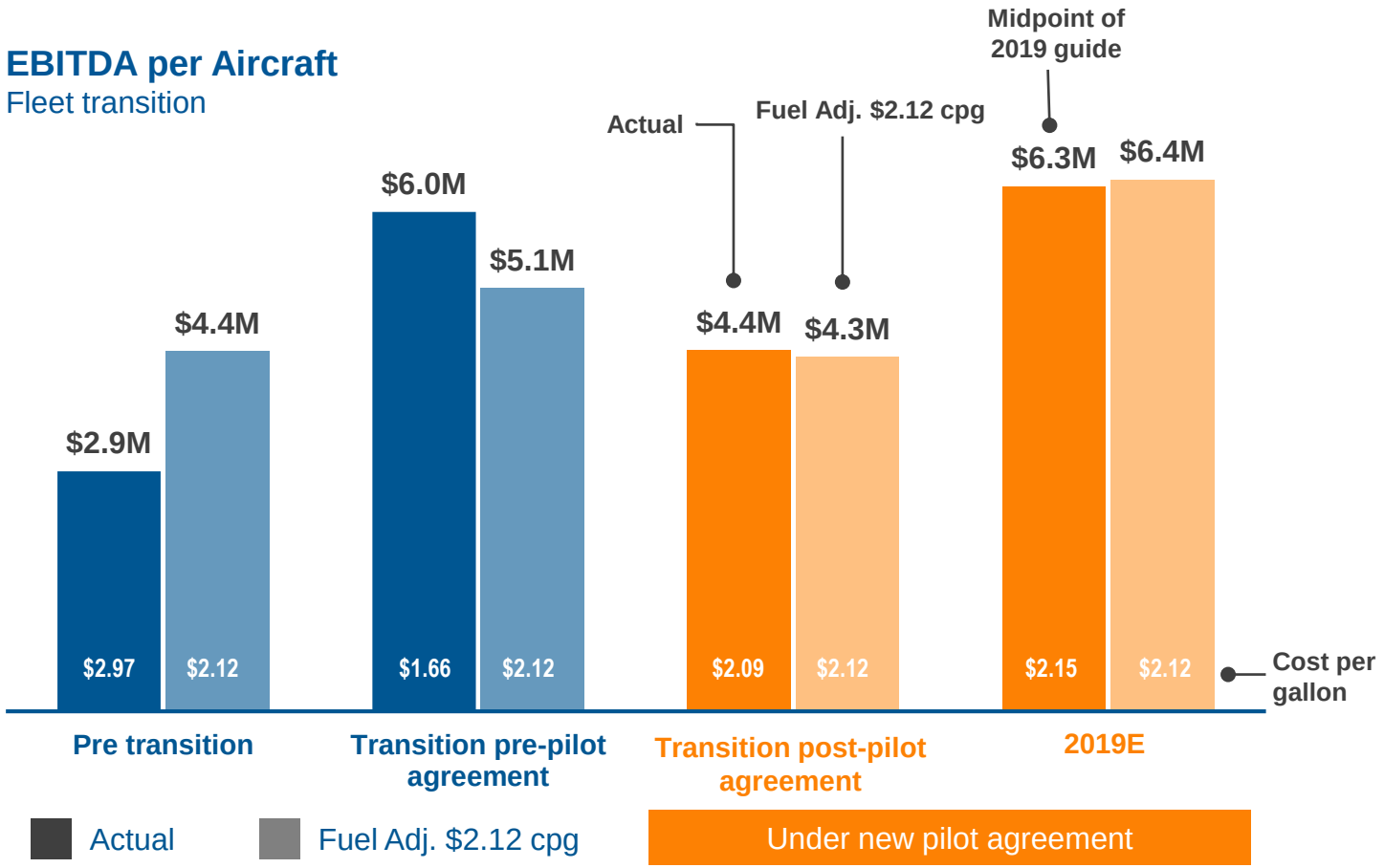


A319
156 seats

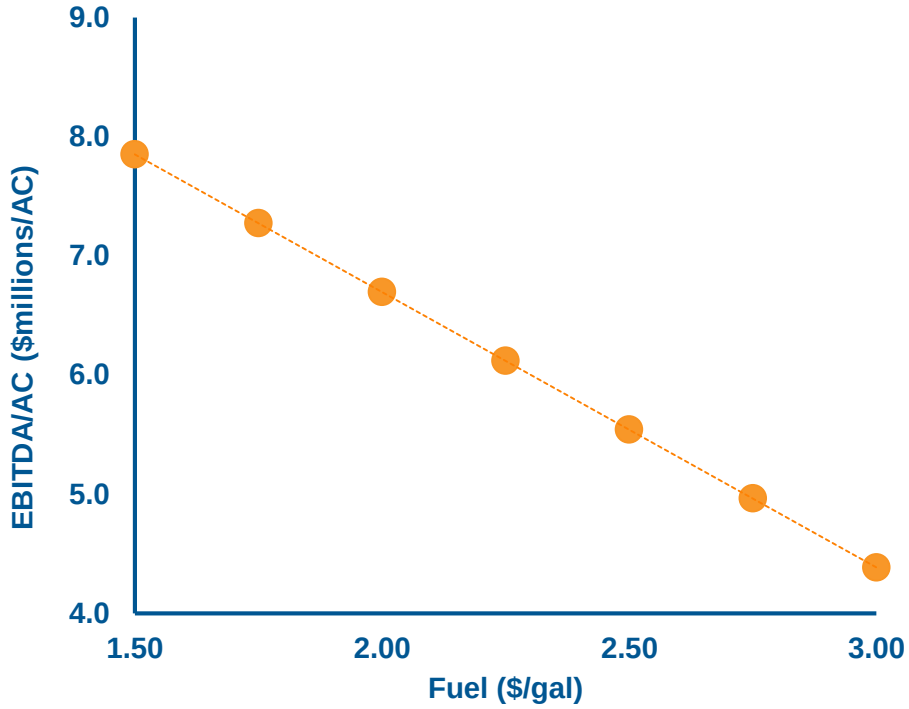


Strong cash generation per aircraft

EBITDA per Aircraft
Fleet transition



Fuel Sensitivity EBITDA/AC
2019E

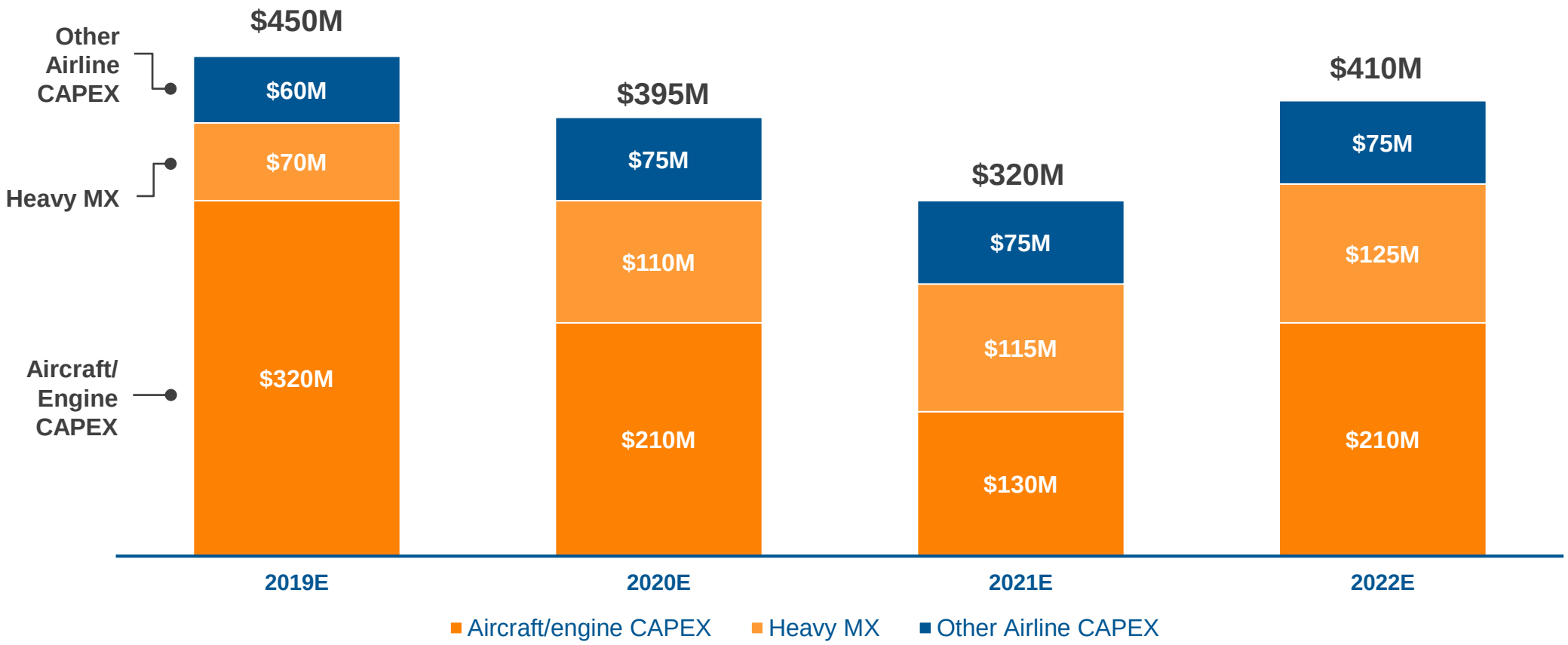


