

allegiant®

Management Presentation
2Q23

Forward looking statements

This presentation as well as oral statements made by officers or directors of Allegiant Travel Company, its advisors and affiliates (collectively or separately, the "Company") will contain forward-looking statements that are only predictions and involve risks and uncertainties. Forward-looking statements may include, among others, references to future performance and any comments about our strategic plans. There are many risk factors that could prevent us from achieving our goals and cause the underlying assumptions of these forward-looking statements, and our actual results, to differ materially from those expressed in, or implied by, our forward-looking statements. These risk factors and others are more fully discussed in our filings with the Securities and Exchange Commission. Any forward-looking statements are based on information available to us today and we undertake no obligation to update publicly any forward-looking statements, whether as a result of future events, new information or otherwise. The Company cautions users of this presentation not to place undue reliance on forward-looking statements, which may be based on assumptions and anticipated events that do not materialize.

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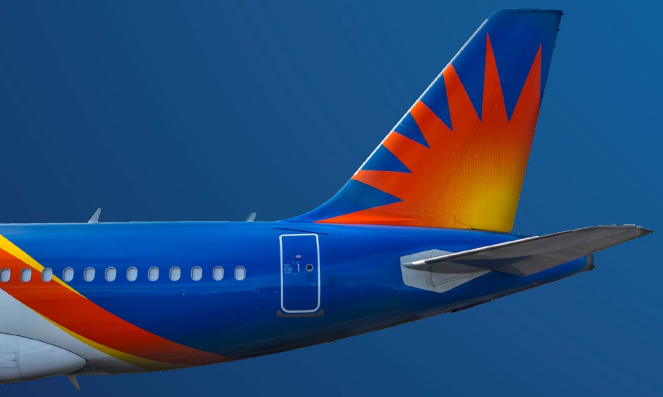
Allegiant overview

Unique business model
ULCC operating a low-cost, low-utilization model that expertly matches capacity to demand, focusing primarily on the leisure customer

Diversified revenue streams
Airfare, air ancillary, fixed fee, and 3rd party products

Low competition
75% of our routes have no nonstop competition

Direct distribution
Tickets purchased only via the company's website, at the airport, or via the call center



555
Routes served [1]
33 leisure destinations and
91 small/medium cities

126
Aircraft [1]
91 A320 and 35 A319.

17+ Million
Annual passengers
TTM as of June 30, 2023

50
737 MAX orderbook
50 firm and 50 options

$2.5 Billion
Revenue
TTM as of June 30, 2023

$789 Million
3rd party cumulative op. income
As of June 30, 2023

26.0%
EBITDA margin[2]
2Q23

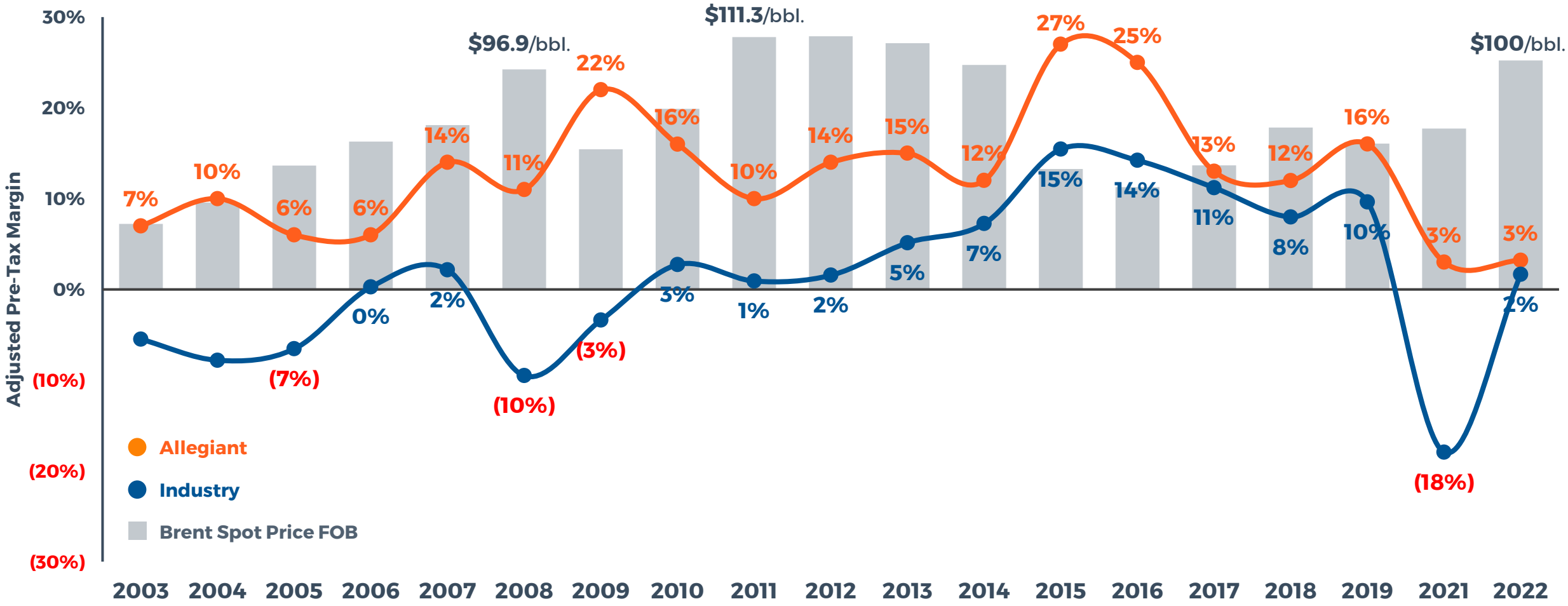
$2.3 Billion
Market capitalization
As of June 30, 2023

1- June 30, 2023. 2- Excluding special charges

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Optimized performance – even in high fuel environments

Adjusted Pre-Tax Margin (millions)
2005 - 2022



Sources: Adj. Pre-tax '03 to '21 (DOT-BTS Form 41). Adj. Pre-tax 2022 (earnings releases and SEC filings). Brent Spot Price (EIA Spot Prices – RBRTE)
*2020 intentionally not shown due to pandemic impact.

