

Management Presentation

September 2015



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.

Unique business model and results

- Highly resilient and profitable
 - Profitable last 50 quarters ⁽¹⁾
 - LTM 2Q15 Adjusted EBITDA \$385mm ⁽²⁾
 - LTM 2Q15 Return on Capital 17.4%⁽²⁾
- Strong balance sheet
 - Rated BB and Ba3⁽³⁾
 - Debt/adjusted EBITDAR 1.7x⁽²⁾
 - \$148mm in share repurchases LTM 2Q15
 - \$100 mm in share repurchase authority as of 7/29/15
 - Recurring quarterly cash dividend of \$0.30 per share
- Management owns >20%

(1) Excluding non-cash mark to market hedge adjustments prior to 2008 and 4Q06 one time tax adjustment

(2) See GAAP reconciliation and other calculations in Appendix

(3) Corporate rating of Ba3 by Moody's and BB by Standard & Poor's

Advantages over the typical carrier

- Leisure customer
 - Will travel in all economic conditions
 - Vacations are valued – price dependent
- Small/medium cities
 - Filling a large void
 - Increasing opportunity - industry restructuring
 - Diversity of network - minimizes competition
- Flexibility
 - Adjust rapidly to changing macro (fuel/economy)
 - Changes in supply - immediate impact on price
 - Minimize threat of irrational behavior from others
- Low cost fleet
 - Match capacity to demand, highly variable
 - Low capital needs, higher free cash flow
 - Can grow and return cash to shareholders

