IAG RESULTS

QUARTER TWO 2021

30 July 2021





LUIS GALLEGO, CHIEF EXECUTIVE OFFICER







2Q 2021 HIGHLIGHTS AND OUTLOOK

Cash performance better than previous quarters



-€1.0bn

Pre exceptional operating loss



€10.8bn

Strong liquidity of €10.8bn at end June (pro-forma) after several liquidity actions taken year to date

Significant improvement in operating cash flow in 2Q vs previous quarters



2Q 2021 HIGHLIGHTS AND OUTLOOK

Significant actions taken by all operating companies to address their individual challenges



Stepping-up restructuring and launching a new base at Manchester



Ongoing cost reduction efforts following 2020 restructuring and repositioning the network to adapt to changes in travel restrictions



Benefiting from operating a relatively high level of capacity, cost control and other businesses close to breakeven



Positive operating cash flow in 2Q; re-focusing network towards the domestic market and good cost control

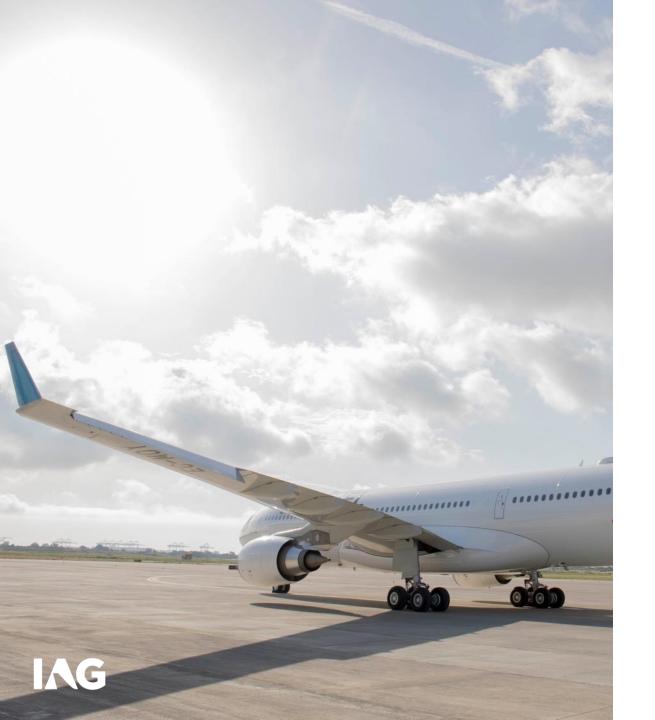


Continuing to operate high level of cargo-only flying and enabling a more extensive longhaul passenger network



Continuing profitability and cash generation since the pandemic began and improving customer proposition





2Q 2021 HIGHLIGHTS AND OUTLOOK



Confident of a meaningful recovery in demand from 3Q

- Raising capacity in 3Q to c.45% of 2019 levels
- Operationally ready to fly up to c.75% in 4Q to take advantage of a later summer leisure season
- Widespread evidence of pent-up demand: US point of sale; longhaul VFR and leisure; shorthaul leisure; and Spain domestic business travel



