



VIVA AEROBUS 1Q 2022 EARNINGS RELEASE

Strong top-line growth of 104%, along with efficient cost management, resulted in an EBITDAR increase of 202%

Mexico City, May 2nd, 2022 - Grupo Viva Aerobus, S.A. de C.V. ("Grupo Viva"), the parent company of Aeroenlaces Nacionales S.A. de C.V. ("Viva Aerobus"), announced today its first quarter 2022 financial results. For the comparative analysis of 2022 financial results, 2021 figures will be used as a comparison base since these surpassed those of 2019, with passengers increasing 27%, according to the Mexican Federal Civil Aviation Agency ("AFAC").

1Q22 MXN Million ¹	1Q 2022	1Q 2021	% Var
Financial Highlights			
Total Operating Revenue	5,313	2,604	104.0%
Operating Profit (Loss) (EBIT)	-469	-733	-36.0%
EBIT margin	-8.8%	-28.2%	19.3pp
EBITDAR	813	269	202.4%
EBITDAR margin	15.3%	10.3%	5.0pp
Operational Highlights			
ASMs (millions)	3,762	2,334	61.2%
TRASM (cents)	141.2	111.6	26.5%
CASM (cents)	153.7	143.0	7.5%
CASM ex-fuel (cents)	90.2	101.5	-11.1%
Load Factor (%)	83.3%	78.2%	5.1pp
Booked passengers (thousands)	4,254	2,568	65.7%

(1) Figures in MXN unless otherwise stated

Juan Carlos Zuazua, Chief Executive Officer, commented:

"Our first quarter performance reflects our relentless focus on maintaining a disciplined approach towards capacity, effective revenue management initiatives to respond to rapid changing macroeconomic trends, and the flexibility of our ultra low-cost business model. Successfully navigating through the Omicron variant and the highest Jet Fuel prices since 2008 observed during March. We managed to adjust capacity in the mid-single digits versus our initial plan, recover load factors by 5.1pp to 83%, and increase unit revenues (TRASM) by 27%, offsetting the 84% increase in fuel costs compared to 1Q 2021. We relied on our young, modern and fuel-efficient fleet, with a high composition of NEO's (51%), higher gauge A321's (30%), and an average age of 5.2 years. Additionally, our high-density configuration of 199 average seats per aircraft allowed us to reduce unitary costs.

On the demand side, strong trends continued, as the Omicron variant impact in Mexico was phased out rapidly. Therefore, we moved more than 4.2 million passengers in the quarter, a 66% increase compared to 1Q 2021 and 77% compared to 1Q 2019 pre-covid levels, growing our market share in both domestic and international. During the quarter, we launched new routes such as Cancun-Medellin, Medellin-Mexico City and Mexico City-Nuevo Laredo, and started operations in the Felipe Angeles airport (NLU). As a result, our revenues increased 104% to Mx\$5,313 million compared to 1Q 2021, reflecting a higher TRASM of Mx¢141.2 (US¢6.9) cents, while maintaining one of the lowest CASM ex-fuels in the industry of Mx¢90.2 (US¢4.4) cents. Significantly improving our EBITDAR generation by more than double to Mx\$813 million, with margins increasing 5.0 percentage points to 15.3%. Furthermore, we ended the quarter with a strong cash position of Mx\$8,728 million, equivalent to 38% of LTM revenues, with a net leverage of 2.5x.

Moreover, we secured financing for the rest of our orderbook ending in 2026 with two pre-delivery payments ("PDP") facilities, ensuring our ability to capture growing demand. Going forward, it will be important to remain focused and disciplined towards preserving profitability and a strong cash position. We expect to continue to navigate through the short-term challenges, while fulfilling our vision of being the leading ultra-low cost, most preferred, most fun and most profitable airline in the Americas."