Built to be different

Leisure customer

Underserved markets

Little competition

Low cost aircraft

Low frequency/variable capacity

Unbundled pricing

Closed distribution

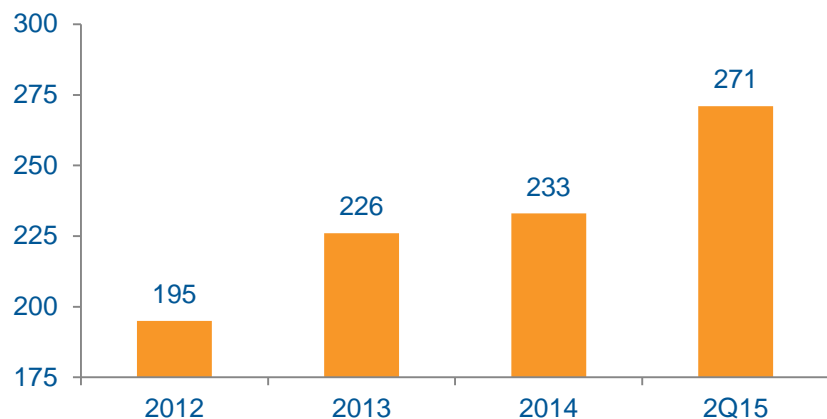
Bundled packages

Highly profitable

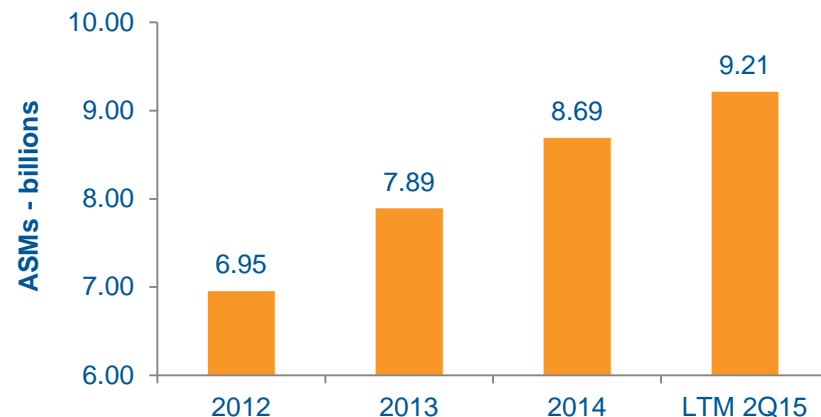


Measured, profitable growth

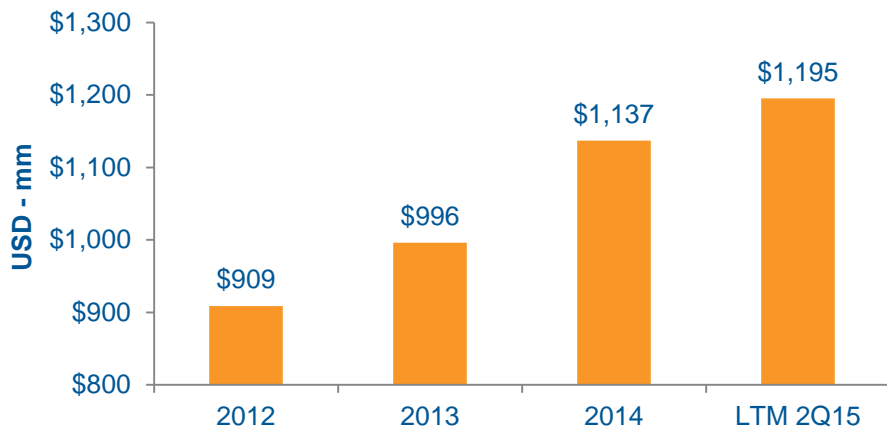
Routes



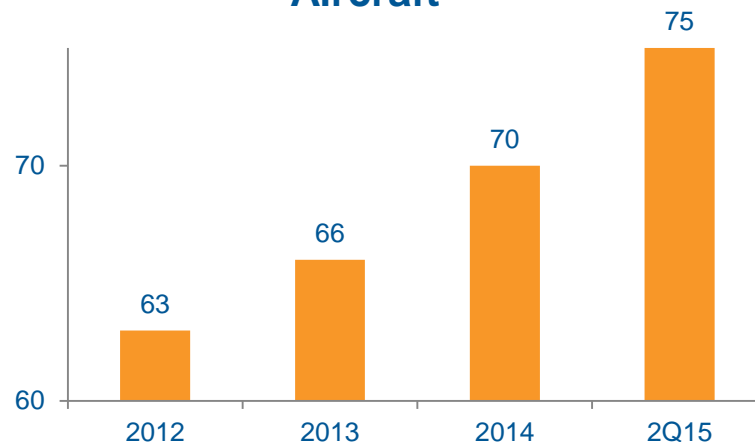