A very large niche



572 routes

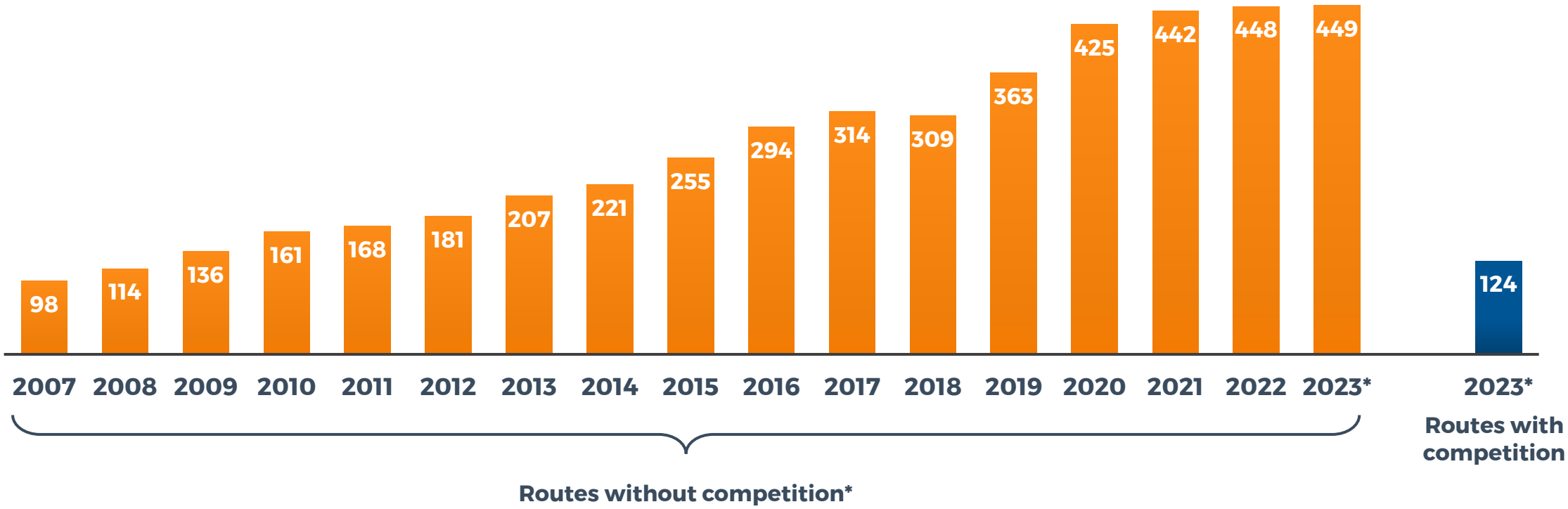
91 small/medium cities

33 leisure destinations

Routes as of June 30, 2023

Limited competition*

Historic Level of Non-competitive Routes
2007-2023



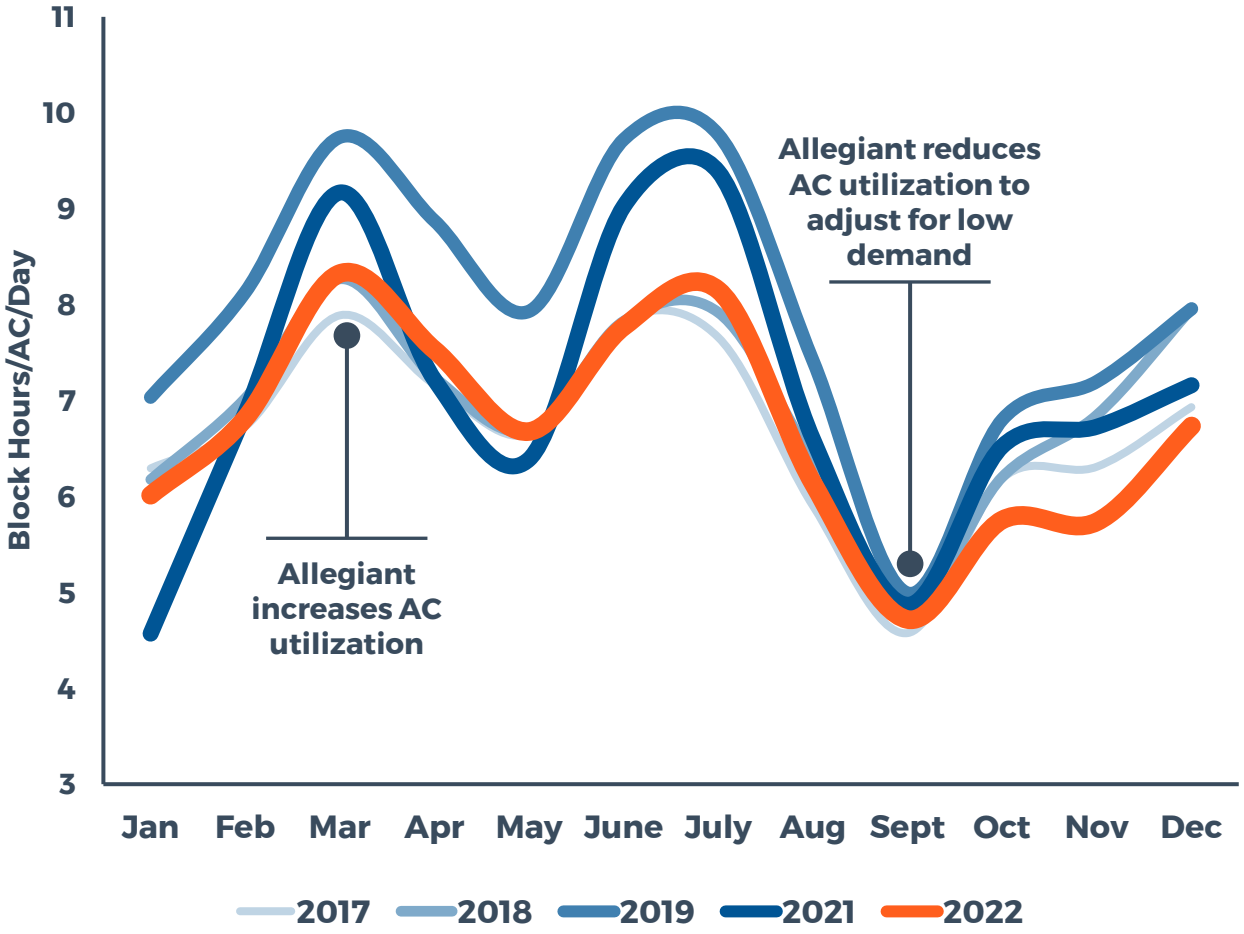
Competitors – overlapping routes

Network carriers	98	Hybrid/LCC	9	ULCC's	70

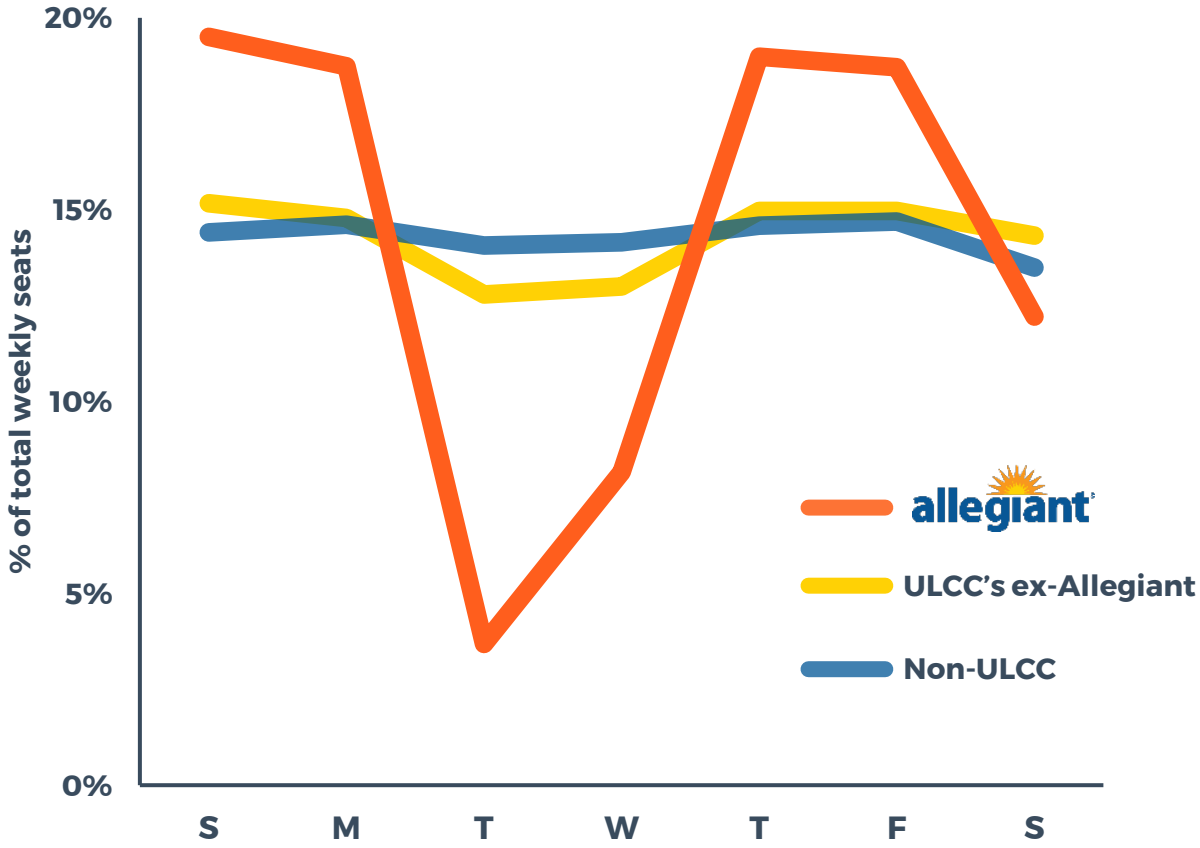
*Based on current published schedule August 1, 2022, through July 31, 2023. Competitive routes are those that have non-stop, mainline flights between similar markets
Network carriers – Southwest, American, United, Delta. Hybrid / low-cost carriers – Alaska, JetBlue, Hawaiian. ULCC carriers – Frontier, Spirit, Breeze, Sun Country, Avelo