Air Europa transaction under phase II review by European Commission

VFR = Visiting Friends and Relatives

FINANCIAL RESULTS

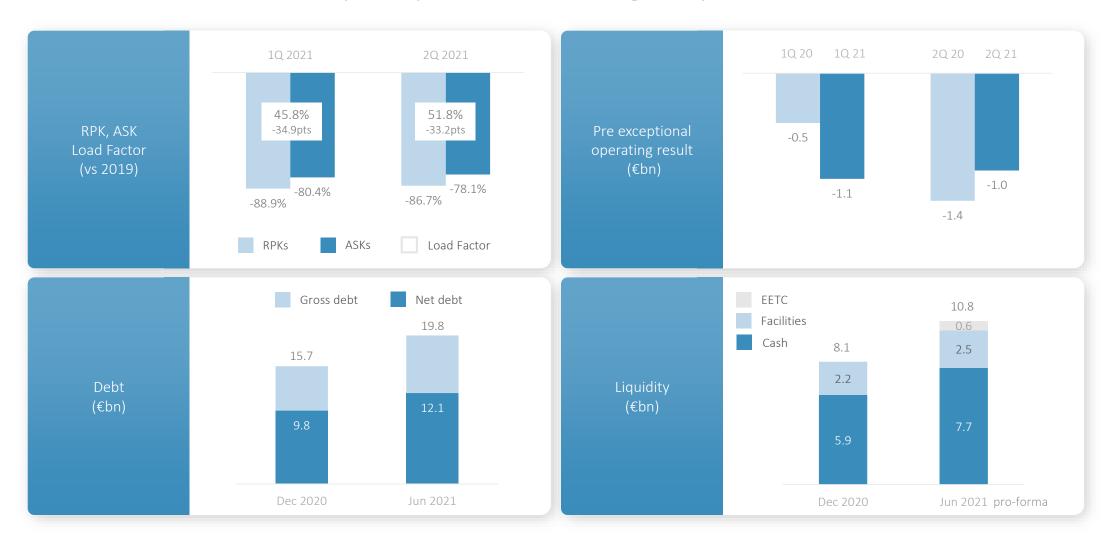
STEVE GUNNING, CHIEF FINANCIAL OFFICER





2Q 2021 FINANCIAL HIGHLIGHTS

Liquidity remains strong despite loss





2Q 2021 OPERATING RESULT

Continued losses due to COVID-19 travel restrictions

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	2Q 2021	2Q 2020	2Q 2019	V
Passenger revenue	682	198	5,963	-88.6
Cargo revenue	419	369	281	49.1
Other revenue	143	174	487	-70.6
Total revenue	1,244	741	6,731	-81.5
Employee costs	666	661	1,297	-48.7
Fuel, oil costs and emissions charges	349	104	1,570	-77.8
Supplier costs	824	802	2,393	-65.6
Depreciation, amortisation and impairment	450	544	520	-13.5
Total expenditure on operations	2,289	2,111	5,780	-60.4
Pre exceptional operating result	-1,045	-1,370	951	-209.9
Exceptional items	78	-812	-	r
Post exceptional operating result	-967	-2,182	951	-201.7
ASKs	19,245	4,103	88,008	-78.1



2Q 2021 FINANCIAL PERFORMANCE AT AIRLINE LEVEL

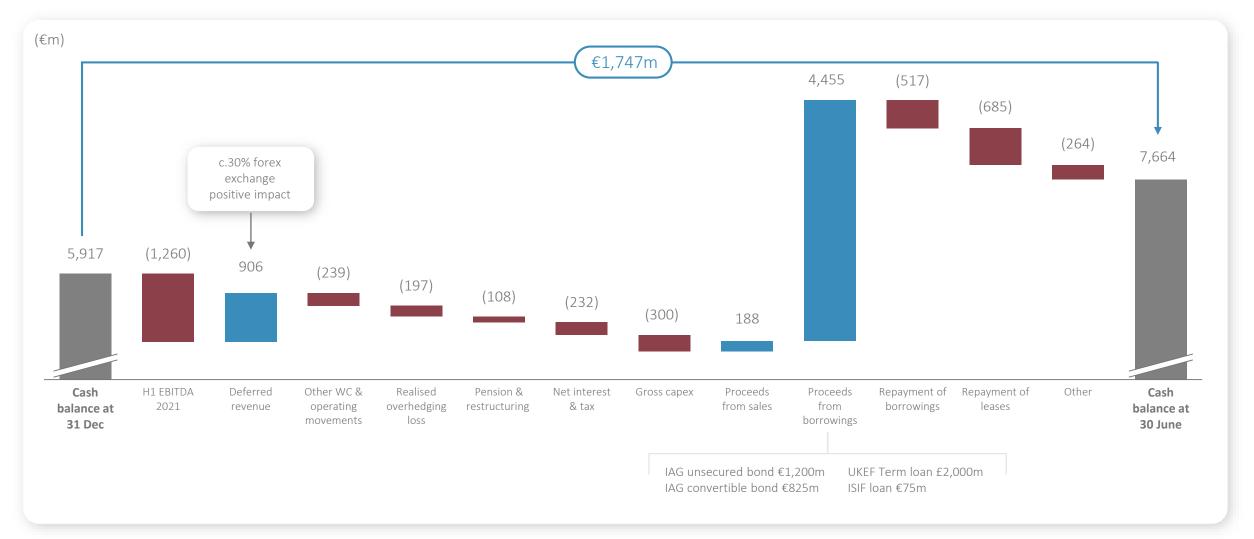
Spanish carrier outperformance due to fewer COVID-19 restrictions

	Aer Lingus 🦑		BRITISH AIRWAYS		IBERIA		vueling	
	2Q 2021 (€m)	v2y	2Q 2021 (£m)	v2y	2Q 2021 (€m)	v2y	2Q 2021 (€m)	v2y
Passenger revenue	22	-96.3%	203	-93.5%	274	-73.2%	146	-78.6%
Cargo revenue	16	23.1%	279	55.0%	95	30.1%	-	-
Other revenue	0	-100.0%	24	-86.0%	132	-61.7%	3	-40.0%
Total revenue	38	-93.7%	506	-85.4%	501	-65.2%	149	-78.3%
Total expenditure on operations	134	-72.8%	1,128	-61.6%	645	-50.6%	248	-59.7%
Pre exceptional operating result	-96	-208	-622	-1,148	-144	-277	-99	-169
Pre exceptional operating margin	-252.6%	-271.1pts	-122.9%	-138.1pts	-28.7%	-38.0pts	-66.4%	-76.8pts
ASK (m)	919	-89.1%	6,800	-85.9%	8,003	-56.5%	3,427	-67.8%
RPK (m)	190	-97.3%	2,743	-93.3%	4,547	-71.7%	2,324	-74.5%
Load factor (%)	20.7%	-62.6pts	40.3%	-44.0pts	56.8%	-30.6pts	67.8%	-17.8pts
Sector length (km)	2,063	1.5%	3,422	8.8%	2,651	-5.9%	962	0.6%