Scheduled ASMs



Total revenue



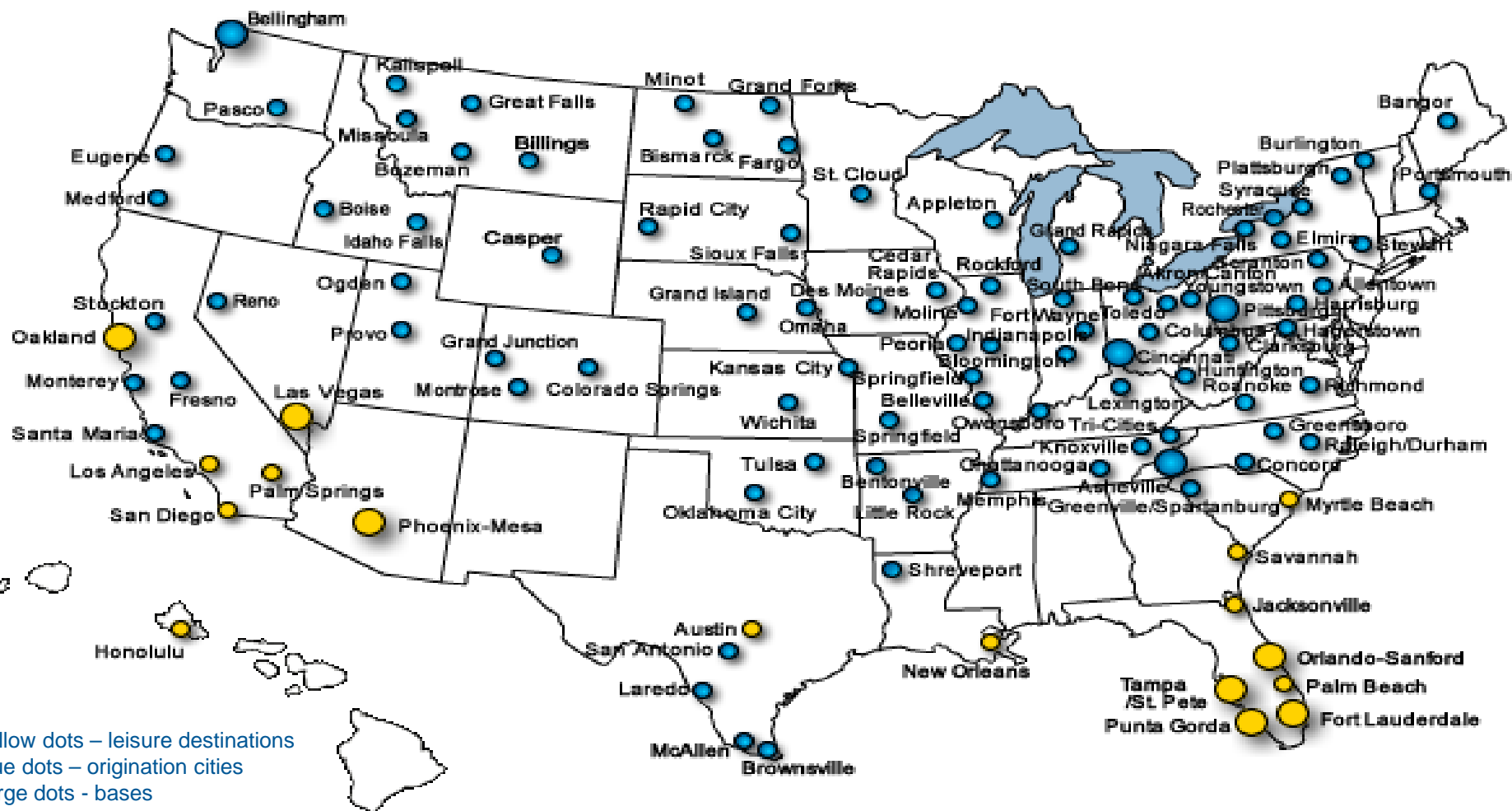
Aircraft



Aircraft number and routes are end of period



A very large niche



Based on current published schedule through May 17, 2016

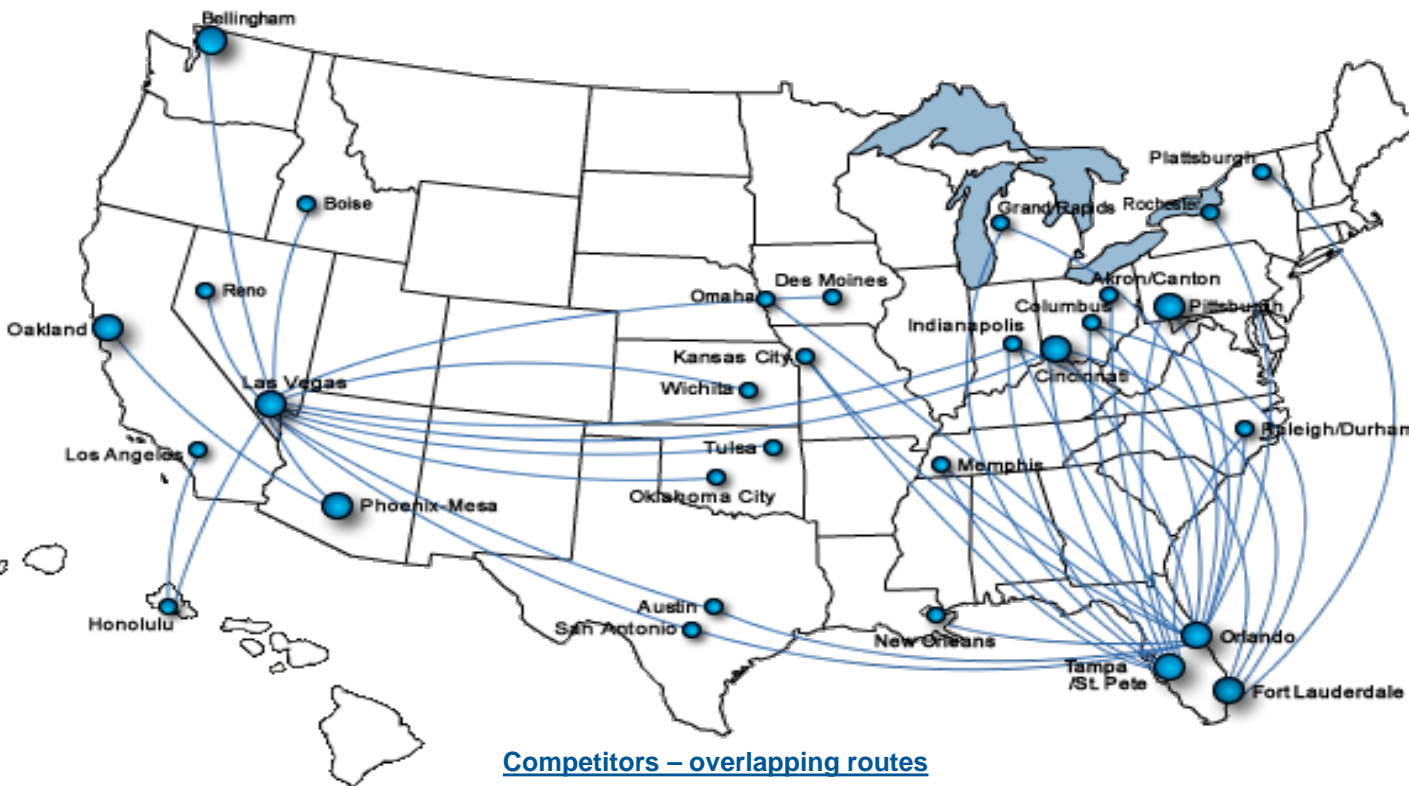
293 routes, 87 operating aircraft

90 small cities, 17 leisure destinations



Little competition

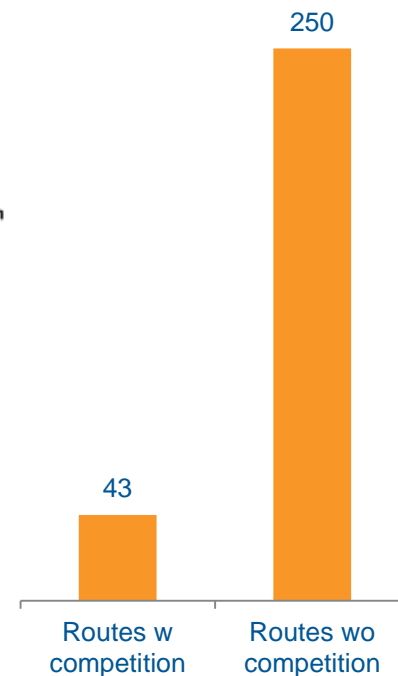
Uniquely built to profitably operate in underserved markets



Competitors – overlapping routes

Legacy carriers	45
Brand / lower cost carriers	4
ULCC carriers	8

Current competitive landscape



Based on current published schedule through May 17, 2016, announcements and cancellations as of August 26, 2015

Legacy carriers – American, Delta, Southwest, United. Brand / lower cost carriers – Alaska, Hawaiian, JetBlue