Expertly matching capacity with demand trends

Average Daily Aircraft Utilization
2017 – 2022



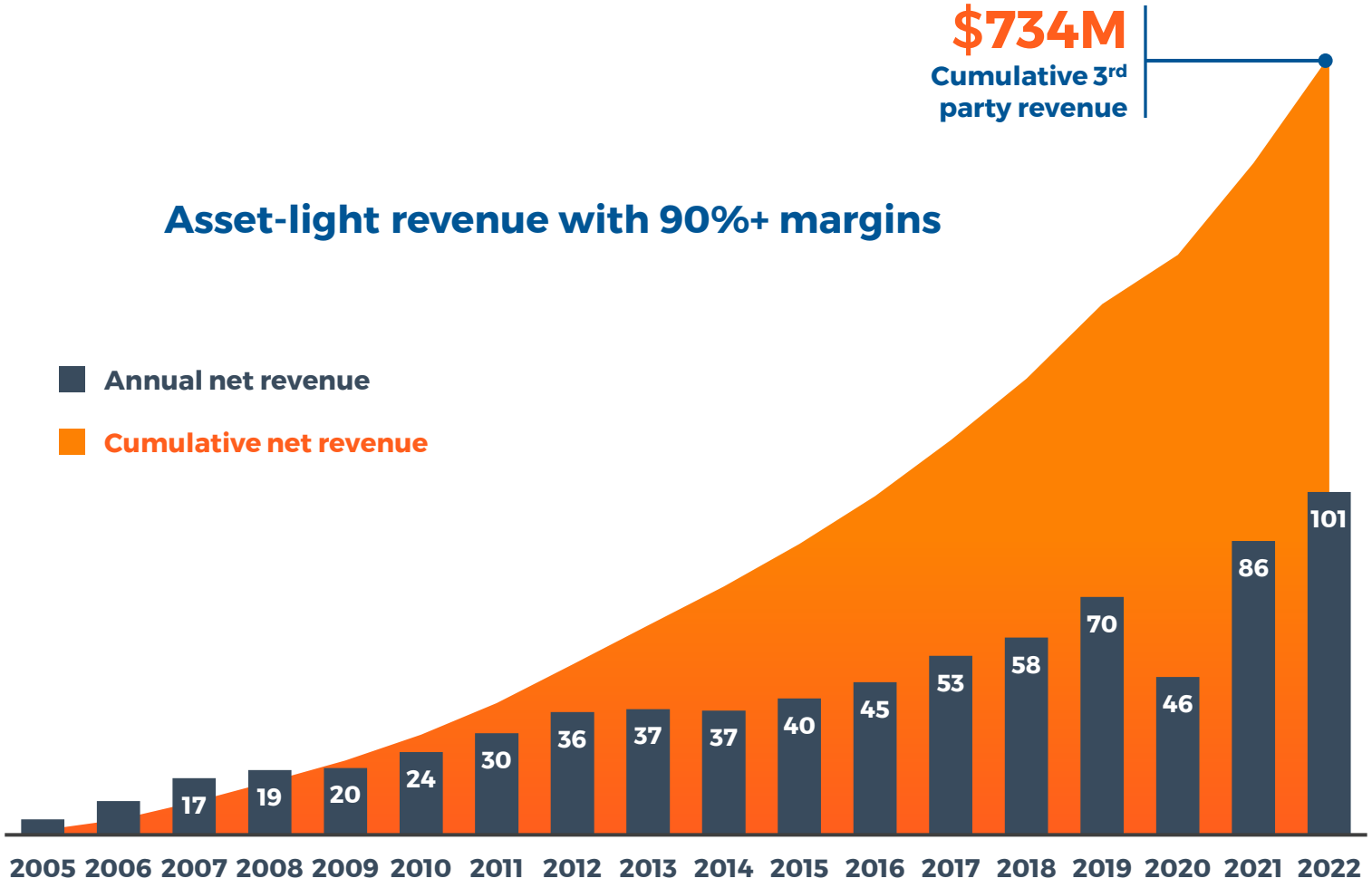
% of Seats Flown Each Day of the Week
FY 2022



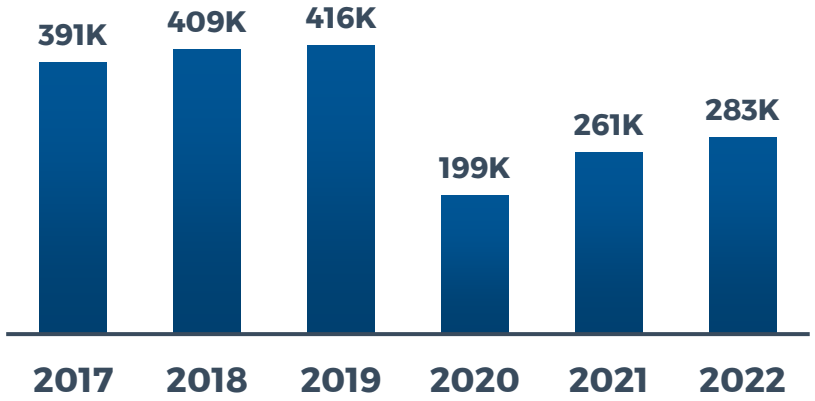
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Added contribution of third-party product sales

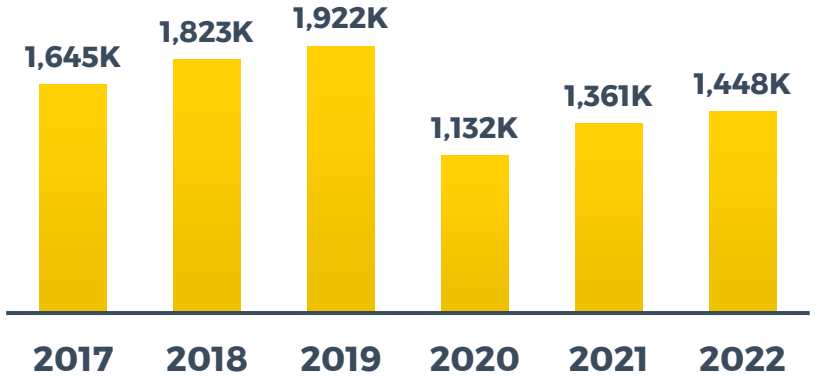
Third Party Annual & Cumulative Net Revenue Summary (millions)
2005 - 2022