1H 2021 CASH BRIDGE

Strong cash position throughout the period





LIQUIDITY

Liquidity position remains higher than before the COVID-19 crisis



Liquidity actions

1Q 2021

- £2.0bn UKEF guaranteed 5-year loan facility drawdown by British Airways
- **€75m** ISIF facility drawdown by Aer Lingus
- **£450m** British Airways NAPS contribution deferral (October 2020 to September 2021)
- €1.2bn IAG unsecured bonds issued
- \$1.755bn IAG 3-year RCF available to Aer Lingus, British Airways and Iberia. Replacing BA USD RCF due to expire in June 2021

2Q 2021

- £300m UK CCFF commercial paper repaid by BA in April 2021
- €825m IAG convertible bonds issued

3Q 2021

• \$785m BA sustainability-linked EETC



DEBT POSITION

€500m increase in net debt in 2Q

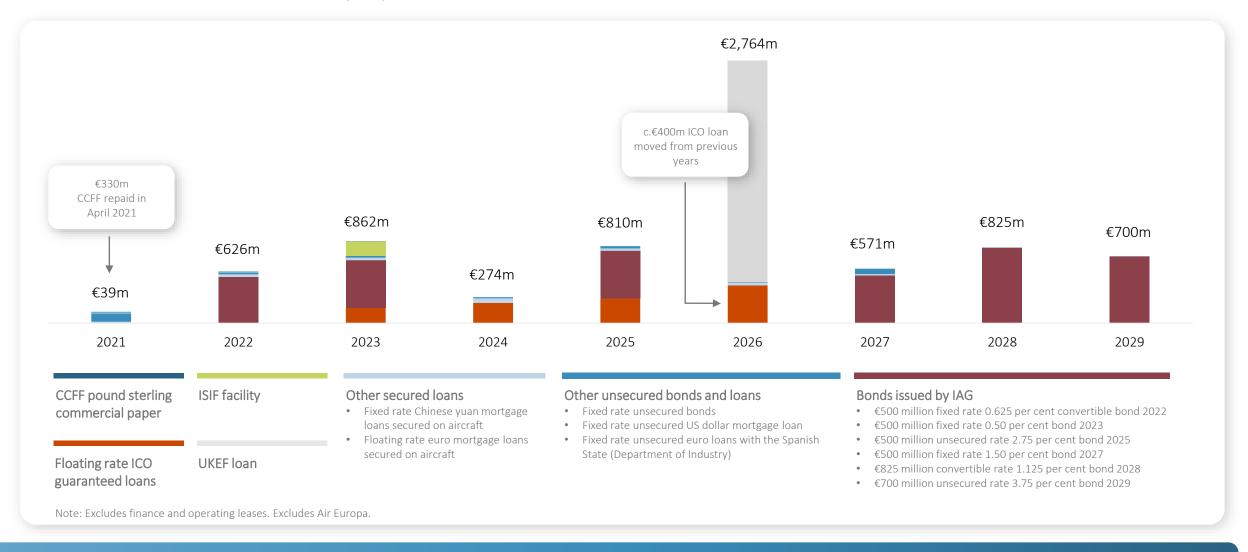
Net debt	12,107*	11,564*	9,762	7,571
Cash, cash equivalents and interest-bearing deposits	7,664	7,975	5,917	6,683
Asset finance and lease liabilities	12,331	12,591	12,310	12,300
Bank and other loans	7,440	6,948	3,369	1,954
Gross debt	19,771	19,539	15,679	14,254
€m	30 Jun 2021	31 Mar 2021	31 Dec 2020	31 Dec 2019

Note*: Net debt increase at 30 Jun compared to 31 Mar 2021 includes c.€0.1bn of non-cash movements. Net debt increase at 31 Mar 2021 compared to 31 Dec 2020 includes €0.6bn of non-cash movements (mainly exchange rate movements).



FINANCIAL DEBT MATURITY PROFILE 2021-2029

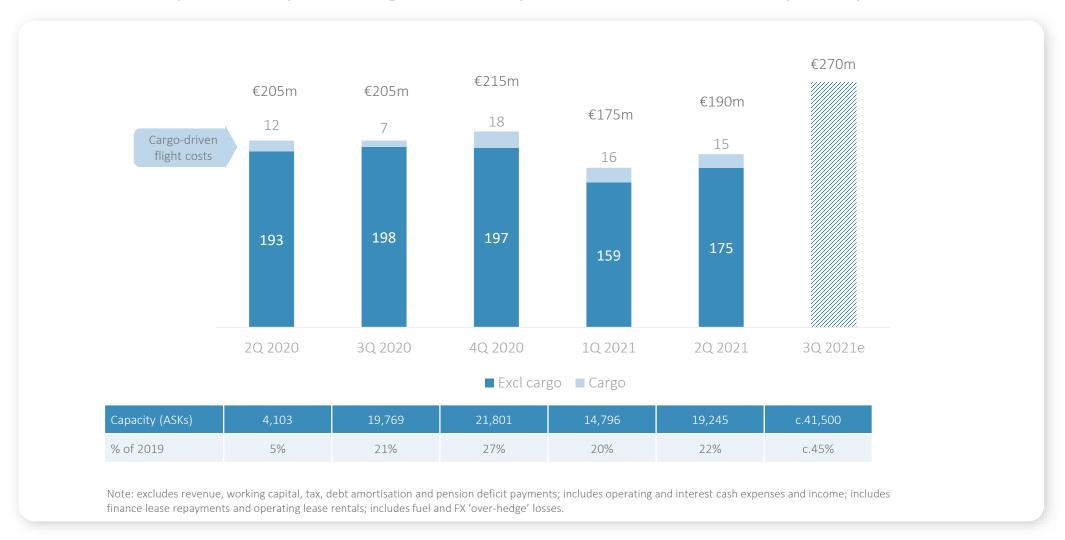
Minimal debt repayment until convertible bond due in November 2022