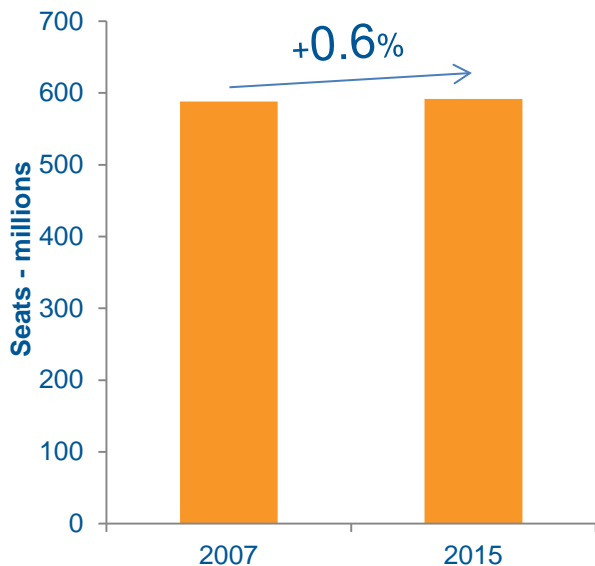
ULCC carriers – Frontier, Spirit



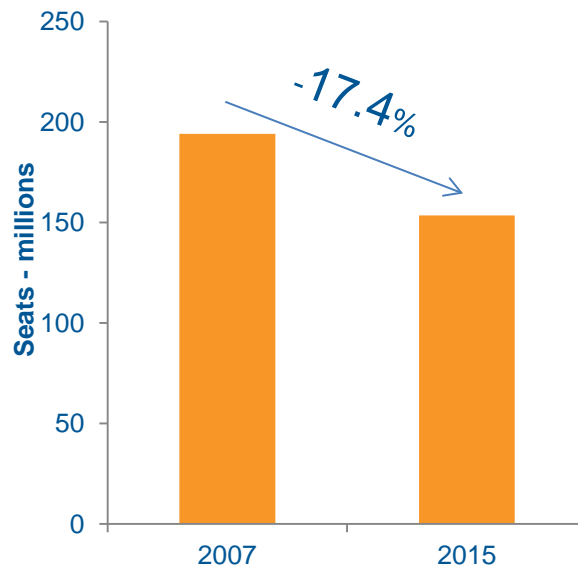
Consolidation a catalyst

US domestic seats 2007 vs 2015 by airport size

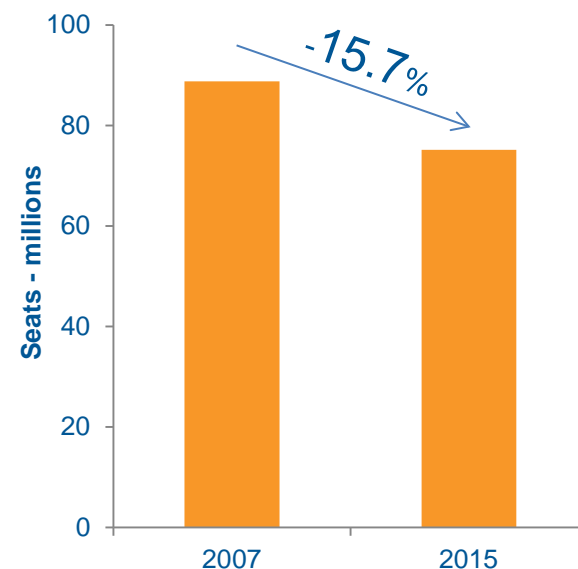
Large hubs



Medium hubs



