

Results – 1Q18



Linhas aéreas inteligentes

May 9, 2018



1Q18 Highlights

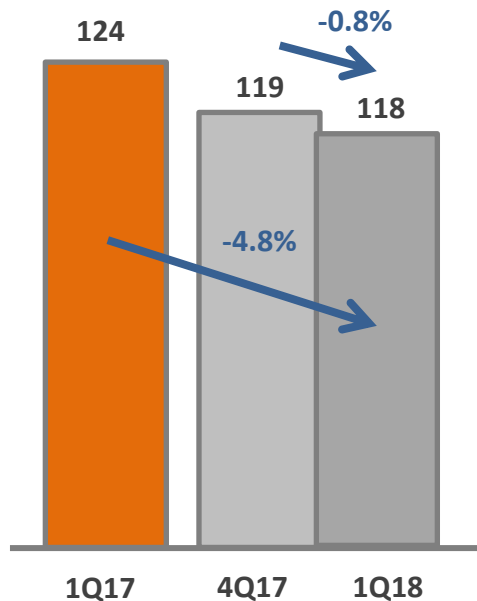
Indicators	1Q18	Var. x1Q17
Operating Income (R\$ MM)	504.3	+97.4%
Operating Margin	17.0%	+7.1 p.p.
ASK (BN)	12.4	+3.3%
Traffic (000)	8,362	+1.8%
RPK (BN)	10.0	+4.5%
Load Factor	80.4%	+0.8 p.p.
Yield (R\$ cents)	28.02	+10.3%
Pax Revenue (R\$ MM)	2,799	+15.2%
RASK (R\$ cents)	23.87	+10.7%
CASK (R\$ cents)	19.80	+1.9%

- Net operating revenues: R\$3.0 billion (+14.4% vs. 1Q17)
- Net Income: R\$147 million
- EPS: R\$0.42/share | US\$0.26/ADS
- Aircraft utilization: 12.9 block hours/day (+5.2% vs. 1Q17)
- Net Debt¹/LTM EBITDA: 2.5x

1. Excludes perpetual bonds,

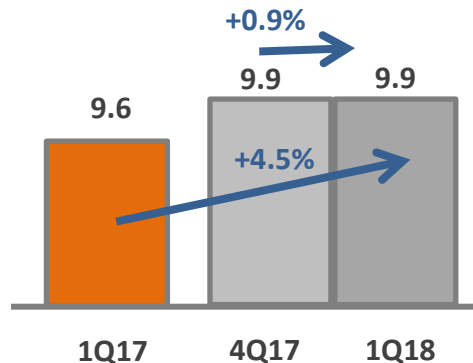
Capacity and Network

Number of Operating Aircraft (average)

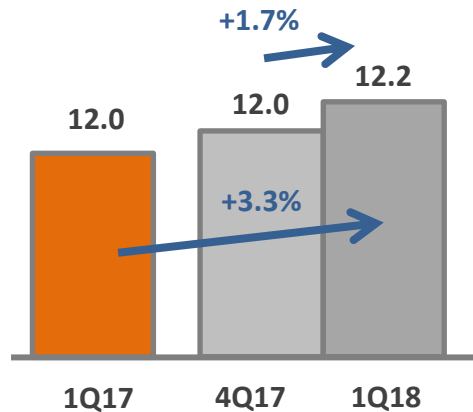


#NOVAGOL

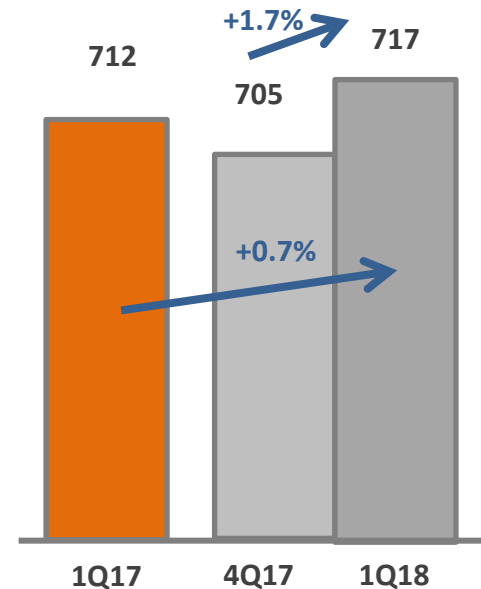
RPK (BN)