WEEKLY CASH OPERATING COST EVOLUTION

Weekly cash operating costs expected to rise as capacity resumes









- Manchester base to open September 2021: UK AOC approved, largely variable cost base, code-share with British Airways
- Progressing integration into Atlantic Joint Business
- Replacement of Stobart Air on regional routes initially by Aer Lingus mainline and BA CityFlyer in 2021 and subsequently by Emerald Airlines
- Closure of Shannon cabin crew base announced
- Reduction and review of handling arrangements at Shannon and Cork
- Negotiating with other labour groups (agreement with pilots reached)
- New cabin hand-baggage policy to increase ancillary revenue and support punctuality

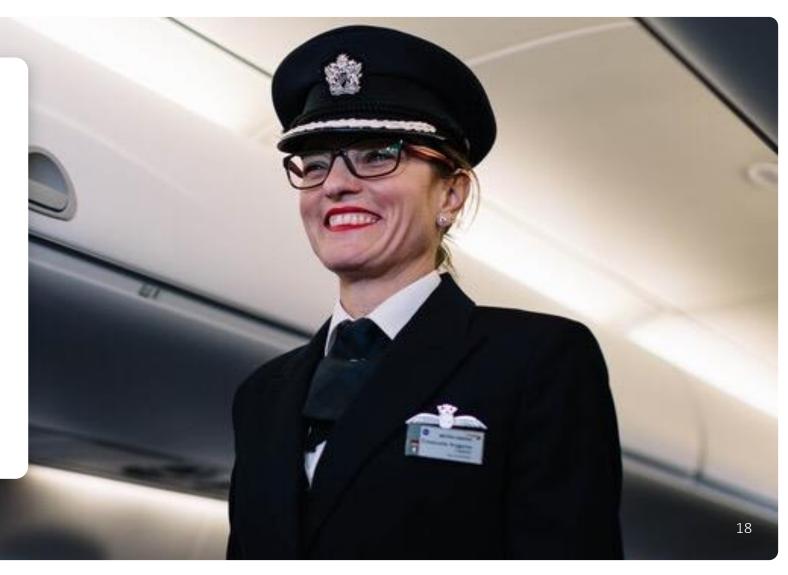




Management taking significant actions to address individual challenges

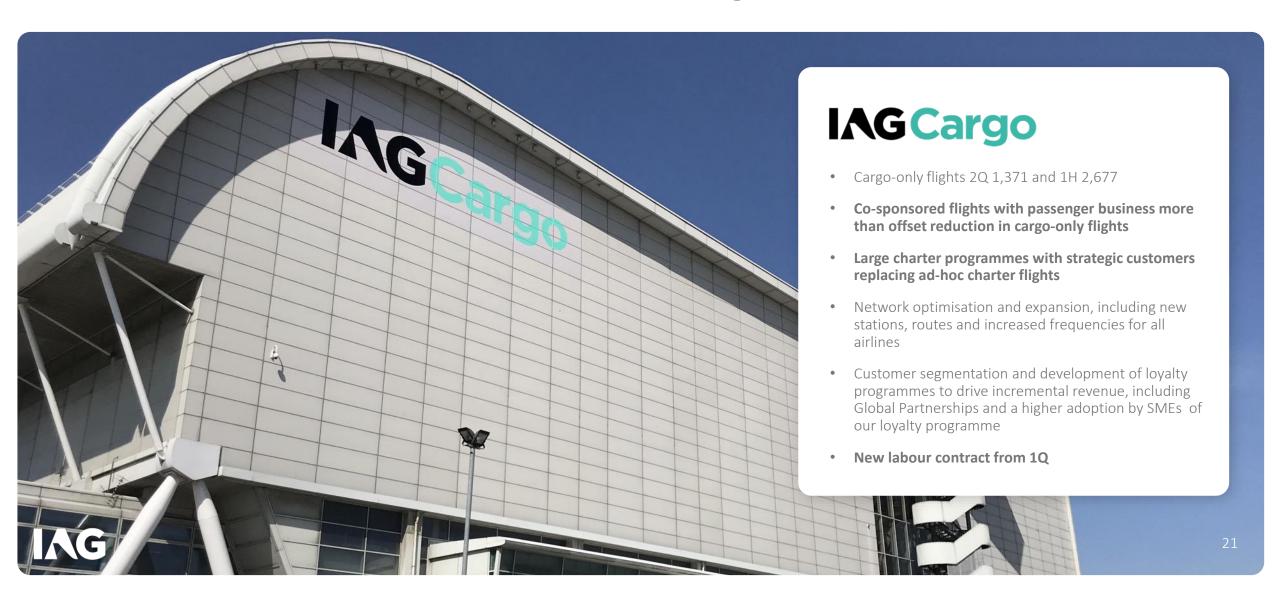
BRITISH AIRWAYS

- Repositioning the network to adapt to changes in restrictions (e.g. US/Canada to/from Europe and West Africa, UK to Caribbean)
- Planning to ramp-up from 150 flights per day in early June to 340 in late August; Terminal 3 expected to re-open by end of Q3
- Shorthaul peak summer holiday schedule larger than in summer 2019
- Maximising use of furlough (18,000 UK employees)
- Overseas headcount restructuring
- Several key maintenance and supplier contracts converted from fixed to variable cost
- Digital initiatives: VeriFLY/Right to Fly/Digital Heat Map to reduce customer transaction times and enhance customer confidence