Transition years – focus on the exit of the MD-80. Now can focus on future with full Airbus fleet.

Pre transition = 2010 – 2014, transition pre-pilot agreement = 2015 - 2016, transition post-pilot agreement = 2017 - 2018

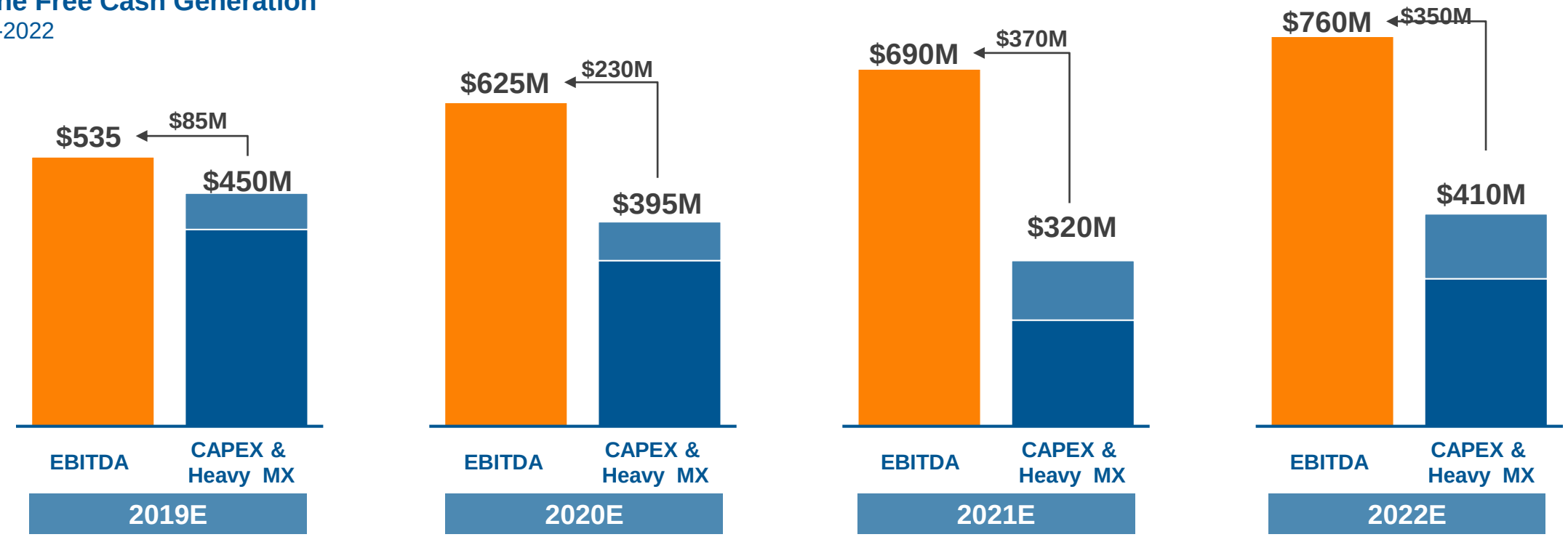
Reinvesting in the business for the right growth