Small hubs



Hub classification by 2014 enplanements

Large = Over 1.0%

Medium = Between 0.25% and 1.0%

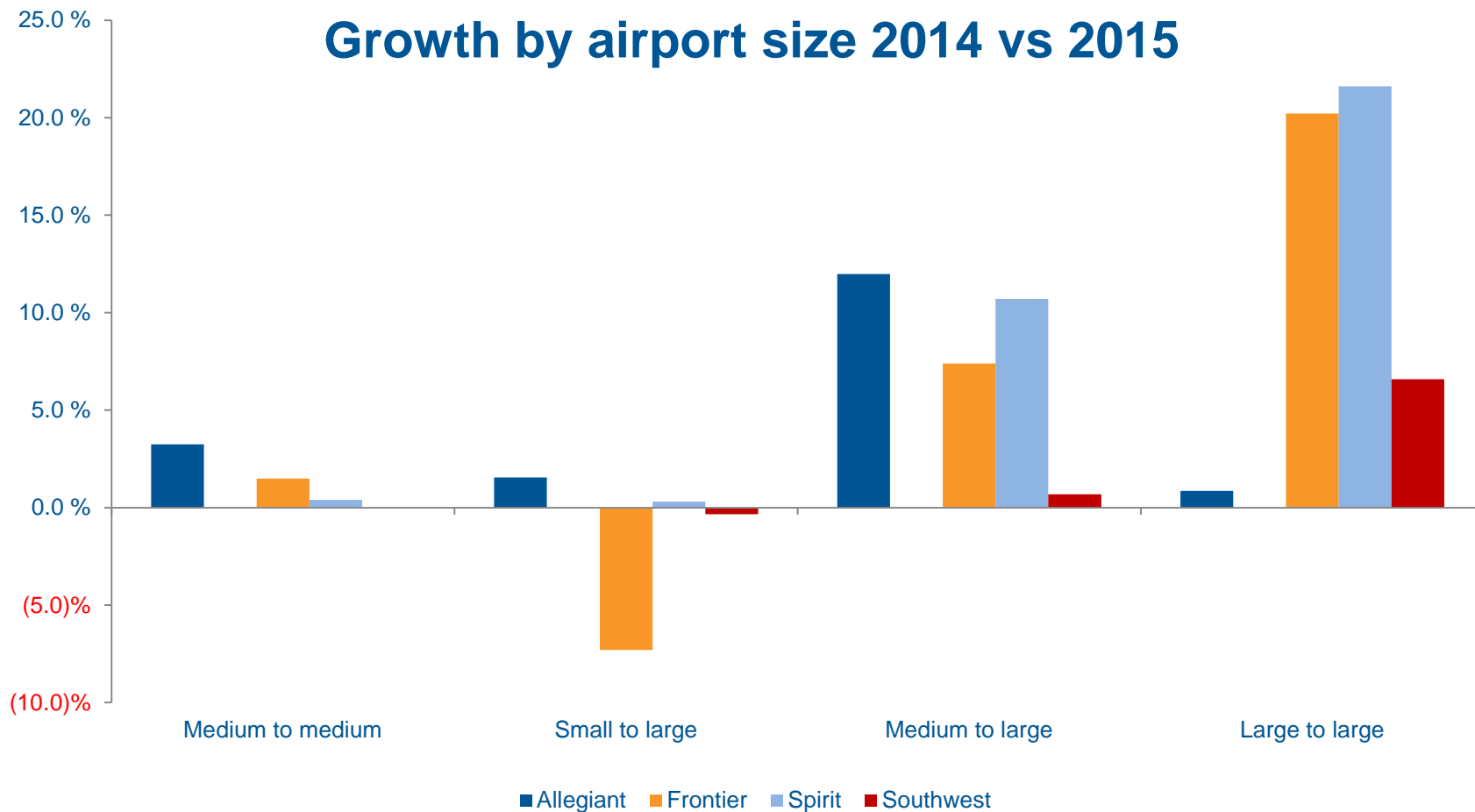
Small = Between 0.05% and 0.25%

2007 seats - DOT T100 data for CY2007 (Dio T100 Summary by Originating Airport)