Hotel Room Nights (thousands)
2017 - 2022



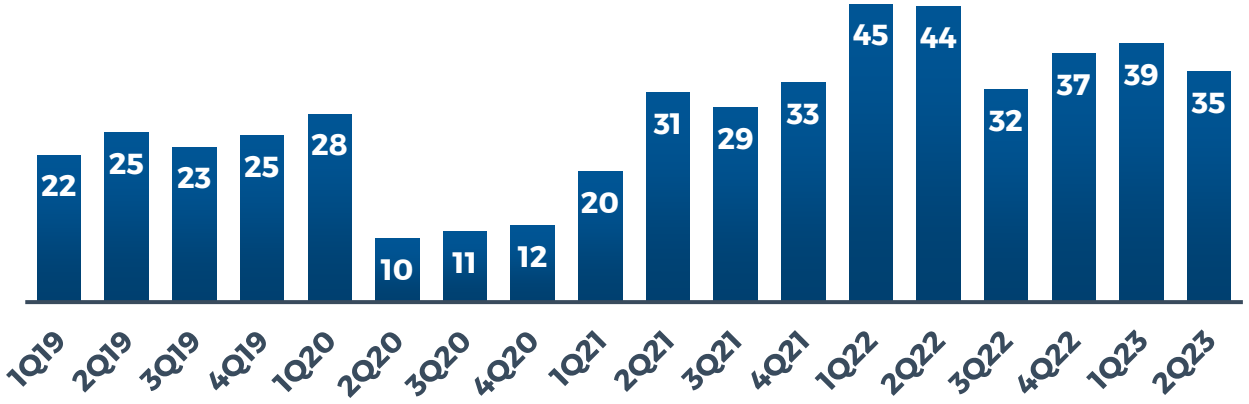
Rental Car Days (thousands)
2017 - 2022



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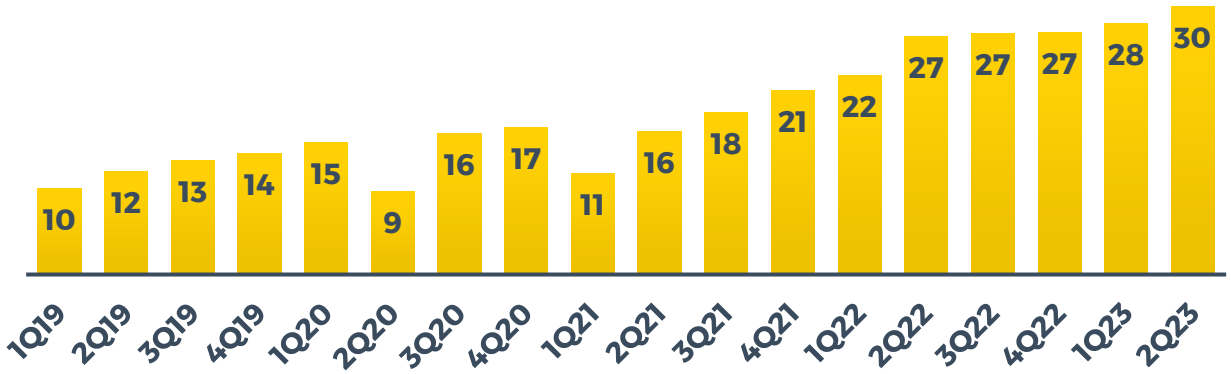
Allways Rewards cobrand credit card

Quarterly New Cardholder Acquisition (thousands)
2019 – 2Q23



- Ended 2022 with over **400K** active
- FY2022 total remuneration of over **$100M**
- Named **best airline credit card** in 2022 for the 4th year in a row
- Announced the **transition of our card network** to Visa
  - Core program benefits will remain the same, but transition is expected to boost program revenue through higher levels of new cardholders and increased cardholder spend

Quarterly Card Program Remuneration (million)
2019 – 2Q23





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Allways Rewards® benefits all

In its first year since inception, Allways Rewards provided an option for leisure travelers to get rewarded like never before, in turn allowing Allegiant to recognize higher value from the program's engaged member base

Value to the customer

20+ exclusive offers
60+ winners
4 partner exclusives
3 Allegiant Stadium
10+ Allways All Access

allegiant stadium

7 bonus point and point multiplier promotions offered to members



50+ email campaigns
11 ongoing offers
10 benefit reminders
2 member spotlights



15.3M members
2.1M new members



Launched Allways
August 2021

35% higher frequency when comparing same member behavior in equivalent time periods pre and post program engagement

40% increase in average transaction size when comparing same member behavior in equivalent time periods pre and post program engagement

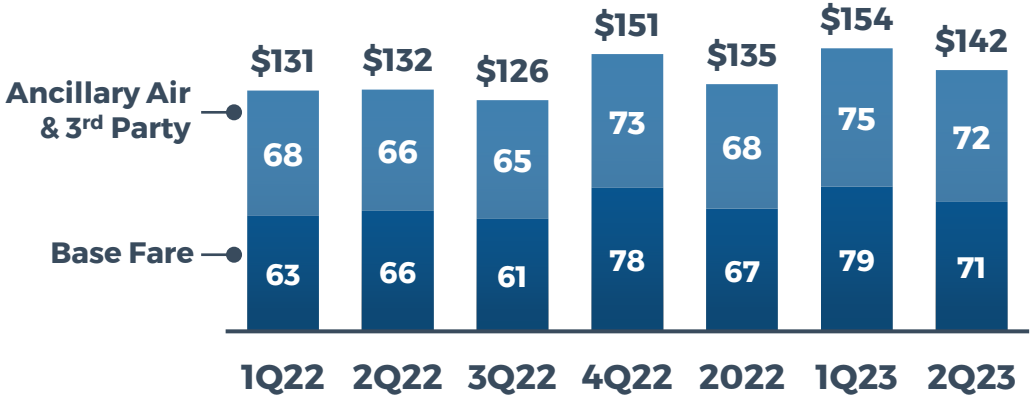
34% of customers who **booked** an itinerary **in 2019 booked again** after joining Allways

Value to Allegiant

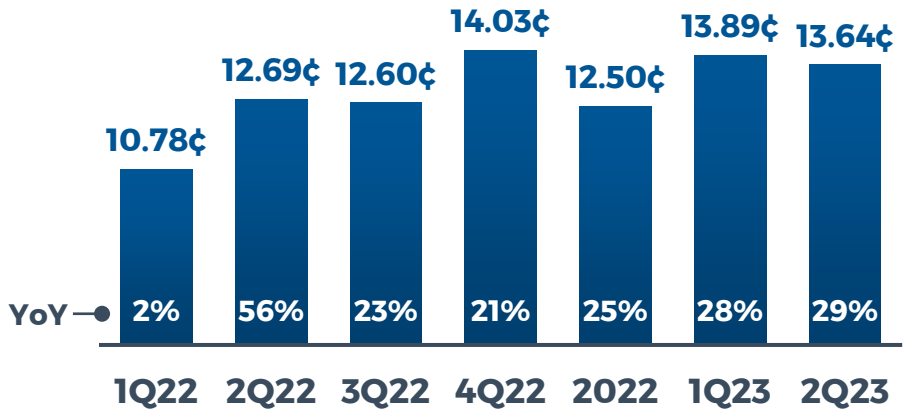
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Financial performance