Projected Airline CAPEX
2019-2022



Low asset price + higher % of variable cost = strong free cash generation[1]

Airline Free Cash Generation
2019-2022



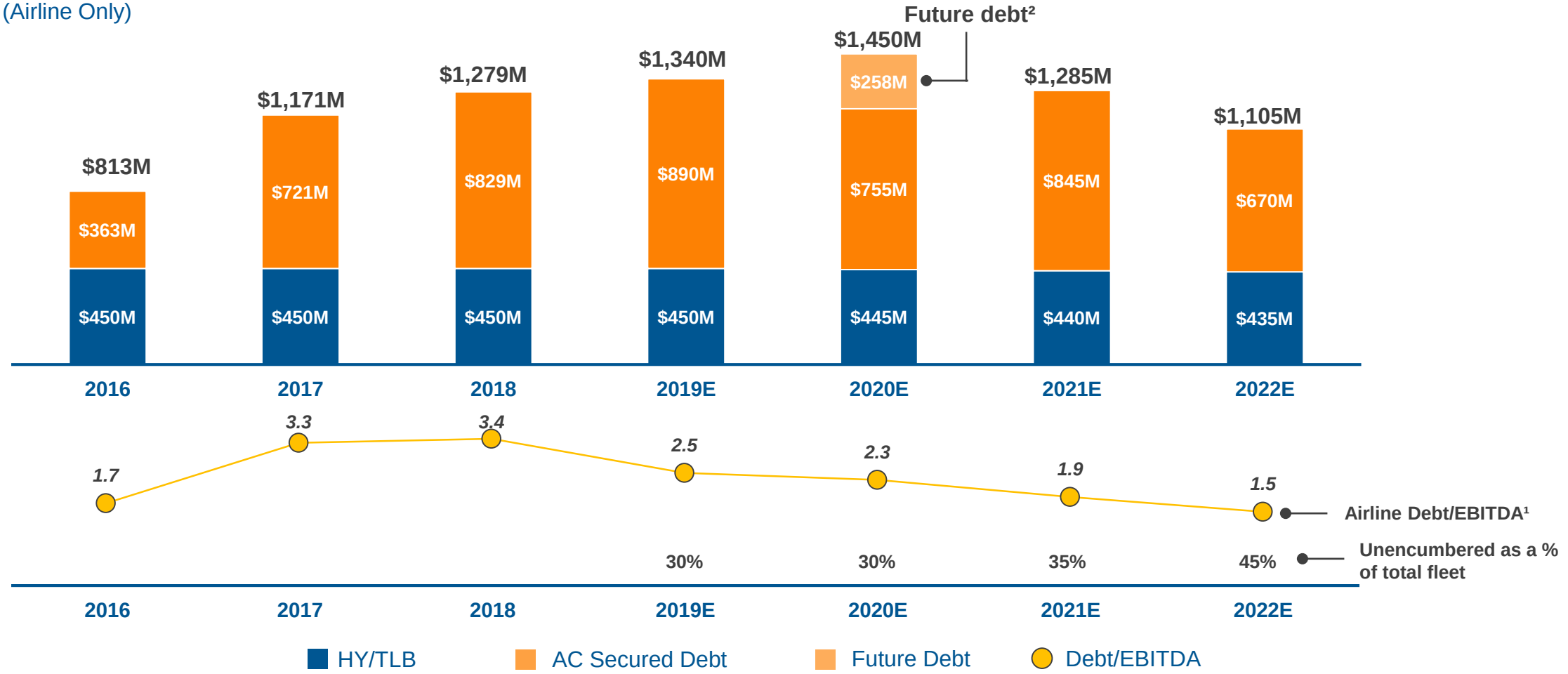
EBITDA levels assumes our 2019 estimate of $6.3M per aircraft times average aircraft in particular year

[1]Free Cash Flow = (EBITDA – CAPEX)

Expect to continue de-leveraging post fleet transition

Airline Debt and Leverage Ratios

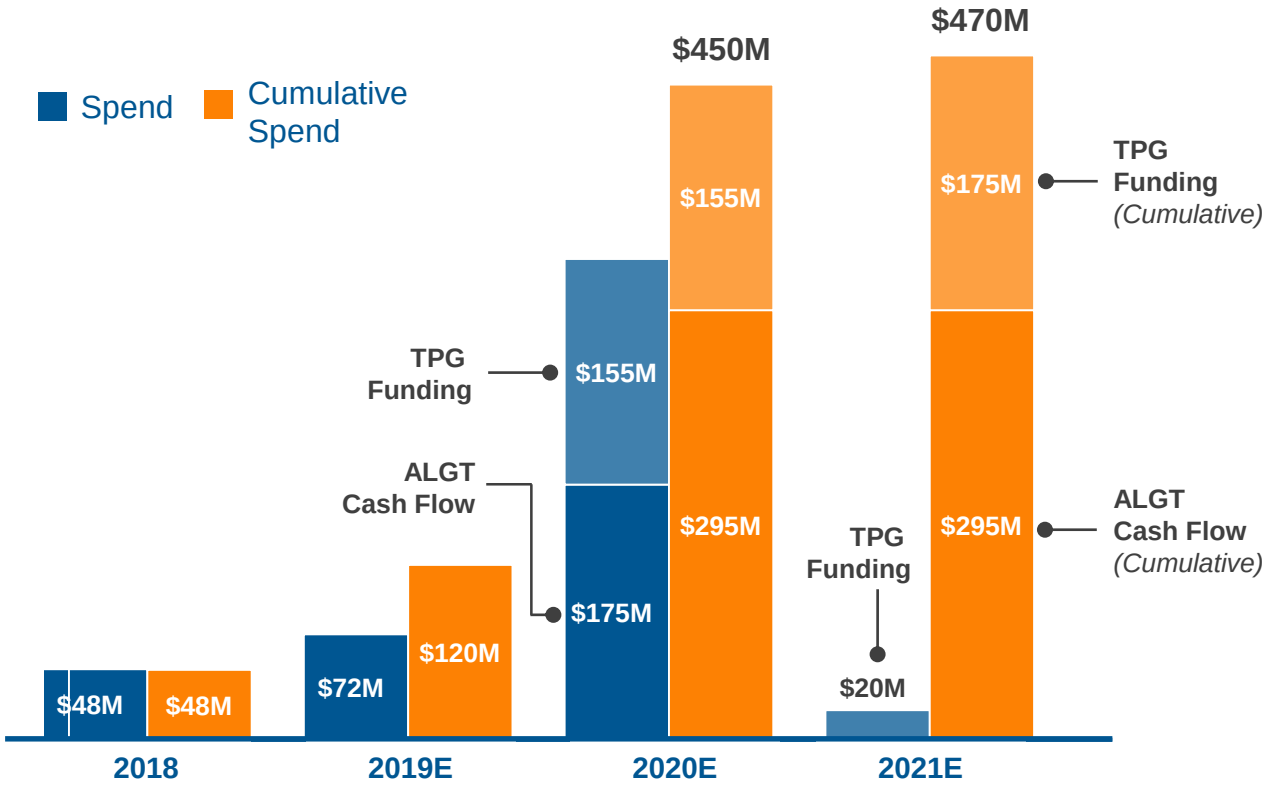
2016-2022E (Airline Only)