1Q22 Highlights

MXN Million ¹	1Q 2022 (USD)*	1Q 2022	1Q 2021	% Var
Total Operating Revenue	265.7	5,313	2,604	104.0%
TRASM (cents)	6.9	141.2	111.6	26.5%
ASMs (millions)	-	3,762	2,334	61.2%
Load Factor (%)	-	83.3%	78.2%	5.1pp
Total Operating Expenses	289.2	5,782	3,337	73.3%
CASM (cents)	7.5	153.7	143.0	7.5%
CASM ex-fuel (cents)	4.4	90.2	101.5	-11.1%
CASM fuel (cents)	3.1	63.5	41.5	53.0%
Operating Profit (Loss) (EBIT)	-23.5	-469	-733	-36.0%
EBIT margin	-8.8%	-8.8%	-28.2%	19.3pp
Net Income (Loss)	-30.0	-600	-529	13.4%
EBITDAR	40.7	813	269	202.4%
EBITDAR margin	15.3%	15.3%	10.3%	5.0pp

*Amounts in USD were converted from MXN using the end of period exchange rate and are disclosed for informational purposes only.

(1) Figures in MXN unless otherwise stated

Total Operating Revenues increased 104.0% to Mx\$5,313 million, reflecting higher unit revenues per passenger, load factor recovery and capacity growth. These figures were mainly driven by strong growth in fare and ancillary revenue, with TRASM increasing 26.5% to Mx\$141.2 (US\$6.9) cents and ASMs growing 61.2%.

During the quarter, Viva's total passengers increased 65.7% to 4.3 million, reflecting higher demand in domestic and international markets. Fare and ancillary revenues per passenger increased 45.2% to Mx\$673 and 4.6% to Mx\$576, respectively, compared to 1Q 2021, with ancillary revenues representing 46.1% of total revenues.

Total Operating Expenses increased 73.3% to Mx\$5,782 million, mainly driven by an increase in capacity of 61.2% in ASMs and a higher jet fuel consumption, impacted by an increase of 84% in jet fuel prices.

CASM ex-fuel decreased 11.1% to Mx\$90.2 (US\$4.4) cents, reflecting higher utilization and gauge, and strict operational and administrative cost controls.

Operating Loss improved 36.0% compared to 1Q 2021, reaching a Mx\$469 million loss, reflecting higher unit revenues and a disciplined approach in costs. Operating margin also improved 19.3 percentage points.

Net Loss increased 13.4% compared to 1Q 2021, reaching a Mx\$600 million loss, reflecting higher interest expense.



Financial Debt

MXN Millions	Mar 2022 (USD)*	Mar 2022	Dec 2021	% Var
Total Debt	316	6,309	6,197	1.8%
Lease Liabilities	1,153	23,054	23,075	-0.1%
Total Adj. Debt	1,469	29,363	29,272	0.3%
Cash & Cash Equivalents	437	8,728	8,966	-2.6%
Net Adj. Debt**	1,032	20,635	20,307	1.6%
Net Adj. Debt / LTM EBITDAR	2.5x	2.5x	2.6x	
Cash / LTM Total Operating Revenue	38.0%	38.0%	44.2%	-6.2pp

*Amounts in USD were converted from MXN using the end of period exchange rate and are disclosed for informational purposes only.

**Net Adj. Debt: Total Debt (including lease liabilities) - Cash (including Restricted Cash)

Total Adj. Debt was Mx\$29,363 million in 1Q 2022, reflecting Mx\$6,309 million of financial debt and Mx\$23,054 million of lease liabilities. Also, we have secured PDP financing for the rest of our orderbook ending in 2026 with two facilities.

Total Cash and Cash Equivalents was Mx\$8,728 million in 1Q 2022, representing 38.0% of LTM revenues, with a net leverage of 2.5x.

Fleet

Aircraft	Mar 2022	Dec 2021	Mar 2021
Airbus 320ceo	20	20	20
Airbus 320neo	20	20	20
Airbus 321ceo	8	8	0
Airbus 321neo	9	7	4
Total Fleet	57	55	44

During 1Q 2022, we added 2 aircraft (2 Airbus 321neo) on a sequential basis and 13 aircraft (8 Airbus 321ceo and 5 Airbus 321neo) compared to 1Q 2021. Our fleet comprises 20 Airbus 320ceo, 20 Airbus 320neo, 8 Airbus 321ceo and 9 Airbus 321neo, averaging an age of 5.2 years for 1Q 2022, making it one of the youngest fleets in North America.