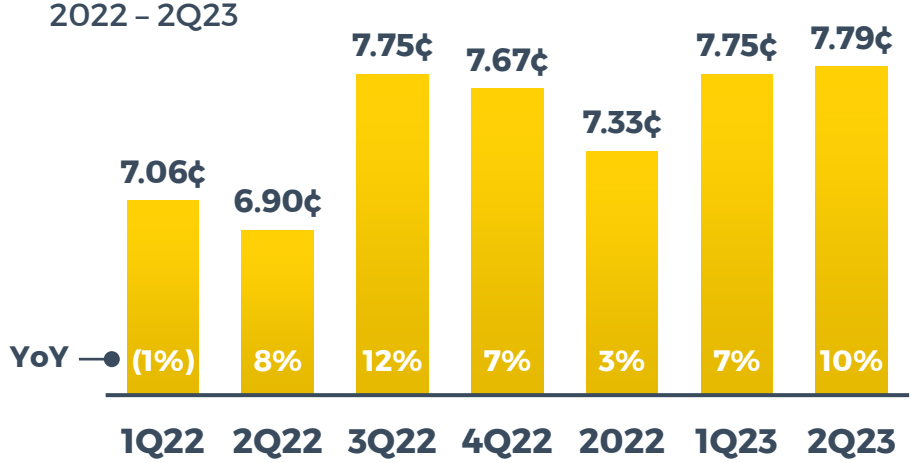
Revenue per Passenger
2022 – 2Q23



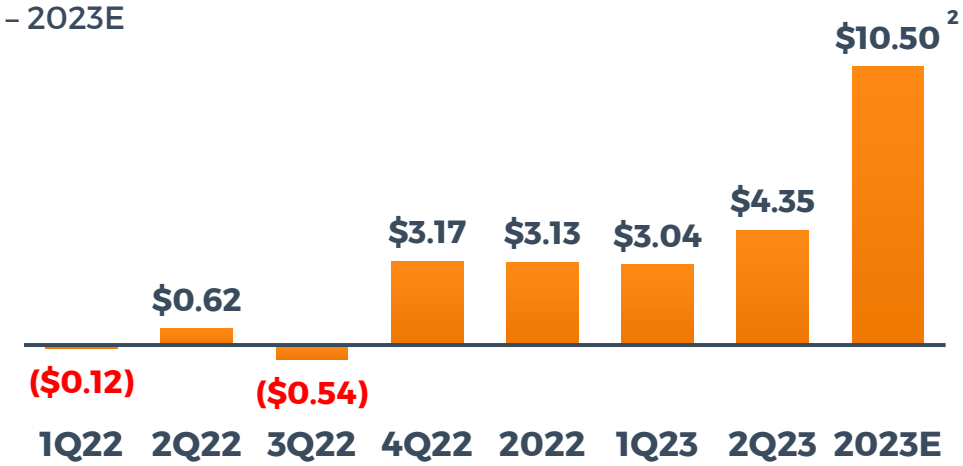
TRASM
2022 – 2Q23



Airline CASM ex-Fuel
2022 – 2Q23



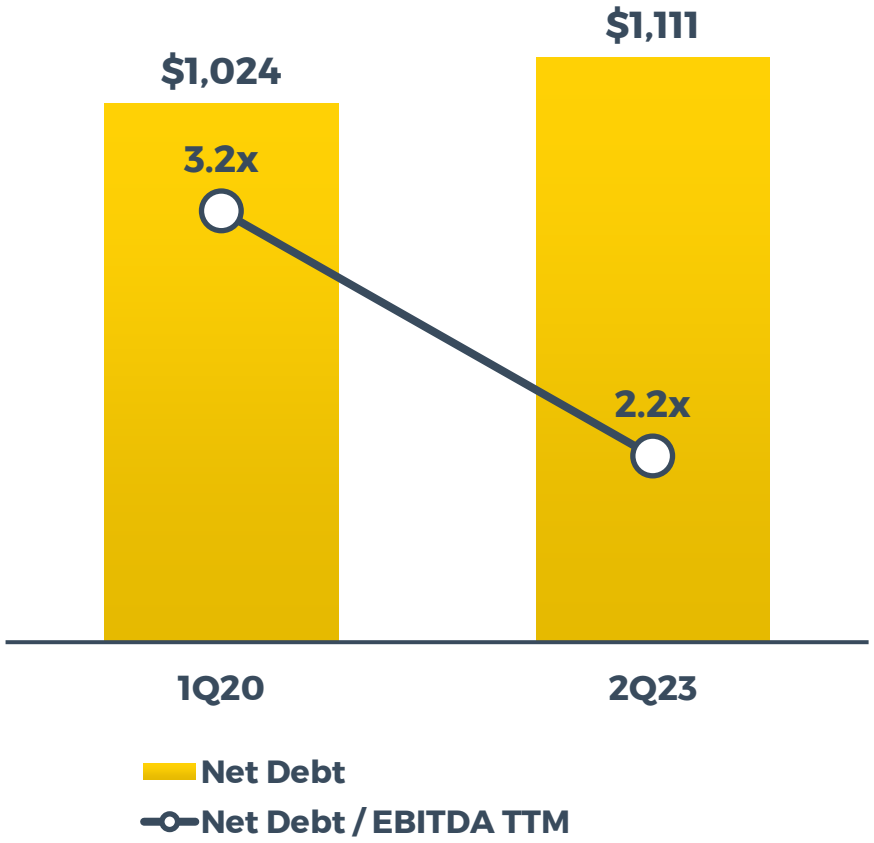
Consolidated EPS [1, 3]
2022 – 2023E



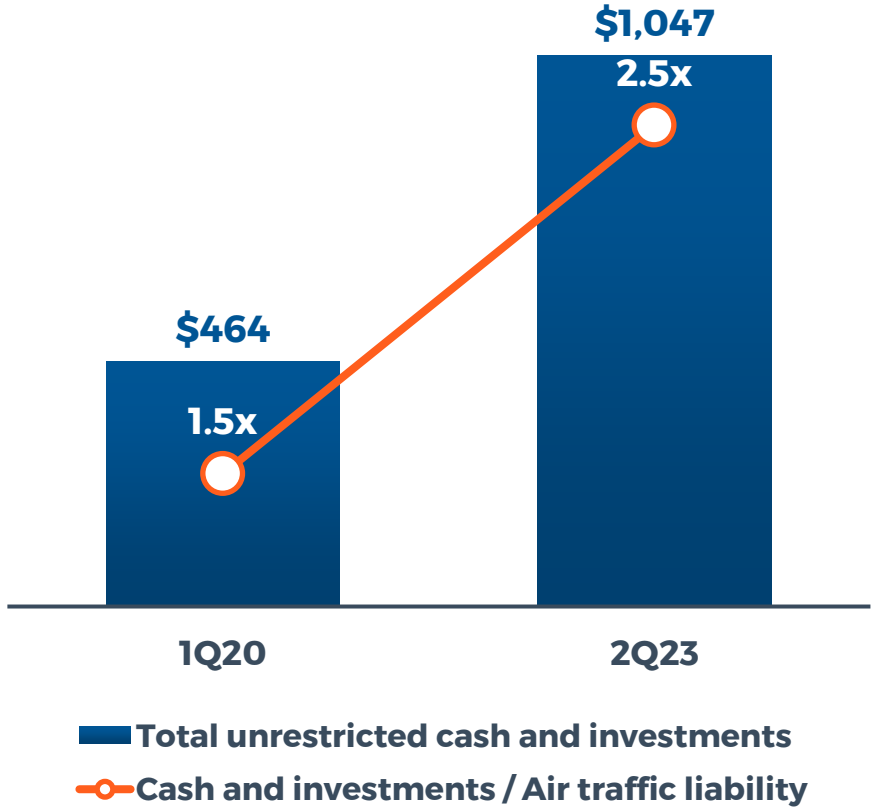
1. EPS adjusted to exclude 2022 recognition bonus, where applicable and Sunseeker special charges, where appliable
2. 2023 projected EPS uses the midpoint of guidance provided on August 2, 2023, assuming an average fuel cost of $2.90 per gallon. This number is subject to change
3. See Non-GAAP reconciliation calculations in the appendix

Balance sheet snapshot

Allegiant's Net Debt (millions)
1Q20 vs 2Q23



Allegiant's Cash Position (millions)
1Q20 vs 2Q23

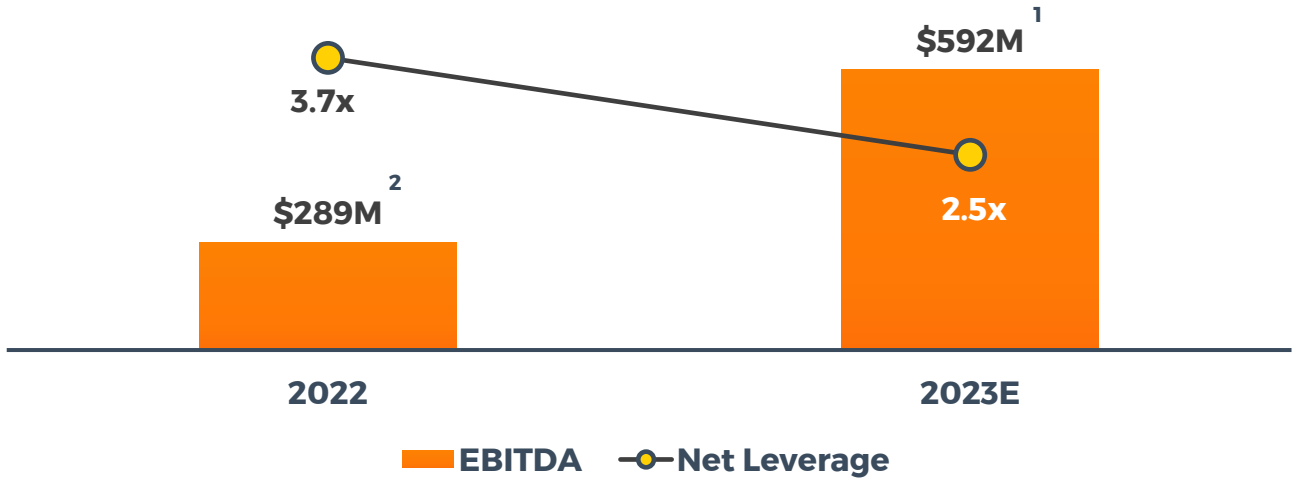


Investing in the future

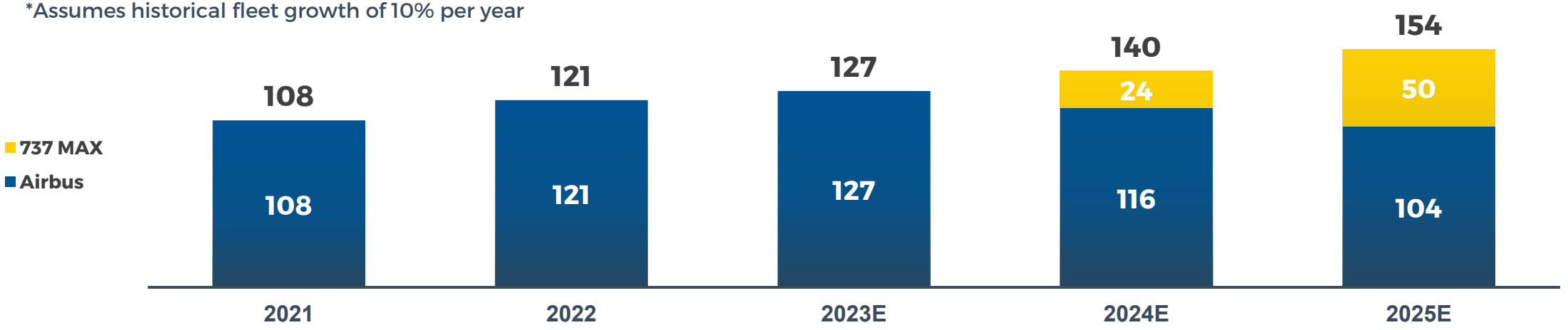
2023 Projected Capital Expenditures
(millions)