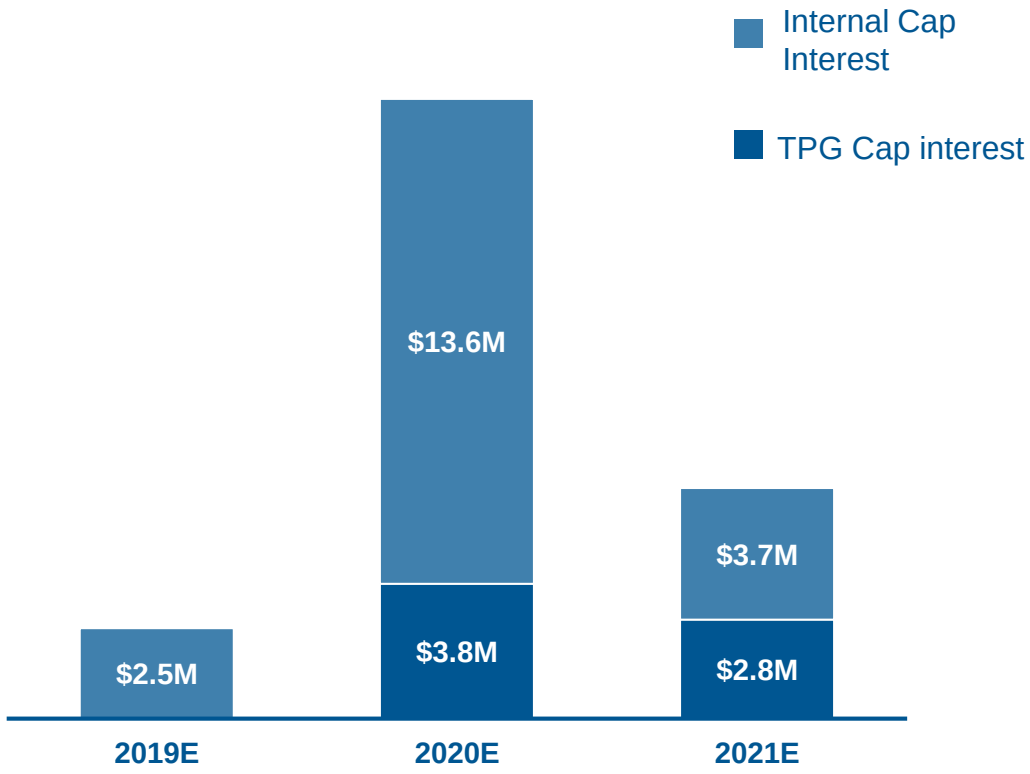
[1]EBITDA for 2019 – 2022 assumes $6.3M / AC times average AC at a fuel cpg of $2.12; [2]Includes non-recourse portion of TPG financing for Sunseeker

Sunseeker - 1st party products

Spend and Cumulative Spend Sunseeker Project Costs ($)
(in millions)



Annual Sunseeker Cap Interest[1] ($)
(in millions)