Management taking significant actions to address individual challenges

IAG Loyalty

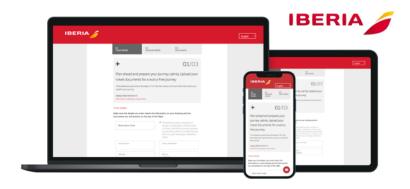
- Profitable and cash generative throughout the pandemic (customers still spending on non-airline partners)
- Customer spend on UK co-branded credit card higher in June than 2019 due to more customers and growth in goods and services spend
- Successful launch with new partners Barclays Premier, Sainsbury's/Nectar and Santander
- Significant customer enhancements e.g. doubling number of Guaranteed Avios Reward Seats on BA and Iberia flights
- New Avios collection partnerships to be announced in 2H21 in UK and Spain – e.g. BPme Rewards in UK



DIGITAL INITIATIVES

Accelerating digital initiatives to facilitate travel during and post COVID-19

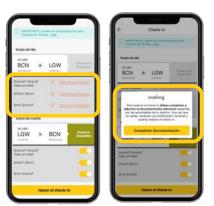
Digital solutions to reduce passenger airport processing time



VERIFLY



vueling









Digital heat maps to facilitate travel by destination



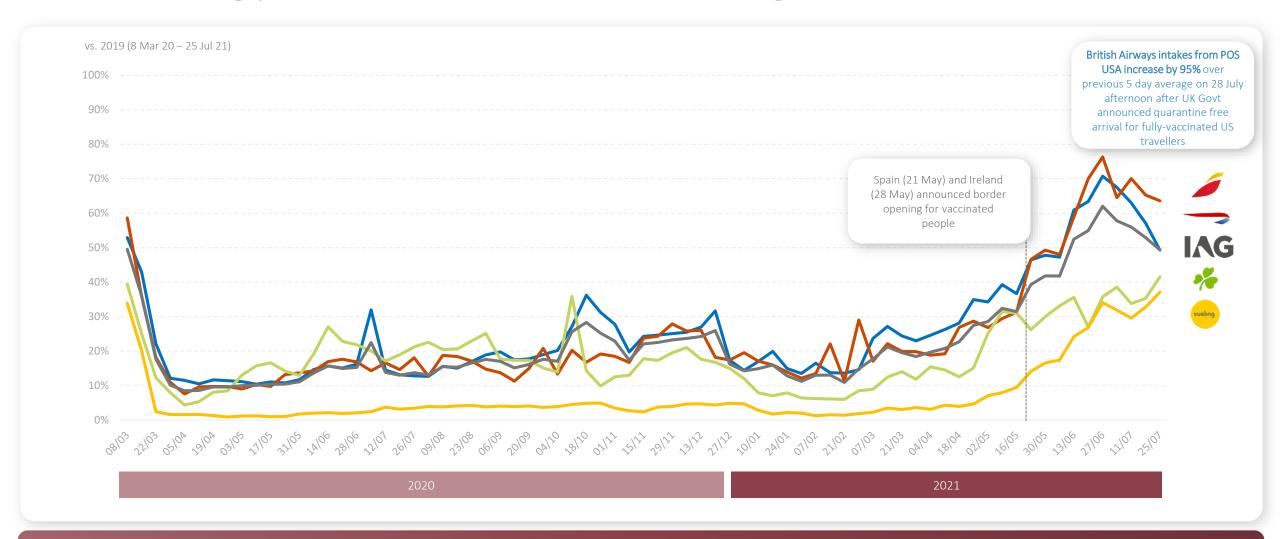
WEEKLY NEW PASSENGER BOOKING INTAKES

Widespread evidence of pent-up demand across regions



US POINT OF SALE WEEKLY NEW PASSENGER BOOKING INTAKES

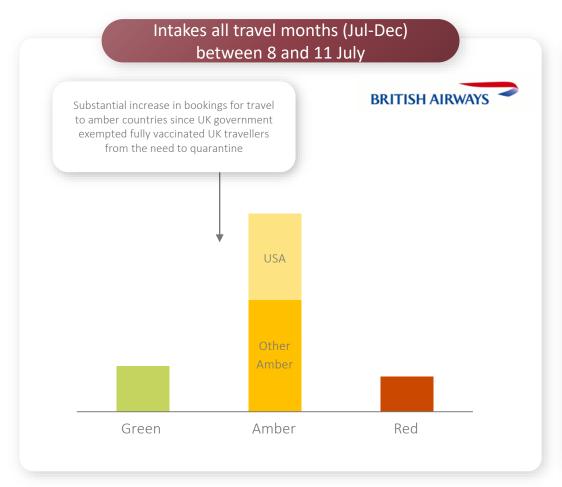
Strong point of sale USA demand following EU restriction removal