	Full Year 2023
2023 Capital Expenditures	
Sunseeker Resort	$206
Aircraft, engines, induction costs, and PDPs	$495
Capitalized deferred heavy mx	$65
Other airline capital expenditures	$142
Total Capital Expenditures	**$ 908**

2023 Projected EBITDA and Net Leverage (Net Debt / EBITDA)
(EBITDA in millions)



Projected Fleet Plan*
*Assumes historical fleet growth of 10% per year



1. 2023 projected EBITDA is airline only and uses the midpoint of guidance provided on August 2, 2023, assuming an average fuel cost of $2.90 per gallon. This number is subject to change
2. See non-GAAP reconciliation calculations in the appendix

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737 MAX joins Allegiant's fleet

Boeing 737-7 and 737-8-200

- 50 firm aircraft
- 50 options

CFM International LEAP-1B

- Six Spare engines
- Power by the hour agreement

Enhanced economics

- Estimated 30% increase in ASM/gal over current fleet
- Projected ~40% increase in EBITDA/AC over current fleet

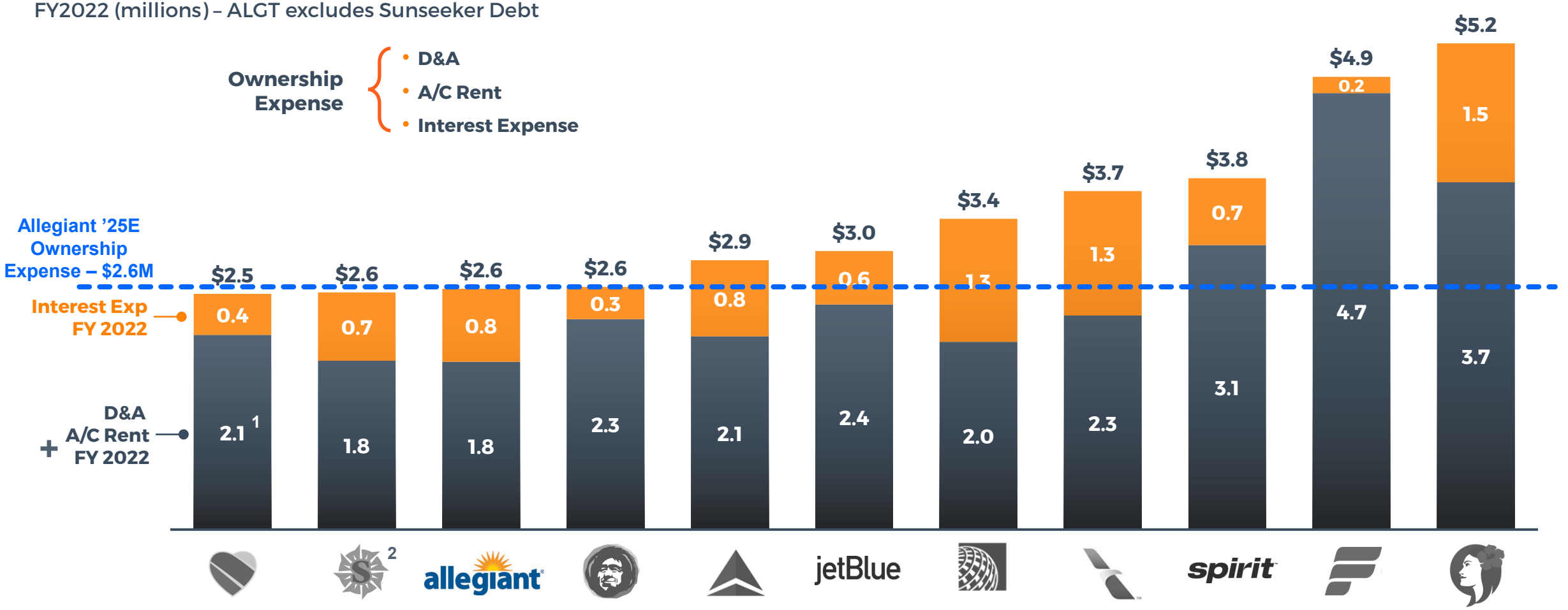
Boeing's first US ULCC customer



Low fixed costs maintained

Ownership Expense per Aircraft (Mainline + Regionals)

FY2022 (millions) – ALGT excludes Sunseeker Debt



Sources: Company fillings (SEC 10Q, 10K), Form 41 (DOT).

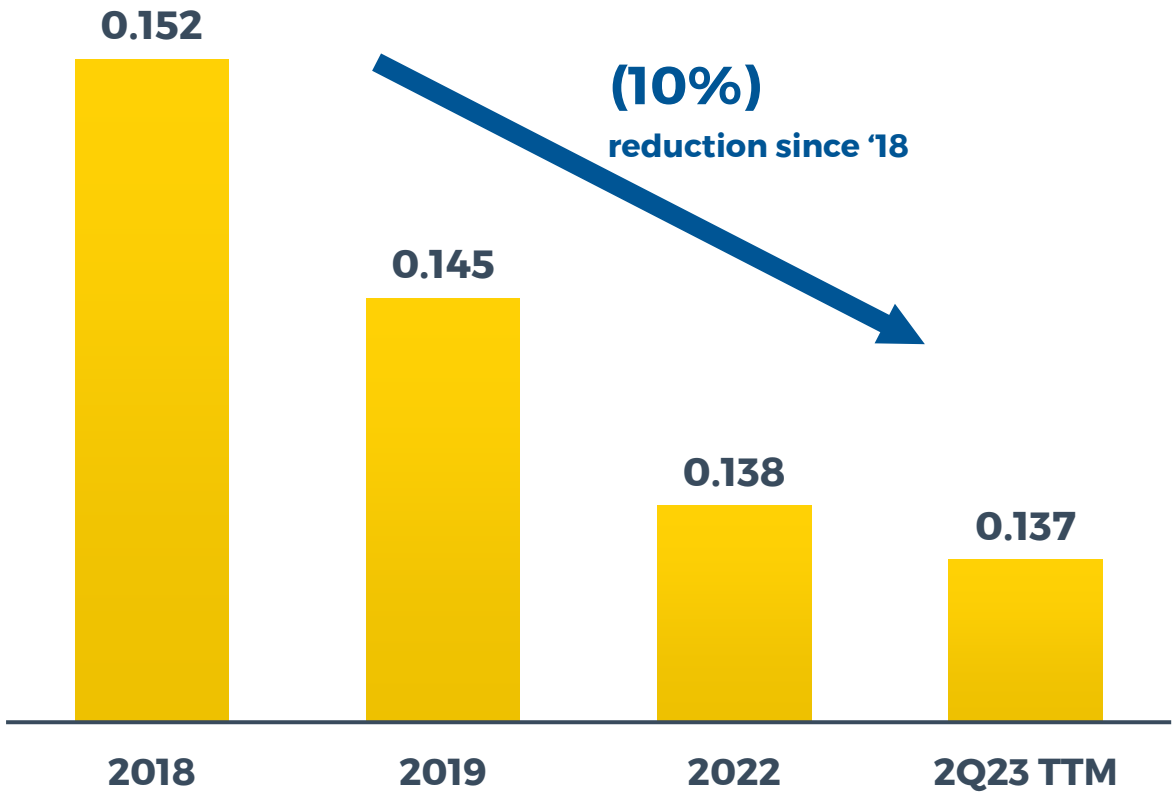
1. LUV FY2022 a/c rent estimated by annualizing 3Q22 a/c rent expense reported to DOT (Form 41)
2. SNCY excludes cargo fleet