ASK (BN)



Flights/Day



Best in Class Operations & Customer Experience

Most on time Departures



■ **93.7%**
on-time departures



■ **97.8%**
flight completion



Easy and Fast Flight Changes

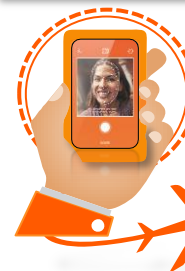


GOL Online

- Flexible ticketing → adapts flights schedule
- Flexible fares → change flights, no additional cost



Selfie Check-in



- Saves time, check-in from wherever
- World's first check-in app to use facial recognition

Only Brazilian airline with this technology

Best in Class Product



- Eco-leather seats (more comfort)
- New products / onboard service



GOL+
Conforto

- Priority boarding/check-in
- Best network



Smiles Loyalty Program



- +13mm members
- Key differentiator for customer loyalty



Best Customer Experience

- On-board Wi-Fi & domestic premium lounges



Outlook | 2018 and 2019

Financial Outlook (Consolidated, IFRS)	2018E		2019E ³
	Previous	Revised	
Total fleet (average)	118	117	122 a 124
ASKs, System (% change)	1 a 3	1 a 2	5 a 10
- Domestic	0 a 3	0 a 2	1 a 3
- International	7 a 10	6 a 8	30 a 40
Seats, System (% change)	1 a 3	0 a 2	3 a 5
Departures, System (% change)	1 a 3	0 a 2	2 a 5
Average load factor (%)	79 a 80	79 a 80	79 a 81
Cargo and other revenues (R\$ billion)	~ 1.6	~ 1.2 ⁴	~ 1.6 ⁴
Total net revenues (R\$ billion)	~ 11	~ 11	~ 12
Non-fuel CASK (R\$ cents)	~ 15	~ 14	~ 15
Fuel liters consumed (mm)	~ 1.400	~ 1.380	~ 1.440
Fuel price (R\$ / liter)	~ 2.2	~ 2.5	~ 2.6
Aircraft rent (R\$mm)	~ 950	~ 960	~ 1.000
EBITDA margin (%)	~ 16	~ 16	~ 18
Operating (EBIT) margin (%)	~ 11	~ 11	~ 13
Net financial expense (R\$ mm)	-	~ 650	~ 500
Effective income tax rate (%)	~ 0	~ 5	~ 0
Capital expenditures ¹ (R\$mm)	~ 600	~ 700	~ 600
Net Debt ¹ / EBITDA (x)	~ 3.0x	~ 2.8x	~ 2.5x
Fully-diluted shares outstanding (million)	347.7	348.4	348.4
Earnings per share – fully diluted ² (R\$)	1.20 a 1.40	0.90 a 1.10	1.70 a 2.30
Fully-diluted ADS outstanding (million)	173.9	174.2	174.2
Earnings per ADS – fully diluted ² (US\$)	0.75 a 0.90	0.50 a 0.65	1.00 a 1.50

(1) Excluding perpetual bonds

(2) After participation of minority interest in Smiles S.A.

(3) 2019 does not consider IFRS 16

(4) 2018 and 2019 consider IFRS 15

Financial Review 1Q18



Solid March Quarter

22.1% EBITDA margin and 17.0% operating margin, up 8.1 p.p. and 7.1 p.p., respectively, above 1Q17 margins.