Hedging

As of March 31, 2022, Viva has Jet Fuel and FX hedging to mitigate volatility and price shifts of both variables. We have hedged 11% of our expected jet fuel consumption for the rest of the year and, as for FX, our hedging is equivalent to 42% of our USD expected expenditures for the rest of the year.



Investor Relations Contact: Ernesto Hernández / Marcelo González / ir@vivaerobus.com

Media Relations Contact: Walfred Castro / walfred.castro@vivaerobus.com

Forward-looking Statements

This earnings release includes forward-looking statements. Viva Aerobus has based these forward-looking statements largely on its current expectations and projections about future events and financial trends affecting the financial condition of Viva Aerobus' business. Forward-looking statements should not be read as a guarantee or assurance of future performance or results and will not necessarily be accurate indications of the times at, or by, which such performance or results will be achieved. Forward-looking statements are based on information available at the time those statements are made and/or management's good faith belief as of that time with respect to future events and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in or suggested by the forward-looking statements. Important factors that could cause such differences include, but are not limited to, the competitive environment in Viva Aerobus' industry, including those arising from non-air travel substitutes; ability to respond to global health crises, such as the ongoing COVID-19 pandemic, as well as the potential outbreak of other diseases and pandemics; ability to keep cost low, consistent with our ultra-low-cost carrier ("ULCC") model; changes in Viva Aerobus' fuel cost, the effectiveness of Viva Aerobus' fuel cost, hedges and Viva Aerobus' ability to hedge fuel costs through options, swaps and other financial instruments; the impact of Mexican and worldwide economic conditions on customer travel behavior; actual or threatened terrorist attacks, global instability and potential U.S. military actions or activities; ability to generate non-ticket revenues; external conditions, including weather conditions and natural disasters; air traffic congestion, weather conditions, outbreak of disease and a further outbreak or escalation of COVID-19 or any related/mutated form of COVID-19; ability to maintain slots in the airports that we operate and service provided by airport operators; ability to operate at new airports on terms that are consistent with our business strategy and ULCC model; the ability of Viva Aerobus and Allegiant to obtain regulatory approval from all requisite regulators in order to realize the potential benefits of the alliance, labor disputes, employee strikes and other labor-related disruptions, including in connection with our negotiations with our union; loss of any of our key personnel and ability to attract and retain qualified personnel; aircraft-related fixed obligations; dependence on cash balances and operating cash flows; aircraft maintenance costs; reliance on automated systems and the risks associated with changes made to those systems; use of personal data and the effect of potential data privacy breaches and cyber-attacks; government regulation, changes in laws and interpretation and supervision of compliance thereof and ability to comply with applicable law; maintaining and renewing permits and concessions; Viva Aerobus' ability to execute Viva Aerobus' growth strategy; operational disruptions; Viva Aerobus' indebtedness; Viva Aerobus' liquidity; Viva Aerobus' reliance on third-party vendors and partners; reliance on a single jet fuel provider in Mexico; an aircraft accident or incident; aircraft and engine suppliers; changes in the Mexican market; insurance costs; and costs to comply with environmental regulations; and currency fluctuations, especially the devaluation and depreciation of the Mexican peso.

In addition, in this press release, the words "believe", "may", "estimate", "continue", "anticipate", "intend", "expect", "will", "predict", "potential" and similar expressions, as they relate to Viva Aerobus, its business and its management, are intended to identify forward-looking statements. In light of these risks and uncertainties, the forward-looking events and circumstances discussed in this press release may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. All forward-looking statements attributable to Viva Aerobus or persons acting on its behalf are expressly qualified in their entirety by the cautionary statements set forth above. Forward-looking statements speak only as of the date of this press release. You should not put undue reliance on any forward-looking statements. Viva Aerobus assumes no obligation to update forward-looking statements to reflect actual results, changes in assumptions or changes in other factors affecting forward-looking information, except to the extent required by applicable law. If Viva Aerobus updates one or more forward-looking statements, no inference should be drawn that Viva Aerobus will make additional updates with respect to those or other forward-looking statements.



Glossary

ASMs: Stands for "available seat miles" and represents the number of seats available for passengers multiplied by the number of miles.