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Committed to reducing our CO2 emissions intensity

CO2e Metric Tons per 1K RPM – Emissions Intensity

Excluding '20 and '21 due to COVID impact



*CO2e emissions assume a JET-A e factor of 21.5 lb./gal

Added measures we are taking to reduce fuel consumption include:

- Ensuring new aircraft are retrofitted with ACRO 6 seats, which are lighter compared to those in our existing fleet.
- Installing sharklets on eligible A320 aircraft new to our fleet, which reduce the induced drag caused by lift
- Purchasing our new spare engines from original equipment manufacturers to include a performance package that helps reduce fuel consumption by 1.5%.
- We announced an agreement with Boeing and CFM International to buy 50 newly manufactured Boeing 737 MAX aircraft and the option to purchase an additional 50 aircraft, with deliveries beginning late 2023. These jets are expected to burn up to 20% less fuel on a per passenger basis than our existing, used Airbus fleet while offering increased seating density

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Strategic Initiatives

Allegiant 2.0, capturing larger customer spend through 1st party offerings

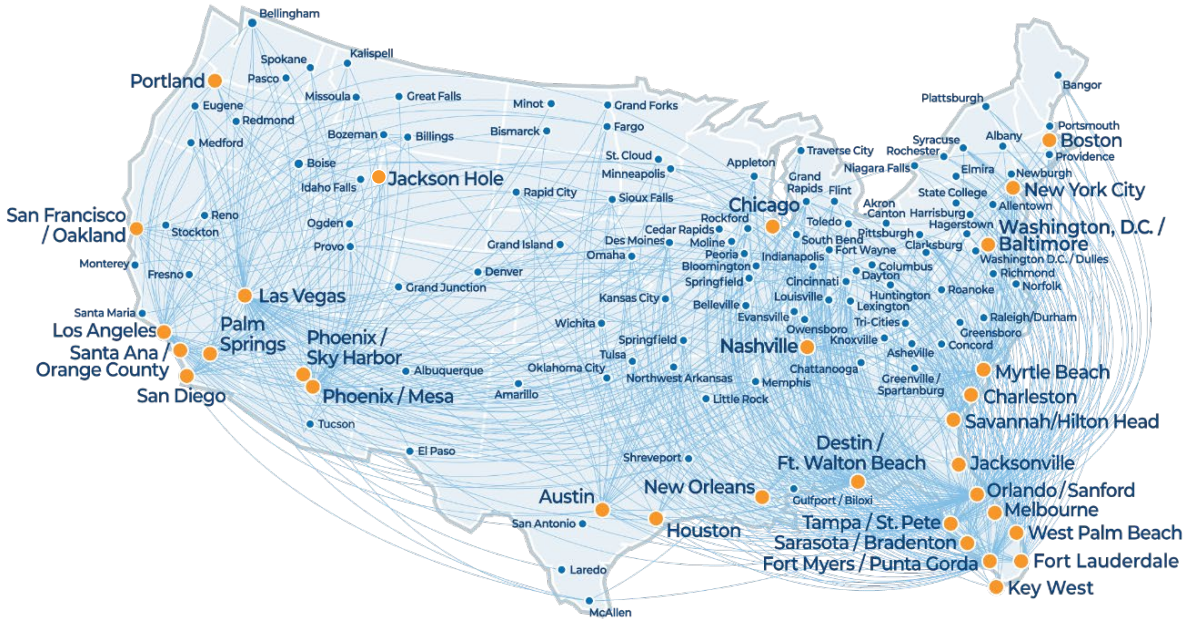


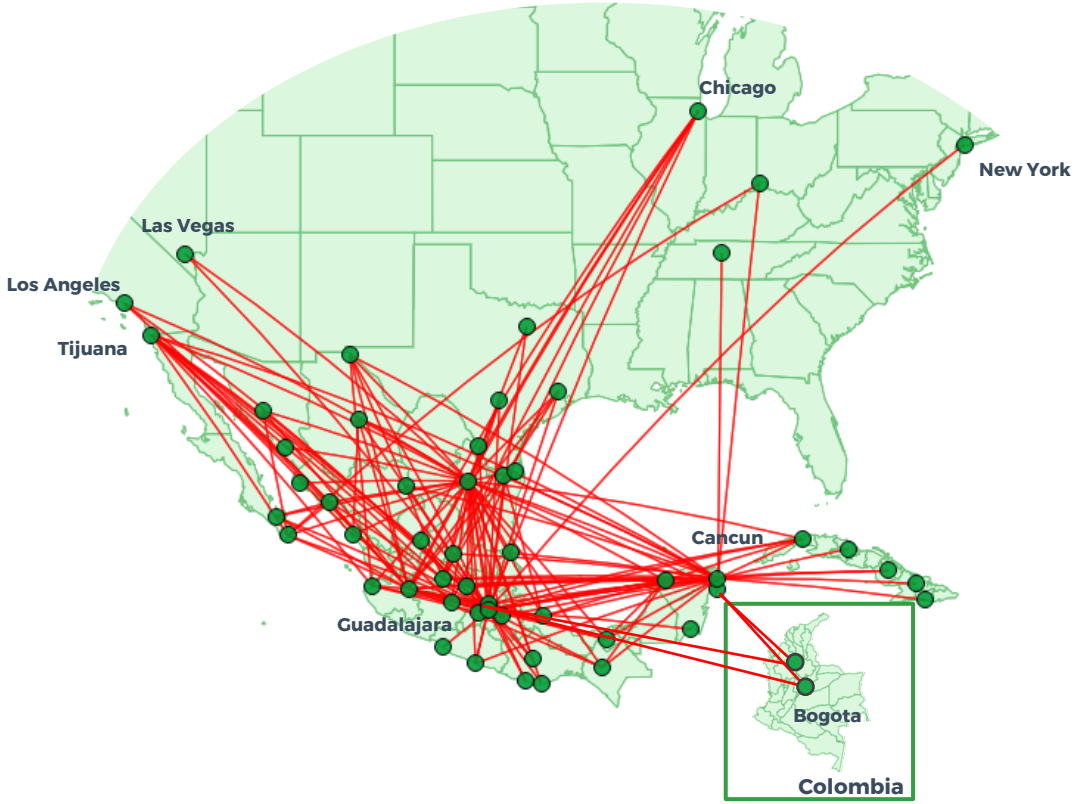
One OTA Booking Path

www.allegiantair.com

One Loyalty Program

Viva & Allegiant – providing a comprehensive US & Mexico coverage[1]