- ❑ Seventh consecutive quarter reporting positive operating profit
- ❑ Increased Total Liquidity by R\$1.6 billion (to R\$3.1 billion total in 1Q18) vs. 1Q17

March Quarter 2018

Operating (EBIT) margin	17.0% (up 7.1 p.p.)
Ancillary revenue (cargo and other) and change q-o-1q17	5.6% of Total Rev.
Passenger unit revenue (PRASK) change q-o-1q17	Up 11.5%
Fuel price (change q-o-q) Average exchange rate to US\$	R\$2.43 (up 16.5%) R\$3.24
CASK ex-fuel (excluding non-recurring expenses) change q-o-1q17	Down 4.8%
GOL System capacity (ASK) change q-o-1q17	Up 3.3%
GOL System capacity (Seats) change q-o-1q17	Up 0.8%

Load Factor and Forward Bookings

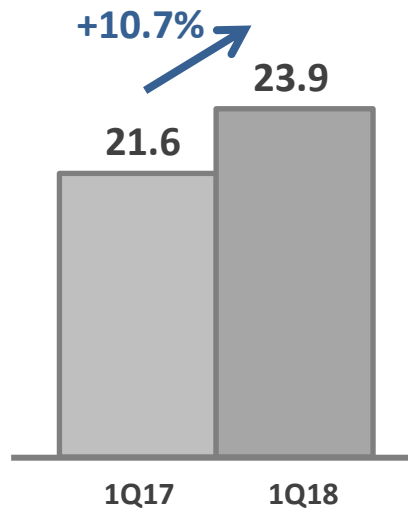
	2016	2017	Var. (pp)
Jan	82%	83%	+1
Feb	76%	78%	+2
Mar	73%	76%	+3
Apr	76%	79%	+3
May*	75%	77%	+2
Jun	75%	78%	+3
Jul	83%	82%	-1
Aug	78%	78%	0
Sep	78%	80%	+2
Oct	76%	81%	+5
Nov	78%	81%	+3
Dec	79%	81%	+2

(*) New network rolled out in May 2016

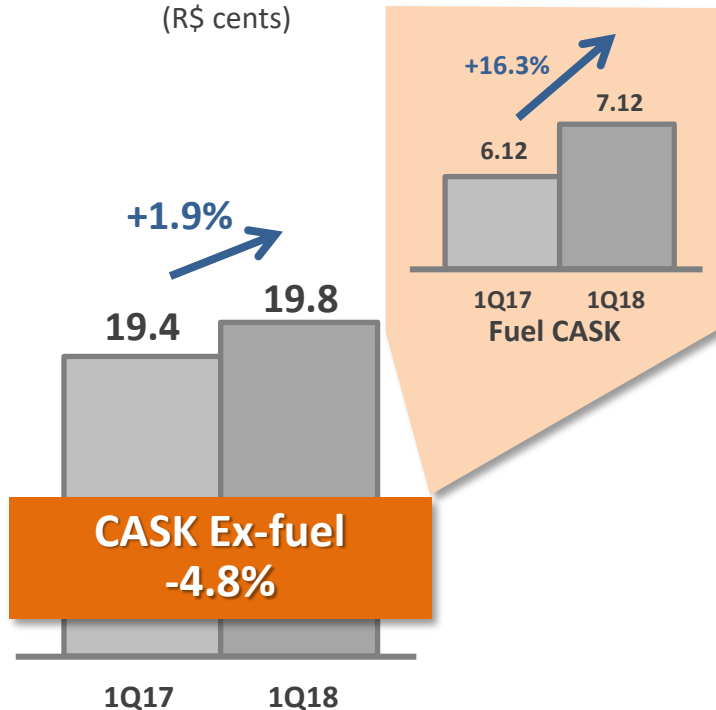
	2017	2018	Var. (pp)
Jan	83%	84%	+1
Feb	78%	78%	0
Mar	76%	79%	+3
Apr	79%	79%	0
May	77%		0
Jun	78%		-1
Jul	82%		0
Aug	78%		+1
Sep	80%		0

Profitability (EBITDA) | 1Q17 vs 1Q18

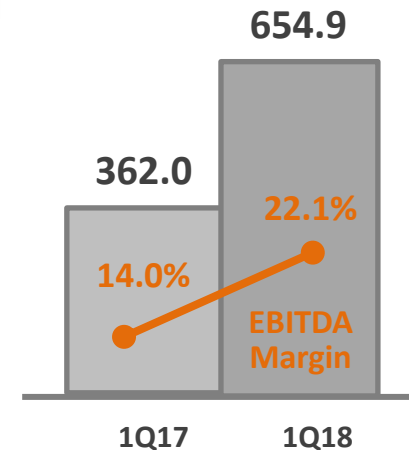
RASK
(R\$ cents)