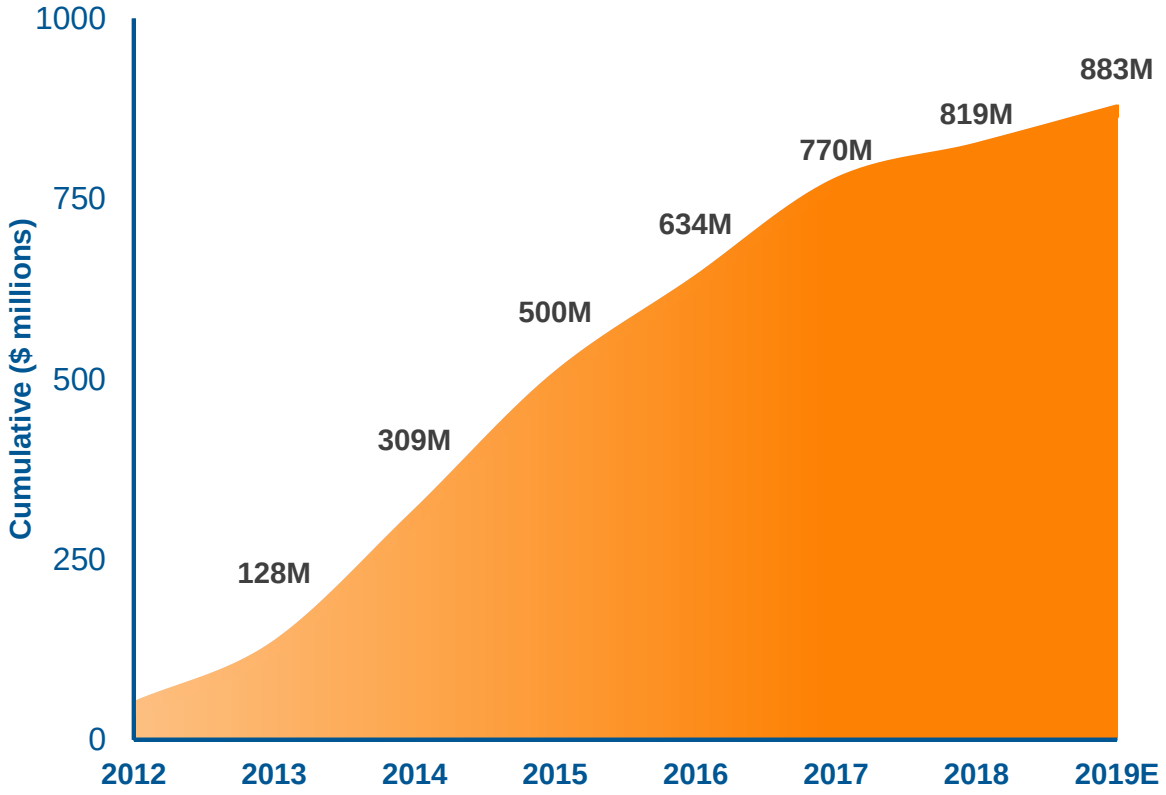
Sunseeker projected to open in 2Q21. Expect any future Sunseeker projects to be financed through Sunseeker vs airline.

[1]Cap interest includes the implicit borrowing on equity funds from ALGT, based of the Company's incremental borrowing rate

Since 2012, we've returned 8.5% of total revenue to our shareholders

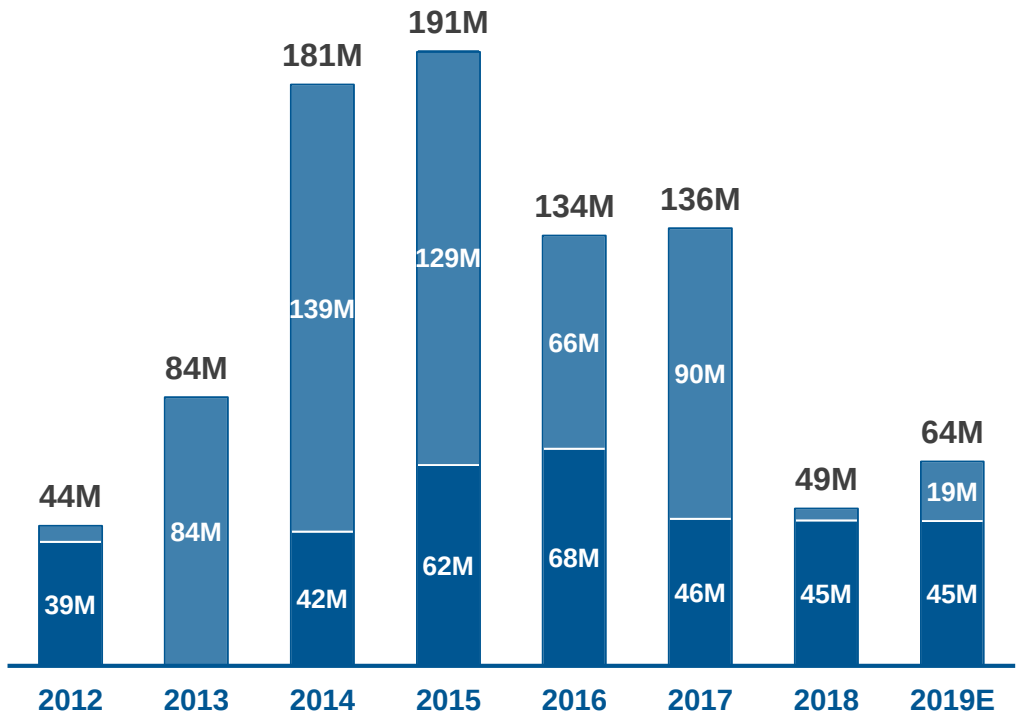
Cumulative Cash Returned to Shareholders

2012 – 2019E



Cash Returns to Shareholders ($)