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In numbers

17+ Million
Annual passengers
TTM as of June 30, 2023

126
Aircraft
2Q23

26.0%
EBITDA Margin
2Q23

viva aerobus

In numbers

22+ Million
Annual passengers
TTM as of June 30, 2023

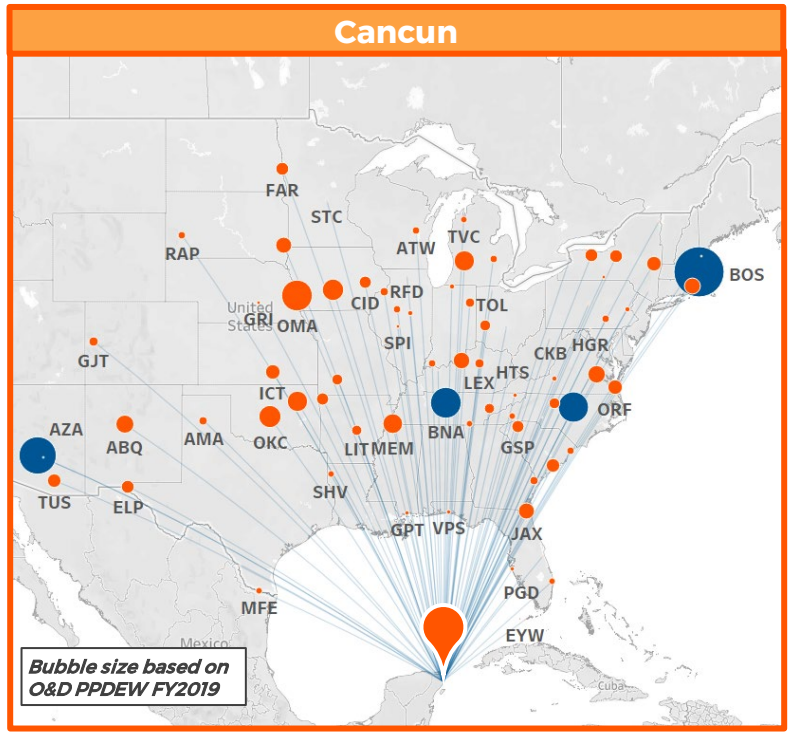
73
Aircraft
2Q23

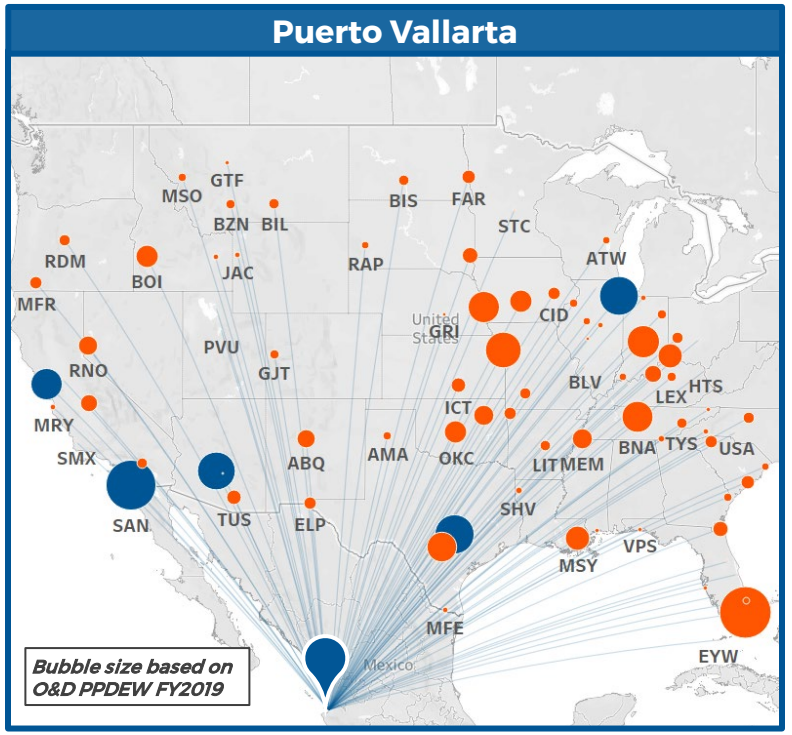
32.3%
EBITDAR Margin
2Q23

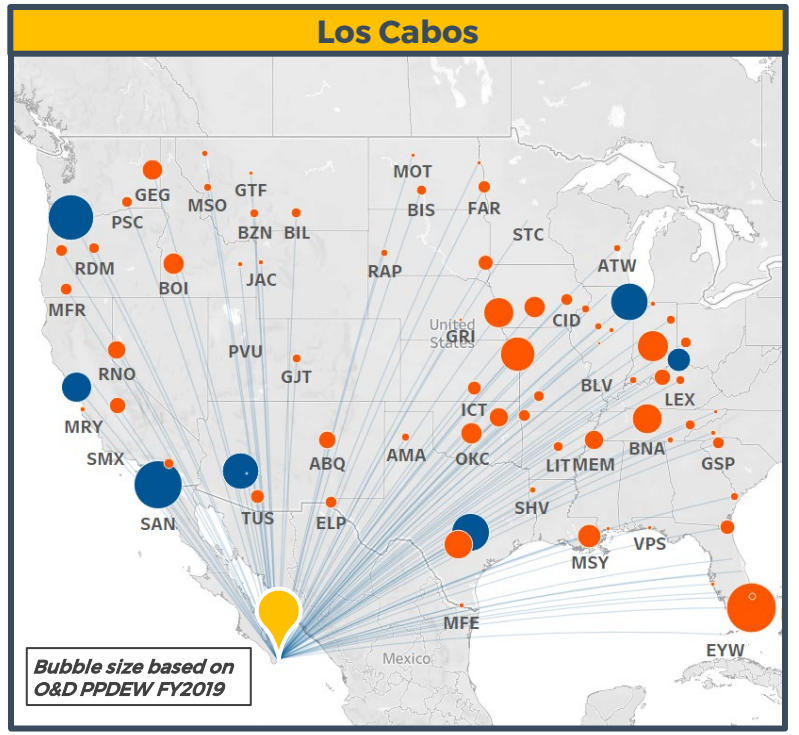
Sources: Allegiant Internal Data. Viva Aerobus 2Q23 Earnings Release

1. Subject to U.S. Government approval

Large number of potential markets without nonstop service







83 Allegiant airports
- *76 no non-stop service*
- *7 non-stop but non-ULCC*

(FY 2021 metro basis)

90 Allegiant airports
- *82 no non-stop service*
- *8 non-stop but non-ULCC*

(FY 2021 metro basis)

91 Allegiant airports
- *81 no non-stop service*
- *10 non-stop but non-ULCC*

(FY 2021 metro basis)

Sources: Schedules. Sabre O&D Market Intelligence

SUNSEEKER RESORT Charlotte Harbor

Resort overview

- 24-acre waterfront property acquired by Allegiant in 2018
- Hotel with 500+ rooms; +55,000 square feet of meeting and event space;
  20 food and beverage outlets; full-service spa and fitness center
- Two additional towers with 1-, 2-, and 3-bedroom suites (189 total units)
- Located in Port Charlotte, Florida which is a 10 min drive from Punta Gorda Airport (where Allegiant has 99% market share)[1]
- $695m capital expenditure project is fully funded with asset-level debt of $350m and unsecured parent guarantee
- Unrestricted subsidiary of Allegiant Travel Company
- **Opening in 4Q23**





Sources: DOT O&D (FY2022)

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Appendix

Reconciliation of non-GAAP financial measures

	1Q2022	2Q2022	3Q2022	4Q2022	Full Year 2022	1Q2023	2Q23
Reconciliation of earnings (loss) per share excluding recognition bonus and Sunseeker special charges							
Net Income before income taxes as reported (GAAP)	**$ (10.6)**	**$5.8**	**$ (56.2)**	**$65.9**	**$5.0**	**$74.4**	**$116.3**
Recognition bonus	7.7	9.1	9.3	8.9	35.0	-	-
Sunseeker special charges	-	-	35.0	(1.0)	34.0	(1.6)	(11.2)
Income before income taxes excluding recognition bonus and Sunseeker special charges	(2.9)	14.9	(11.9)	73.8	74.0	72.8	105.1
Income tax expense (benefit) as reported (GAAP)	(2.7)	1.5	(9.7)	13.4	2.5	18.3	27.9
Income tax excluding recognition bonus and Sunseeker special charges	(0.7)	3.8	(2.1)	15.8	16.9	17.5	24.9
Net income excluding recognition bonus and Sunseeker special charges	2.2	11.1	(9.8)	58.0	57.1	55.3	80.2
Diluted shares as reported (GAAP) (thousands)	17,954	18,006	18,014	17,910	18,034	17,769	17,683
Diluted earnings (loss) per share as reported (GAAP)	(0.44)	0.24	(2.58)	2.87	0.14	3.09	4.80
Diluted earnings (loss) per share excluding recognition bonus and Sunseeker special charges	**(0.12)**	**0.62**	**(0.54)**	**3.17**	**3.13**	**3.04**	**4.35**

1Q23/2Q23 includes team members bonus accrual

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Reconciliation of non-GAAP financial measures

Consolidated EBITDA (millions)	Full Year 2022
Net Income	$2.5
Interest expense, net	86.6
Income tax expense	2.5
Depreciation and amortization	197.5
Consolidated EBITDA[1]	**$289.1**

1- Denotes non-GAAP figure