Average aircraft utilization is calculated by **block hours per aircraft per day**, meaning the total number of block hours divided by the average operating fleet and divided by the number of days in the period.

CASM: Stands for "cost per available seat mile" and represents total operating expenses divided by available seat miles (ASMs).

CASM ex-fuel: Represents total operating expenses excluding fuel expense divided by available seat miles (ASMs).

EBITDA: Stands for "Earnings before interest, taxes, depreciation and amortization" and it is calculated as consolidated Net Income (loss) for the year adding back income taxes, financial income and financial costs and depreciation and amortization. Financial income includes interest income on cash and cash equivalents, interest paid by related parties and exchange gains. Financial costs include interest expense on financial liabilities, interest on lease liabilities, valuation of financial instruments and exchange loss. EBITDA is a non-International Financial Reporting Standards ("IFRS") financial measure. A non-IFRS financial measure is generally defined as one that purports to measure financial performance but excludes amounts that would not be so adjusted in the most comparable IFRS measure.

EBITDAR: Stands for "Earnings before interest, taxes, depreciation, amortization and rent expense" and it is calculated as consolidated net income (loss) for the year adding back income taxes, financial income and financial costs, depreciation and amortization, and leases. EBITDAR is a non-IFRS financial measure, as defined above.

Load Factor: Represents the number of miles flown by passenger (RPMs) divided by available seat miles (ASMs) and expressed as a percentage.

TRASM: Stands for "total operating revenue per available seat mile" and represents our total operating revenue divided by our total available seat miles.

RPMs: Stands for "revenue passenger miles" and represents the number of miles flown by passengers.

Starting on January 1, 2020, the Company determined the US Dollar (USD) as its functional currency.

The Company, for the first quarter 2021 financial statements, recorded the following immaterial adjustments and reclassifications: 1) Some intangible assets were previously classified as prepaid expenses, with no implication to the sum of total assets, which remain the same; 2) Re-delivery provisions were previously included in lease liabilities, with no implication to the sum of total liabilities, which remain the same; and 3) EPS calculation was completed on a retrospective basis due to a stock split.



Financial and Operational Indicators

Financial and Operational Indicators

Grupo Viva Aerobus, S.A. de C.V. and Subsidiaries

Three-month period ended March 31, 2022 and 2021

(Financial Information in Thousands of Mexican Pesos, unless otherwise stated)

Financial and Operational Indicators	1Q 2022 (USD)*	1Q 2022	1Q 2021	% Var
Total operating revenue	265,740	5,313,259	2,604,010	104.0%
EBITDAR	40,678	813,338	268,994	202.4%
EBITDAR margin	15.3%	15.3%	10.3%	5.0pp
EBITDA	22,258	445,046	-38,135	N/A
EBITDA margin	8.4%	8.4%	-1.5%	9.8pp
Traffic metrics				
ASMs (millions)		3,762	2,334	61.2%
Domestic		3,014	2,093	44.0%
International		749	241	210.8%
RPMs (millions)		3,133	1,824	71.8%
Domestic		2,592	1,660	56.1%
International		540	165	227.3%
Load Factor (%)		83.3%	78.2%	5.1pp
Domestic		86.0%	79.3%	6.7pp
International		72.2%	68.3%	3.9pp
Booked Passengers (thousands)		4,254	2,568	65.7%
Domestic		3,744	2,368	58.1%
International		511	200	155.5%
Operating metrics				
TRASM (cents)	6.9	141.2	111.6	26.5%
CASM (cents)	7.5	153.7	143.0	7.5%
CASM ex-fuel (cents)	4.4	90.2	101.5	-11.1%
CASM fuel (cents)	3.1	63.5	41.5	53.0%
Fare per Passenger	32.8	673.0	463.6	45.2%
Ancillary per Passenger	28.1	575.9	550.5	4.6%
Total Revenue per Passenger	60.8	1,248.9	1,014.1	23.2%
Average Stage Length (miles)		730	684	6.7%
Sectors		26,007	17,688	47.0%
Block Hours		53,985	34,283	57.5%
Average Aircraft Utilization (Block Hours)		12.3	10.6	16.0%
Fuel gallons consumed (millions)		39.1	24.2	61.6%
Macro figures				
Average Jet Fuel ¹ (US\$/gal)		2.89	1.57	84.1%
Average exchange rate ² (US\$/MX\$)		20.5	20.3	1.0%
EoP exchange rate ² (US\$/MX\$)		20.0	20.6	-2.9%