2012 - 2019 YTD

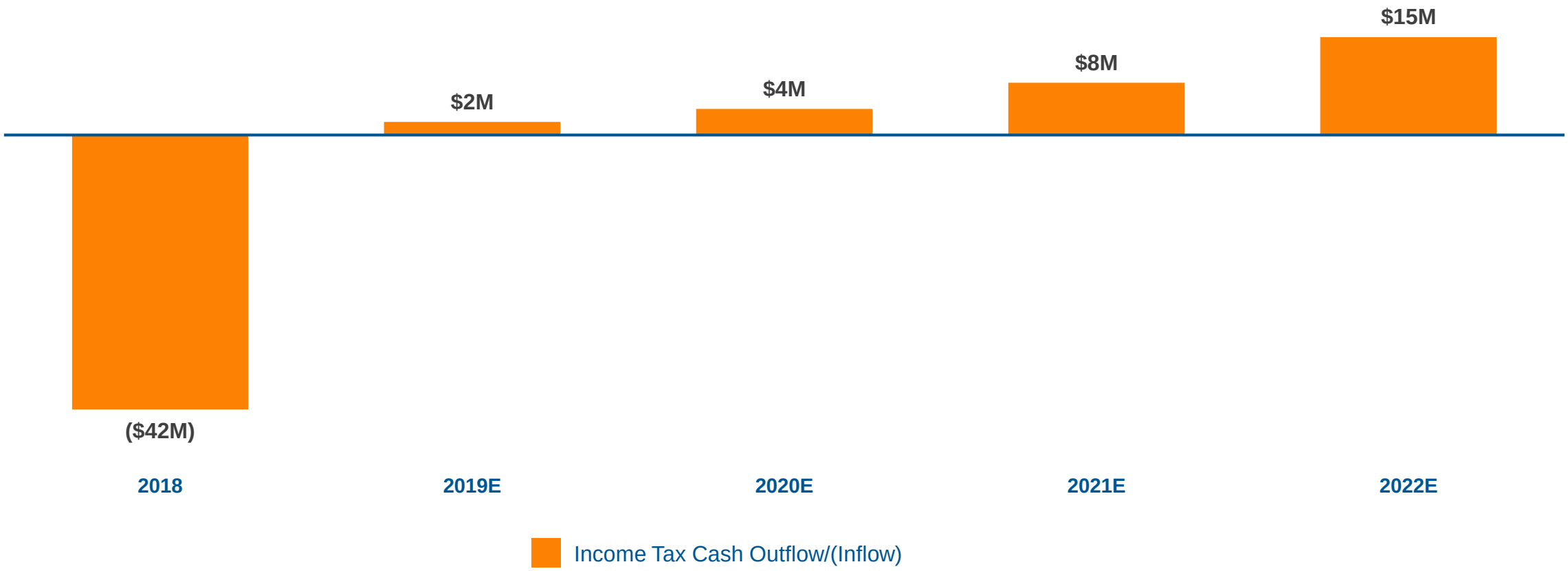


- Focus over last couple of years has been on fleet transition.
- Regular quarterly dividend of $0.70, have $85m in share repurchase authority

Limited cash tax payers through 2022 and beyond

Expected Cash Taxes to be Paid by Year

2018 – 2022E



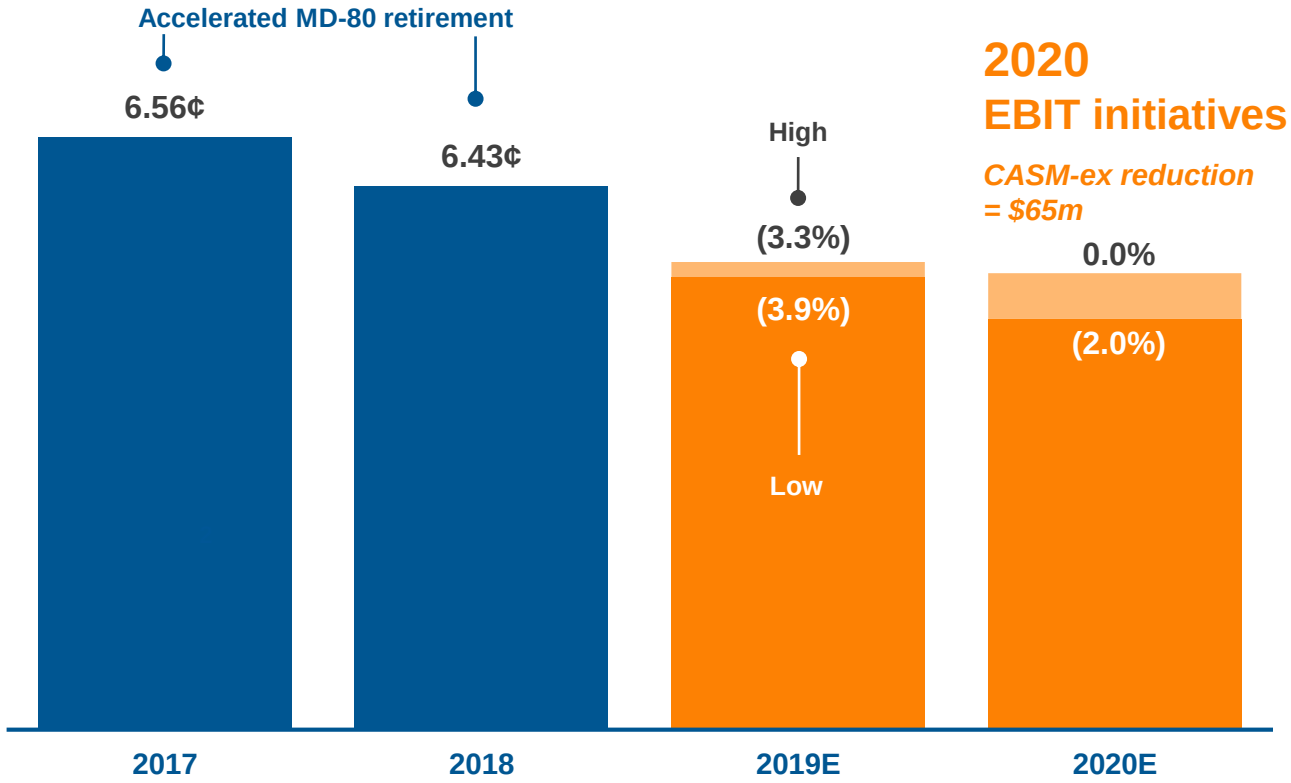
allegiant

#17

Improving economics in 2020 and beyond

- Revenue optimization
- Amazon of leisure travel
- Loyalty: Worldcard and allways reward programs
- Increased brand value and awareness
- Operational efficiencies
- Cost trajectory momentum
- Seat density 186 max pax configuration
- Fuel efficiency