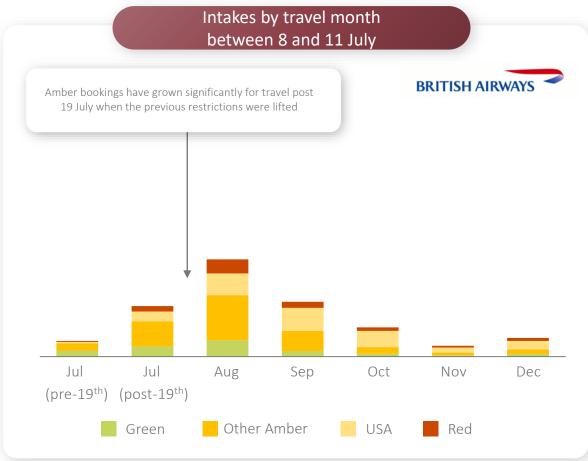




BRITISH AIRWAYS INTAKES

Amber list country bookings have grown since UK policy change announced







BRITISH AIRWAYS SUMMER 2021 SCHEDULE

BA shorthaul peak summer holiday schedule larger than in summer 2019





Reflects 29 "peak summer holiday" leisure routes where the reason for travel > 70% holiday (Source: CAA survey) as of 19 July



OPERATIONAL READINESS

Ready to operate up to a maximum of c.75% capacity by 4Q 2021



Aircraft readiness

- Longhaul:
 - 5% fewer aircraft than 2019 (and smaller A321LR)
 - 82% operationally ready
- Shorthaul:
 - 15% fewer aircraft than 2019
 - 83% operationally ready

Crew readiness

- Pilots: Due to low level of flying 82% ready to fly. Pace of ramp up to maximum operations constrained due to training requirement, particularly on widebody.
- Cabin crew: Enough to fly current capacity plan including peak maximum







- Longhaul:
 - 18% fewer aircraft than 2019 (and smaller)
 - 92% of fleet operationally ready
- Shorthaul:
 - Similar number of aircraft to 2019
 - 80% of fleet operationally ready

- Pilots: All ready to fly, but c.15% fewer than 2019
- Cabin crew: Ready to fly up to maximum capacity, but c.30% fewer than 2019





- Longhaul:
 - 18% fewer aircraft than 2019
 - 100% operationally ready
- Shorthaul:
 - 15% fewer aircraft than 2019
 - 100% operationally ready

- Pilots: All ready to fly
- Cabin crew: All ready to fly





- Shorthaul:
 - 100% operationally ready*
 - 12% fewer aircraft than 2019

- Pilots: All ready to fly
- Cabin crew: Enough to fly current capacity plan and building a pool of cabin crew large enough to fly 100% of 2019



 ${\bf *Permanently\ grounded\ aircraft\ excluded.\ Maximum\ capacity\ for\ Vueling\ requires\ re-activation\ of\ previously\ grounded\ aircraft\ excluded\ ex$



Continuing to lead the airline industry on tackling climate change



IAG upgraded by the CDP (Carbon Disclosure Project) to A- in recognition of our carbon management strategy. IAG is the only European airline group that has been awarded this top grade



Iberia and Repsol agreement that includes development of Sustainable Aviation Fuels (SAF), production of electricity and renewable hydrogen to decarbonise Iberia's ground vehicles and development of more sustainable buildings and facilities using artificial intelligence



British Airways launch of two sustainabilitylinked financings:

- UK Export Finance loan
- First ever sustainability-linked EETC (coupon steps up by 25bps after 5 years if carbon efficiency target is not reached by the end of 2025)



British Airways and partners shortlisted for UK government funding for four ground-breaking projects to decarbonise aviation:

- Velocys Altalto project to build a commercial waste-to-SAF plant
- LanzaJet and Nova Pangaea collaboration, to convert waste wood into alcohol and then into SAF
- LanzaTech project to capture carbon dioxide from the atmosphere and convert it into SAF
- LanzaJet project to produce SAF from waste and industrial gases



OUTLOOK

Confident of a meaningful recovery in demand



In the short term our focus is on ensuring operational readiness for a recovery in demand

- Group capacity expected to be c.45% of 2019 levels in 3Q but significantly higher than c.20% in 1H 2021
- Iberia and Vueling capacity in 3Q above Group average at c.70%
- Operationally ready to fly up to c.75% of 2019 capacity in 4Q to take advantage of a later summer leisure season



Some positive government actions to reduce travel restrictions

- UK (17 May) and Ireland (19 July) have lifted bans on non-essential travel
- EU is open for fully vaccinated US travellers
- Increasingly fully vaccinated travellers allowed without the need to quarantine/test
- Good progress with health digital passes (e.g. UK NHS app and EU Digital COVID Certificate) and integrated with passenger locator forms



More government action required to enable travel

- Travel corridors where vaccination roll-out has been successful (e.g. US/UK and US/EU)
- Harmonisation of restrictions across Europe (EU, UK) and consistent criteria to determine Green/Amber/Red countries
- Further extension of furlough programmes