CASK
(R\$ cents)

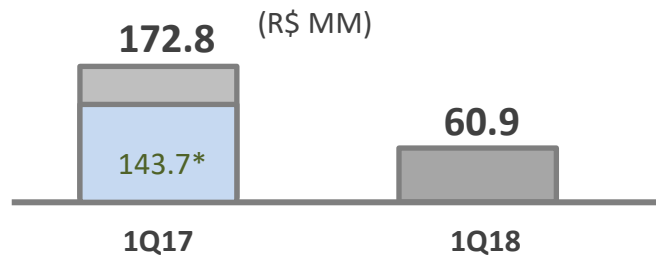


EBITDA
(R\$ million)

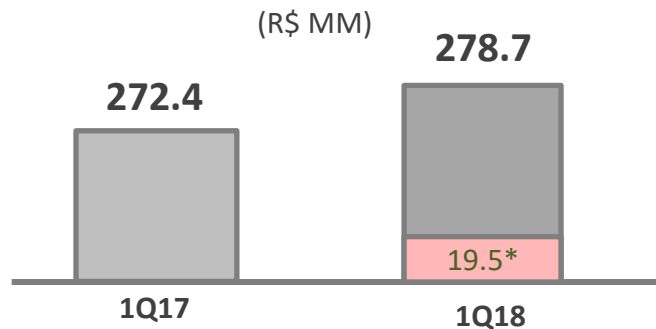


Net Financial Results

Financial Income



Financial Expense



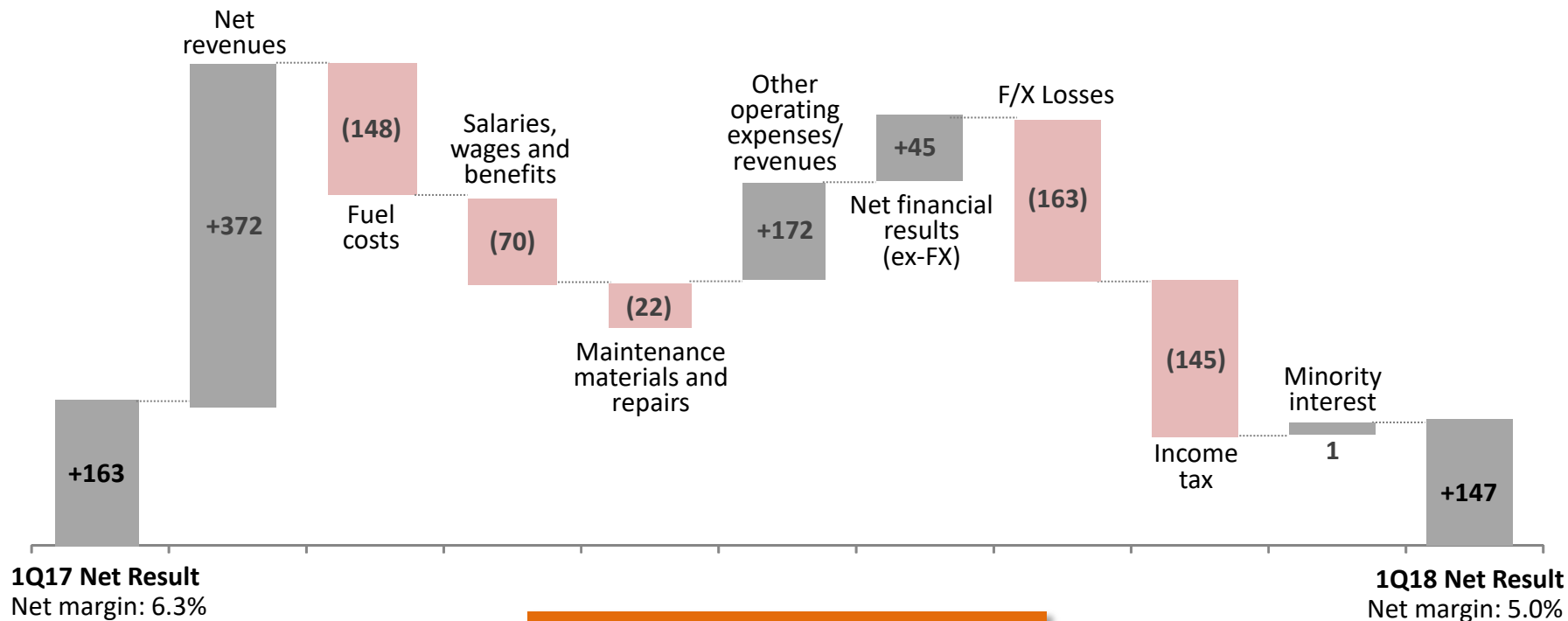
Net Financial Results:

- 1Q18: R\$(218) MM
- 1Q17: R\$(100) MM

Reduced average cost

Increased average maturity

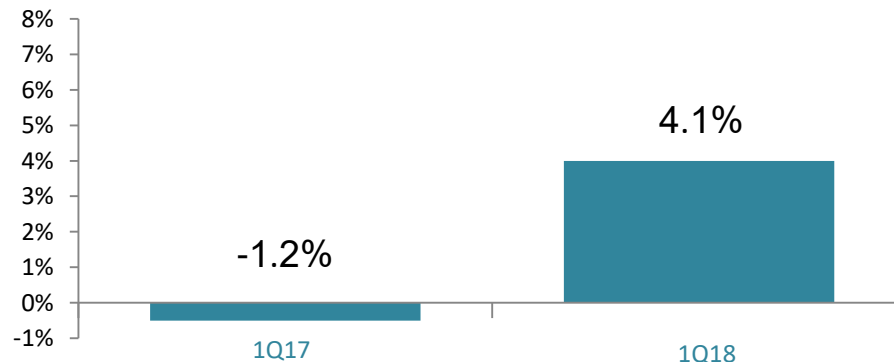
Net Income Composition (R\$ MM)



**1Q18 EPS: R\$0.42/share
US\$0.26/ADS**

Cash Flow

Operating Cash Flow Margin

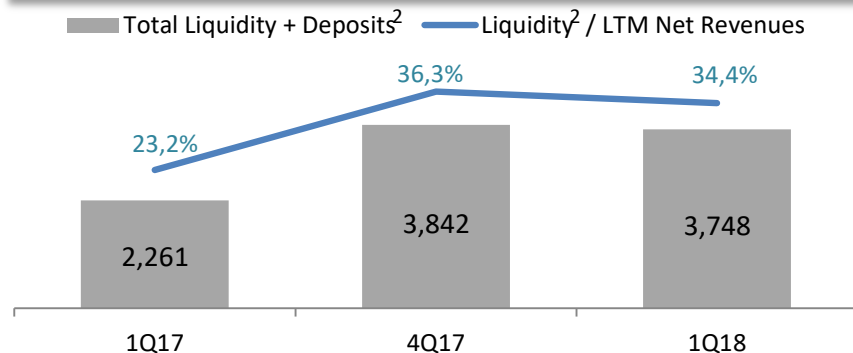


in R\$ million

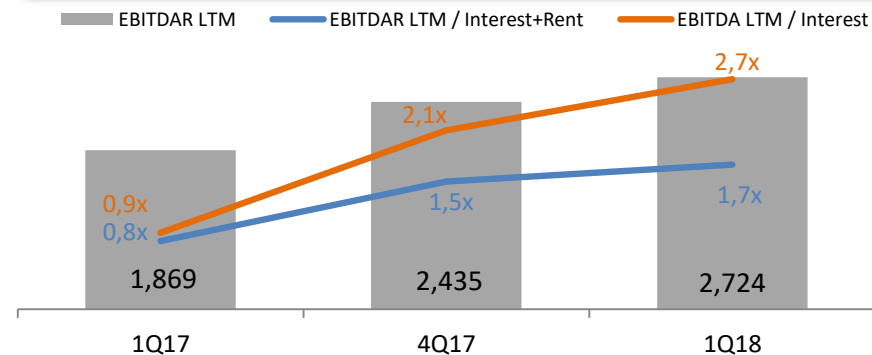
	1Q17	1Q18
Operating cash flow	(31.7)	123.7
Investing cash flow	(143.4)	(181.8)
Financing cash flow ²	(230.2)	(20.7)
Net increase (decrease) in cash and cash equivalents	(405.2)	(78.8)
Total liquidity ¹	1,517.2	3,108.2