Airline CASM ex-fuel [1]
2017-2020



2020 EBIT initiatives

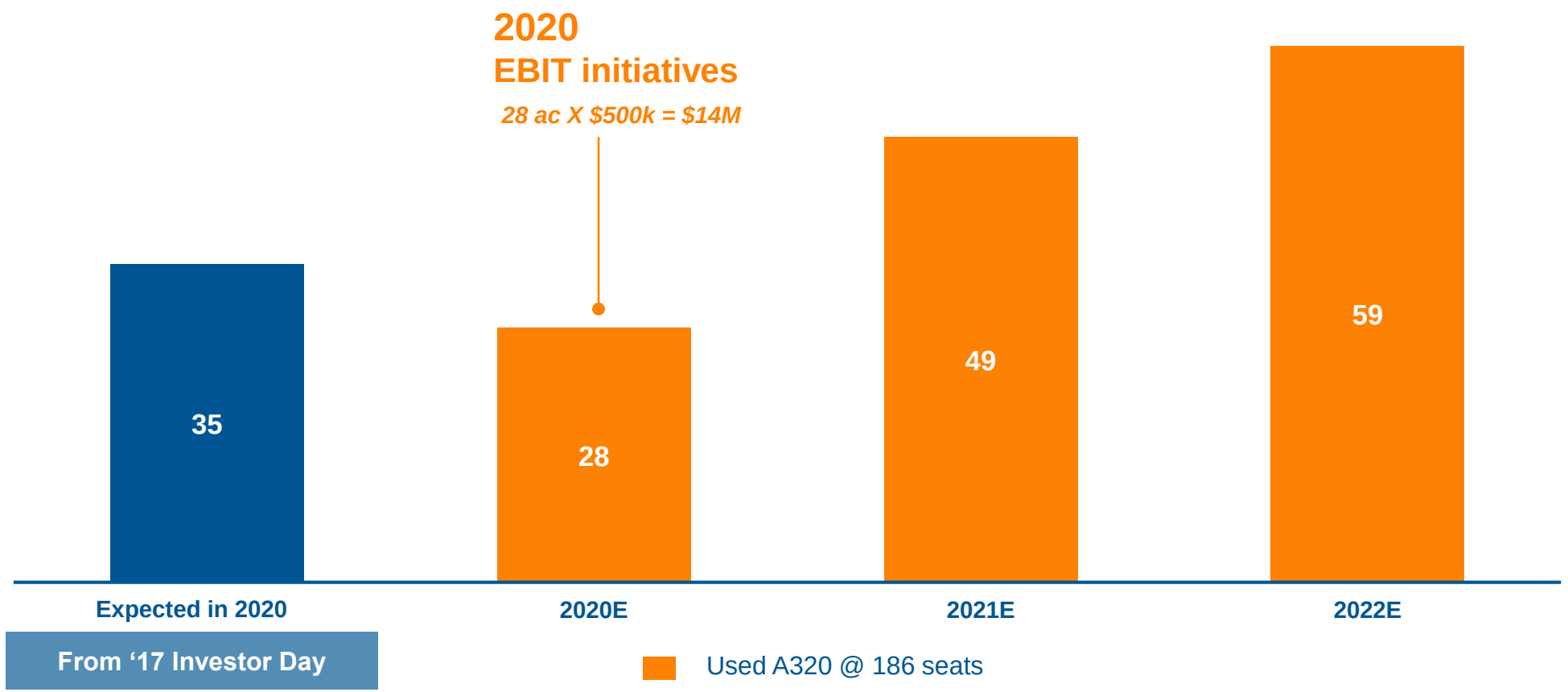
CASM-ex reduction = $65m

[1]2020 assumes midpoint of 2019 guidance. [2]Excluding MD80 write-down
.

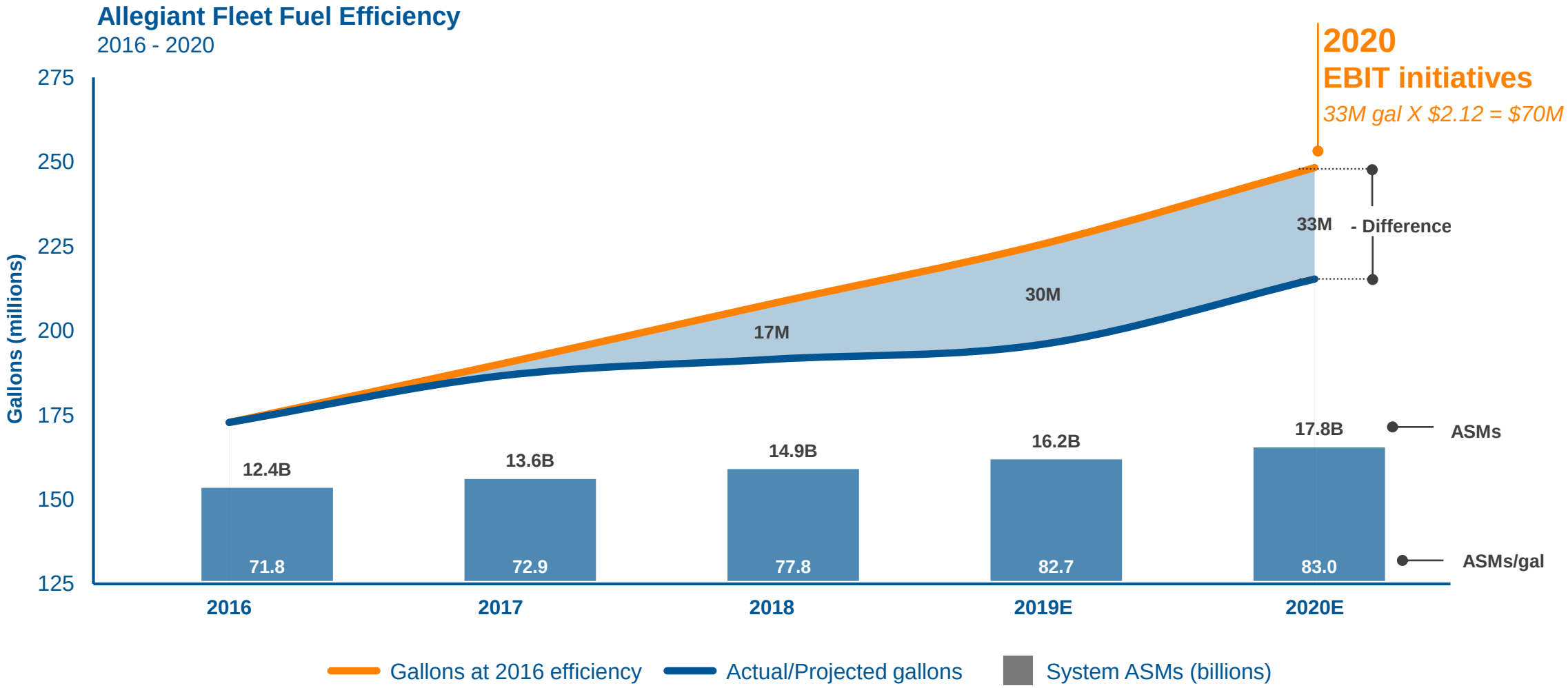
Increasing gauge with max pax configuration