CONCLUSIONS

Set to emerge from COVID-19 in a stronger competitive position



Significant improvement in operating cash flow in 2Q vs previous quarters



Liquidity is strong



IAG and its airlines have devoted significant resources to ensure that when demand returns we are able to capitalise



We have accelerated the digitisation of our business



There is widespread pent-up demand when restrictions are lifted



We are preparing the business so we can emerge stronger and more competitive in a structurally changed industry



We continue leading the industry's efforts to make flying sustainable



APPENDICES



GOVERNMENT ACTIONS REQUIRED TO OPEN TRAVEL

Some progress on governments actions but more needed

Enabler	Required actions	Progress
Legal barriers	 Harmonised EU roadmap to air travel re-start Ending of penalties in UK and Ireland for non-essential travel Repeal of US entry ban for UK, Schengen and Ireland citizens 	 Coordinated approach to restriction of free movement within the EU/external arrivals required UK and Ireland travel ban lifted All UK/EU entry to US still banned
Traffic Light systems	 Harmonised across Europe (EU, UK) Consistent criteria to determine Green, Amber, Red countries Travel corridors between Green countries/regions (e.g. UK/US) Islands and regions to be treated on their own merits not the national classification Official travel advice to align with traffic light tiers 	 Not harmonised; individual approaches still taken Despite EU published criteria, individual countries still applying their own rules; no clarity on UK criteria No mutual agreements in place with the UK Yes for UK (e.g. Balearic Islands 24 June to 19 July) Not fully implemented (e.g. France and Italy)
Testing	 Testing to replace quarantines More affordable, simpler (lateral flow replacing PCR), faster and proportionate Vaccinated travellers to travel without quarantine Unvaccinated travellers to travel with testing 	 Some quarantines still in place, as well as testing requirements on top, although increasingly vaccinated passengers exempt Lateral flow becoming industry standards vs PCR, but IAG home countries still require PCR Increasingly countries are allowing vaccinated passengers to be exempt from quarantine (no quarantine in Spain; vaccinated passengers no quarantine in Ireland or in UK if arriving from lower risk, "amber"/green" countries) Quarantines remain for many countries
Airports and Borders	 Re-opening of e-gates Improved border control resourcing and processes to handle volume recovery 	 Reopened and integrated with the passenger locator form in the UK and in Spain UK Border Force delays reduced due sampling of health credentials instead of 100% compliance checks, resources vulnerable to "pingdemic"
Digital passes	 Vaccination and testing certificates captured in industry apps Passenger locator apps integrated with border control and industry apps Global agreement on a digital standard for testing and vaccination documentation 	 Good progress with industry apps and airline systems on testing certificates, but issues with standardisation/authenticity of original certificate remain. EU Digital COVID Certificate agreed in June but multiple approaches to its implementation Yes in some countries (e.g. UK, Spain) No progress globally, UK-EU app standards based on same architecture making implementation simple when policy is agreed



Net loss of c.€1.0bn in the second quarter

€m	2Q 2021	2Q 2020
Operating result (pre exceptional)	-1,045	-1,370
Exceptional items	78	-812
Operating result (post exceptional)	-967	-2,182
Net finance costs	-185	-179
Net financing (charge)/credit relating to pensions	2	5
Net currency retranslation (charges)/credits	0	20
Other non-operating credits/ (charges)	30	10
Result before tax (post exceptional)	-1,120	-2,326
Tax	139	201
Result after tax (post exceptional)	-981	-2,125



GROUP PERFORMANCE

2Q 2021 traffic and capacity statistics

Group performance	2Q 2021	2Q 2020	Quarter vLY	2Q 2019	vLY
Passengers carried ('000s)	5,468	508	+976.4%	31,504	-82.6%
Domestic (UK & Spain)	2,934	254	+1055.1%	7,454	-60.6%
Europe	1,779	147	+1110.2%	16,906	-89.5%
North America	169	51	+231.4%	3,487	-95.2%
Latin America & Caribbean	357	17	+2000.0%	1,539	-76.8%
Africa & Middle East	201	7	+2771.4%	1,480	-86.4%
Asia & Pacific	28	32	-12.5%	638	-95.6%
Revenue passenger km (m)	9,969	1,155	+763.1%	74,806	-86.7%
Domestic (UK & Spain)	2,394	225	+964.0%	5,371	-55.4%
Europe	2,253	143	+1475.5%	19,917	-88.7%
North America	1,085	322	+237.0%	22,948	-95.3%
Latin America & Caribbean	2,973	160	+1758.1%	12,738	-76.7%
Africa & Middle East	991	47	+2008.5%	7,721	-87.2%
Asia & Pacific	273	258	+5.8%	6,111	-95.5%
Available seat km (m)	19,245	4,103	+369.0%	88,008	-78.1%
Domestic (UK & Spain)	3,496	487	+617.9%	6,106	-42.7%
Europe	3,847	372	+934.1%	24,082	-84.0%
North America	4,037	2,210	+82.7%	26,599	-84.8%
Latin America & Caribbean	5,341	285	+1774.0%	14,778	-63.9%
Africa & Middle East	1,841	62	+2869.4%	9,295	-80.2%
Asia & Pacific	683	687	-0.6%	7,148	-90.4%
Passenger load factor (%)	51.8	28.2	+23.6 pts	85.0	-33.2 pts
Domestic (UK & Spain)	68.5	46.2	+22.3 pts	88.0	-19.5 pts
Europe	58.6	38.4	+20.2 pts	82.7	-24.1 pts
North America	26.9	14.6	+12.3 pts	86.3	-59.4 pts
Latin America & Caribbean	55.7	56.1	-0.6 pts	86.2	-30.6 pts
Africa & Middle East	53.8	75.8	-22.0 pts	83.1	-29.3 pts
Asia & Pacific	40.0	37.6	+2.4 pts	85.5	-45.5 pts
Cargo tonne km (m)	999	578	+72.8%	1,409	-29.1%