Liquidity and Leverage

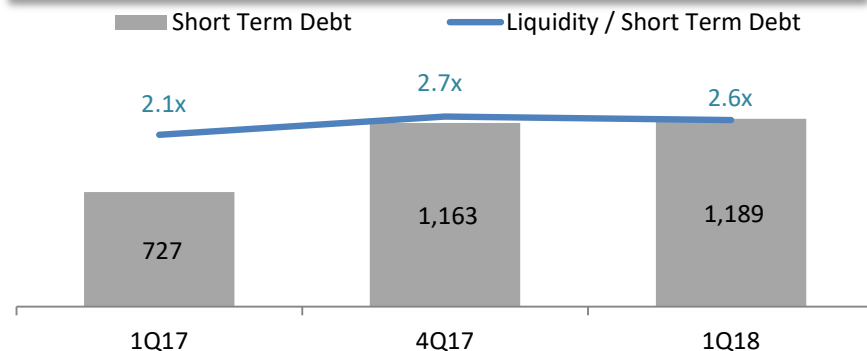
Liquidity¹ (R\$ MM)



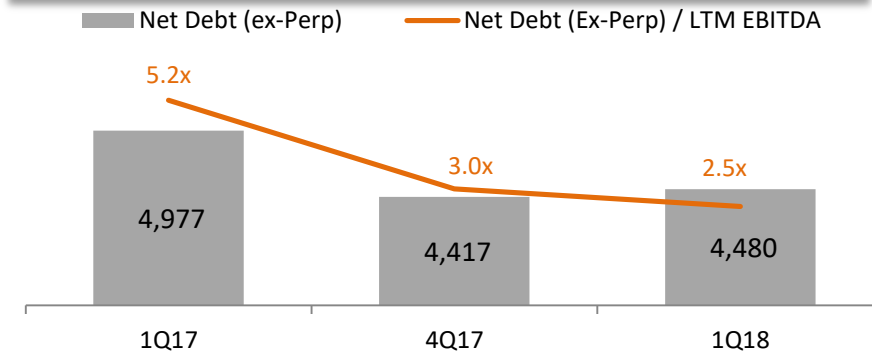
Interest Coverage (R\$ MM)



Short Term Debt (R\$ MM)



Financial Leverage



GOL's Fleet Plan (year-end position)

Aircraft Type	Configuration	2018	2019	2020	2021	2022
	Capacity: 138 pax Range: 5,570 km Type: 737-700	25	22	21	16	16
	Capacity: 177/186 pax Range: 5,440 km Type: 737-800	90	89	86	83	78
	Capacity: 186 pax Range: 6,510 km Type: 737-800 MAX	5	13	21	34	43
TOTAL		120	124	128	133	137

Q&A – 1Q18

GOL

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The verbs “anticipate”, “believe”, “estimate”, “expect”, “forecast”, “plan”, “predict”, “project”, “target” and other similar verbs are intended to identify these forward-looking statements, which involve risks and uncertainties that could cause actual results to differ materially from those projected in this presentation and do not guarantee any future GOL performance. The factors that might affect performance include, but are not limited to: (i) market acceptance of GOL services; (ii) volatility related to the Brazilian economy and financial and securities markets, and the highly competitive industries GOL operates in; (iii) changes in domestic and foreign legislation and taxation, and government policies related to the transportation markets; (iv) increasing competition from new entrants to the Brazilian markets; (v) ability to keep up with rapid changes in technological environment; (vi) ability to maintain an ongoing process for introducing competitive new products and services, while maintaining the competitiveness of existing ones; (vii) ability to attract customers in domestic and foreign jurisdictions. Other factors that could materially affect results can be found in GOL’s annual report on Form 20-F as filed with the U.S. Securities and Exchange Commission, particularly under “Risk Factors” session.

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