*Amounts in USD for financial figures were converted from MXN using the end of period exchange rate and are disclosed for informational purposes only

(1) Bloomberg - JETIGCPR Index

(2) Banxico



Financial Statements

Income Statement

Grupo Viva Aerobus, S.A. de C.V. and Subsidiaries
Consolidated Statement of Comprehensive Income

Three-month period ended March 31, 2022 and 2021

(Thousands of Mexican Pesos)

MXN Thousand (unaudited) ¹	1Q 2022 (USD)*	1Q 2022	1Q 2021	% Var
Passenger revenue	143,203	2,863,236	1,190,441	140.5%
Ancillary revenue	122,537	2,450,023	1,413,569	73.3%
Total operating revenue	265,740	5,313,259	2,604,010	104.0%
Other income	-1,120	-22,391	-11,445	95.6%
Fuel	119,543	2,390,172	968,899	146.7%
Depreciation and amortization	45,721	914,160	695,055	31.5%
Landing, takeoff and navigation expenses	37,008	739,943	343,028	115.7%
Selling, administrative & advertising expenses	23,764	475,137	341,945	39.0%
Wages, salaries, and other benefits	33,286	665,518	433,660	53.5%
Maintenance	12,503	249,979	199,249	25.5%
Leases	18,420	368,292	307,129	19.9%
Other expenses	78	1,563	59,680	-97.4%
Total operating expenses	289,203	5,782,373	3,337,200	73.3%
Operating profit (loss)	-23,463	-469,114	-733,190	-36.0%
EBIT Margin	-8.8%	-8.8%	-28.2%	19.3pp
Financial Income	4,367	87,318	340,595	-74.4%
Financial costs	-23,760	-475,069	-344,758	37.8%
Total finance costs, net	-19,393	-387,751	-4,163	9214.2%
Income (loss) before income tax	-42,856	-856,865	-737,353	16.2%
EBT Margin	-16.1%	-16.1%	-28.3%	12.2pp
Income tax	-12,863	-257,185	-208,742	23.2%
Net income (loss)	-29,993	-599,680	-528,611	13.4%

*Amounts in USD were converted from MXN using the end of period exchange rate and are disclosed for informational purposes only

(1) Our consolidated financial statements for the three months ended March 31, 2022 are not yet available. These figures are preliminary, based on the information available to us as of the date of this earnings release, and are subject to change. Our actual results may vary from these estimated preliminary results presented here due to the completion of our financial closing procedures, final adjustments and other developments that may arise between now and the time the financial results and the review procedures for the three months ended March 31, 2022 are finalized.



Balance Sheet

Grupo Viva Aerobus, S.A. de C.V. and Subsidiaries
Consolidated Statement of Financial Position
As of March 31, 2022 and December 31, 2021
(Thousands of Mexican Pesos)