AIRLINE PERFORMANCE

2Q 2021 traffic and capacity statistics

Danfannaan aa law ainlin a		Quarter			
Performance by airline	2Q 2021	2Q 2020	vLY	2Q 2019	VLY
AerLingus 🐇					
Passengers carried ('000s)	143	60	+138.3%	3,255	-95.6%
Revenue passenger km (m)	190	77	+146.8%	6,996	-97.3%
Available seat km (m)	919	836	+9.9%	8,394	-89.1%
Passenger load factor (%)	20.7	9.2	+11.5 pts	83.3	-62.6 pts
Cargo tonne km (m)	23	52	-55.8%	43	-46.5%
BRITISH AIRWAYS					
Passengers carried ('000s)	967	180	+437.2%	12,643	-92.4%
Revenue passenger km (m)	2,743	665	+312.5%	40,768	-93.3%
Available seat km (m)	6,800	2,407	+182.5%	48,337	-85.9%
Passenger load factor (%)	40.3	27.6	+12.7 pts	84.3	-44.0 pts
Cargo tonne km (m)	763	492	+55.1%	1,083	-29.5%
IBERIA 🊄					
Passengers carried ('000s)	1,862	106	+1,656.6%	5,697	-67.3%
Revenue passenger km (m)	4,547	268	+1,596.6%	16,057	-71.7%
Available seat km (m)	8,003	544	+1,371.1%	18,379	-56.5%
Passenger load factor (%)	56.8	49.3	+7.5 pts	87.4	-30.6 pts
Cargo tonne km (m)	211	34	+520.6%	283	-25.4%
LEVEL					
Passengers carried ('000s)	15	1	+1,400.0%	484	-96.9%
Revenue passenger km (m)	165	5	+3,200.0%	1,872	-91.2%
Available seat km (m)	96	7	+1,271.4%	2,257	-95.7%
Passenger load factor (%)	171.9	71.4	+100.5 pts	82.9	+90.0 pts
Cargo tonne km (m)	2	0	·	0	
vueling					
Passengers carried ('000s)	2,481	161	+1,441.0%	9,425	-73.7%
Revenue passenger km (m)	2,324	140	+1,560.0%	9,113	-74.5%
Available seat km (m)	3,427	309	+1,009.1%	10,641	-67.8%
Passenger load factor (%)	67.8	45.3	+22.5 pts	85.6	-17.8 pts
Cargo tonne km (m)	n/a	n/a	n/a	n/a	n/a
	•	•	•	•	· · · · · · · · · · · · · · · · · · ·



DISCLAIMER

Forward-looking statements:

Certain statements included in this announcement are forward-looking. These statements can be identified by the fact that they do not relate only to historical or current facts. By their nature, they involve risk and uncertainties because they relate to events and depend on circumstances that will occur in the future. Actual results could differ materially from those expressed or implied by such forward-looking statements.

Forward-looking statements often use words such as "expects", "may", "will", "could", "intends", "predicts", "envisages" or "anticipates" or other words of similar meaning. They include, without limitation, any and all projections relating to the results of operations and financial conditions of International Consolidated Airlines Group, S.A. and its subsidiary undertakings from time to time (the 'Group'), as well as plans and objectives for future operations, expected future revenues, financing plans, expected expenditure and divestments relating to the Group and discussions of the Group's business plan. All forward-looking statements in this announcement are based upon information known to the Group on the date of this announcement and speak as of the date of this announcement. Other than in accordance with its legal or regulatory obligations, the Group does not undertake to update or revise any forward-looking statement to reflect any changes in events, conditions or circumstances on which any such statement is based.

Actual results may differ from those expressed or implied in the forward-looking statements in this announcement as a result of any number of known and unknown risks, uncertainties and other factors, including, but not limited to, the effects of the COVID-19 pandemic and uncertainties about its impact and duration, many of which are difficult to predict and are generally beyond the control of the Group, and it is not reasonably possible to itemise each item. Accordingly, readers of this announcement are cautioned against relying on forward-looking statements. Further information on the primary risks of the business and the Group's risk management process is set out in the Risk management and principal risk factors section in the Annual Report and Accounts 2020; these documents are available on www.iairgroup.com. All forward-looking statements made on or after the date of this announcement and attributable to IAG are expressly qualified in their entirety by the primary risks set out in that section. Many of these risks are, and will be, exacerbated by the COVID-19 pandemic and any further disruption to the global airline industry and economic environment as a result.