A320s at 186 Passenger Configuration

Expectation for used 186 seat A320s in 2020 (excluding 13 new AC)



Significantly improved fuel efficiency



Contribution of Initiatives

Operating Earnings Annual Impact -$m [1]	Previous 2020E	Current 2020E
Fuel benefit from ASM production	$21	$70
Ex-fuel savings (costs)	73	65
Credit card program	50	53
Original eCommerce initiatives	92	35
Pricing engine	49	51
Fixed fee	20	20
186 seat modification	17	14
Fleet productivity	33	33
Total	**$355m**	**$342m**

[1] 2020 numbers are projected earnings increases over 2016. Estimates are based on various assumptions which may not materialize

2020 guide

Full year guidance	2019	2020
Fuel cost per gallon	$2.15	$2.12
Available seat miles (ASMs) / gallon	82.5 to 83.0	82.5 to 83.5
Interest expense (millions)[1]	$70 to $75	$75 to $80
Capitalized interest (millions)	NA	$16 to $19
Tax rate	23 to 24%	23 to 24%
Share count (millions)	16.0	16.0
System ASMs – year over year	8.5 to 8.9%	10 to 12%
Scheduled ASMs – year over year	8.5 to 8.9%	10 to 12%
Ownership (D/A + AC Rent) (millions)	$155 to $60	$180 to $190
Airline operating expense ex fuel (CASM ex) – YOY	(3.9) to (3.3)%	(2) to 0%
EPS	**$14.25 to $14.75**	**$16.50 to $19.00**

[1] Interest expense excludes impact of capitalized interest; [2] Includes approximately $150m of spend expected to be financed by TPG

2020 guide continued

Full year guidance (millions)	2019	2020
Airline capital expenditures	$375 to $380	$275 to $295
Capitalized Airbus deferred heavy maintenance	$75 to $80	$100 to $120
Sunseeker expected full year project spend[1]	$90 to $100	$325 to $350
Other non-airline capital expenditures[2]	$15 to $20	$15 to $20

[1] Interest expense excludes impact of capitalized interest; [2] Includes approximately $150m of spend expected to be financed by TPG

[2] Expect to open one more Allegiant Nonstop store in 2020. Performance of these stores will determine the direction of this project

Key takeaways from Investor Day



Well positioned to deliver industry-leading margins and meaningful EPS growth in 2020 and beyond

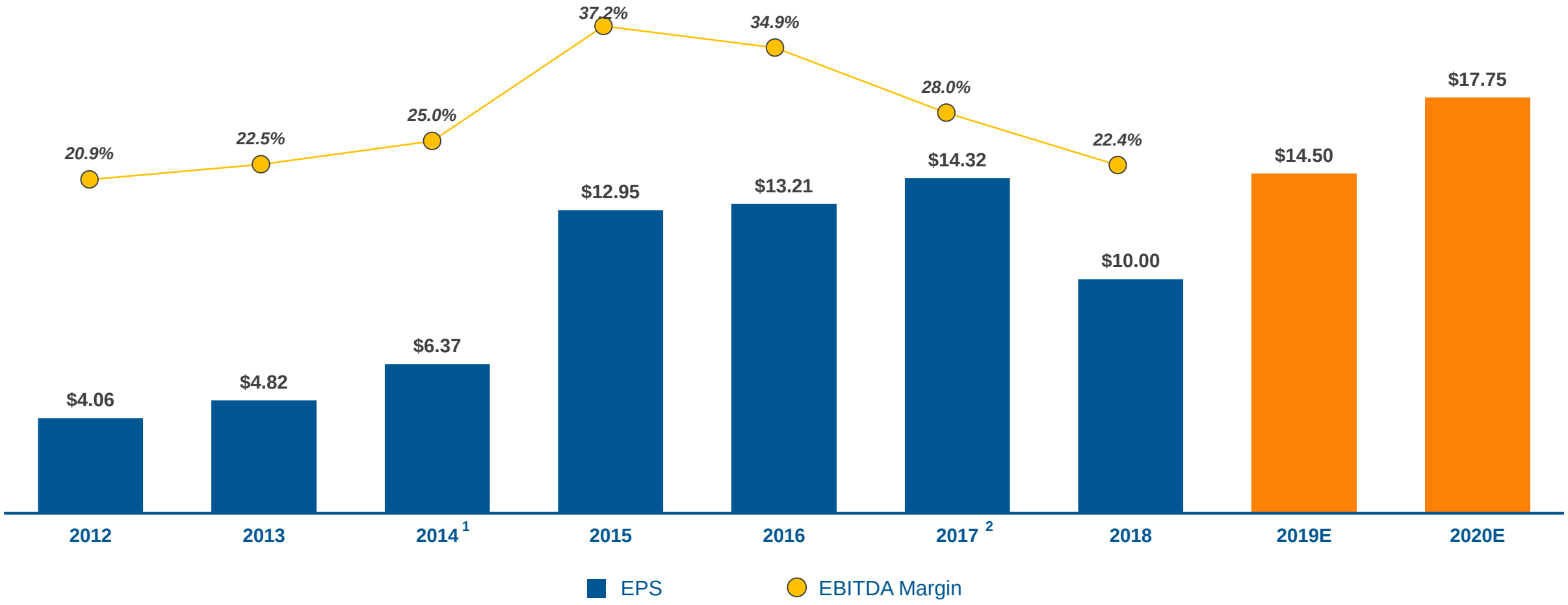
Several airline initiatives to continue driving top line growth, operational efficiencies and brand value

Maintain momentum of CASM-ex trajectory and drive increased efficiencies

Disciplined with spend around 1st party products

EPS and EBITDA Margin

EPS and EBITDA Margin
2012 – 2020E



[1]Excluding B757 write down in 2014 [2]Excluding Non-recurring item: MD80 write down