MXN Thousand (unaudited) ¹	Mar 2022 (USD)*	Mar 2022	Dec 2021	% Var
Cash and cash equivalents	429,585	8,589,217	8,826,441	-2.7%
Derivative financial instruments	2,551	51,012	72,535	-29.7%
Accounts receivables and other	25,155	502,953	246,505	104.0%
Related parties	3,820	76,376	68,961	10.8%
Inventories	11,974	239,418	217,386	10.1%
Guarantee deposits and prepaid expenses	33,099	661,787	377,600	75.3%
Total current assets	506,184	10,120,763	9,809,428	3.2%
Restricted cash	6,966	139,276	139,313	0.0%
Related parties	132,473	2,648,688	2,595,839	2.0%
Derivative financial instruments	95	1,897	1,294	46.6%
Long-term advance payments for maintenance	43,375	867,255	857,633	1.1%
Operating equipment, furniture and equipment	67,280	1,345,204	1,380,529	-2.6%
Right of use assets	982,195	19,638,210	19,677,309	-0.2%
Intangible assets	7,645	152,849	160,618	-4.8%
Guarantee deposits and prepaid expenses	253,645	5,071,428	5,020,307	1.0%
Deferred income taxes	95,682	1,913,090	1,692,067	13.1%
Total assets	2,095,540	41,898,660	41,334,337	1.4%
Loans	94,245	1,884,345	1,761,967	6.9%
Derivative financial instruments	4,820	96,368	0	N/A
Lease liabilities	142,294	2,845,052	2,848,449	-0.1%
Trade accounts payable	75,426	1,508,074	1,666,609	-9.5%
Accrued liabilities	146,383	2,926,814	2,409,763	21.5%
Provisions	97,329	1,946,014	1,771,374	9.9%
Employee statutory profit sharing	9,711	194,160	194,160	0.0%
Related parties	177	3,543	3,866	-8.4%
Air traffic liability	115,022	2,299,767	1,816,598	26.6%
Advances for services	23,549	470,836	451,196	4.4%
Total current liabilities	708,956	14,174,973	12,923,982	9.7%
Loans	221,282	4,424,354	4,435,086	-0.2%
Lease liabilities	1,010,764	20,209,417	20,226,880	-0.1%
Derivative financial instruments	1,646	32,911	35,092	-6.2%
Advances for services	2,757	55,118	55,118	0.0%
Provisions	49,512	989,959	889,580	11.3%
Employee benefits	1,101	22,020	20,544	7.2%
Total liabilities	1,996,018	39,908,752	38,586,282	3.4%
Capital stock	49,181	983,327	983,327	0.0%
Legal reserve	3,009	60,153	60,153	0.0%
Compound instrument	8,277	165,499	164,328	0.7%
Share subscription reserve	-114	-2,279	-2,279	0.0%
Retained earnings (loss)	46,336	926,458	1,526,138	-39.3%
Other comprehensive income	-7,164	-143,250	16,388	N/A
Total equity attributable to controlling interest	99,525	1,989,908	2,748,055	-27.6%
Non-controlling interest	0	0	0	N/A
Total stockholders' equity	99,525	1,989,908	2,748,055	-27.6%
Total liabilities and stockholders' equity	2,095,543	41,898,660	41,334,337	1.4%

*Amounts in USD were converted from MXN using the end of period exchange rate and are disclosed for informational purposes only

(1) Our consolidated financial statements for the three months ended March 31, 2022 are not yet available. These figures are preliminary, based on the information available to us as of the date of this earnings release, and are subject to change. Our actual results may vary from these estimated preliminary results presented here due to the completion of our financial closing procedures, final adjustments and other developments that may arise between now and the time the financial results and the review procedures for the three months ended March 31, 2022 are finalized.



Cash Flow

Grupo Viva Aerobus, S.A. de C.V. and Subsidiaries
Consolidated Statement of Cash Flows
 Three-month period ended March 31, 2022 and 2021
 (Thousands of Mexican Pesos)

MXN Thousand (unaudited)¹	1Q 2022 (USD)*	1Q 2022	1Q 2021	% Var.
Cash flow from operating activities	40,939	818,533	868,991	-5.8%
Cash flow used in investing activities	-11,266	-225,258	-390,477	-42.3%
Cash flow used in financing activities	-43,894	-877,625	-349,237	151.3%
Effects of exchange rate fluctuations on cash and cash equivalents	2,357	47,126	13,805	241.4%
Increase (decrease) in cash and equivalents	-11,865	-237,224	143,082	N/A
Cash and cash equivalents at beginning of period	441,450	8,826,441	2,735,185	222.7%
Cash and cash equivalents at end of period	429,585	8,589,217	2,878,267	198.4%

**Amounts in USD were converted from MXN using the end of period exchange rate and are disclosed for informational purposes only*

(1) Our consolidated financial statements for the three months ended March 31, 2022 are not yet available. These figures are preliminary, based on the information available to us as of the date of this earnings release, and are subject to change. Our actual results may vary from these estimated preliminary results presented here due to the completion of our financial closing procedures, final adjustments and other developments that may arise between now and the time the financial results and the review procedures for the three months ended March 31, 2022 are finalized.

During 1Q22, lease payments amounted to Mx\$1,046 million, and are reflected in cash flow used in financing activities.