2015 seats - Dio Scheduled Level of Ops Report- 1/1/15-12/31/15



Medium and small markets still underserved



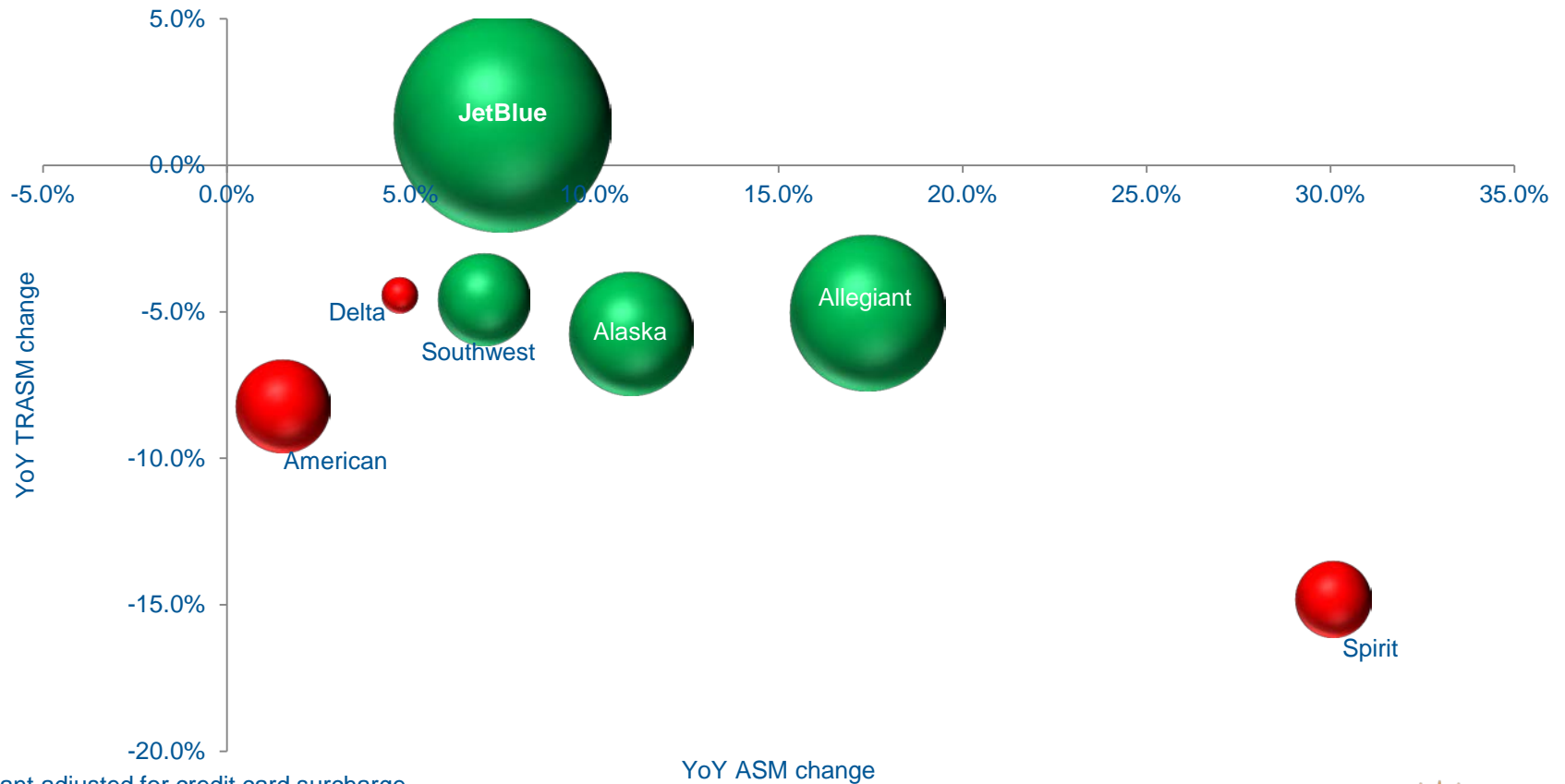
Categories (sorted by passengers per day each way and adjusted for alternate airports):

- Large – Top 25 airports
- Medium – 26 to 60 top airports
- Small – all other



Growth with less revenue dilution

2Q15 YoY ASM change vs YoY TRASM change
Bubble size is 6/30/15 TTM stock performance vs airline index



Allegiant adjusted for credit card surcharge

Airline Index is XAL

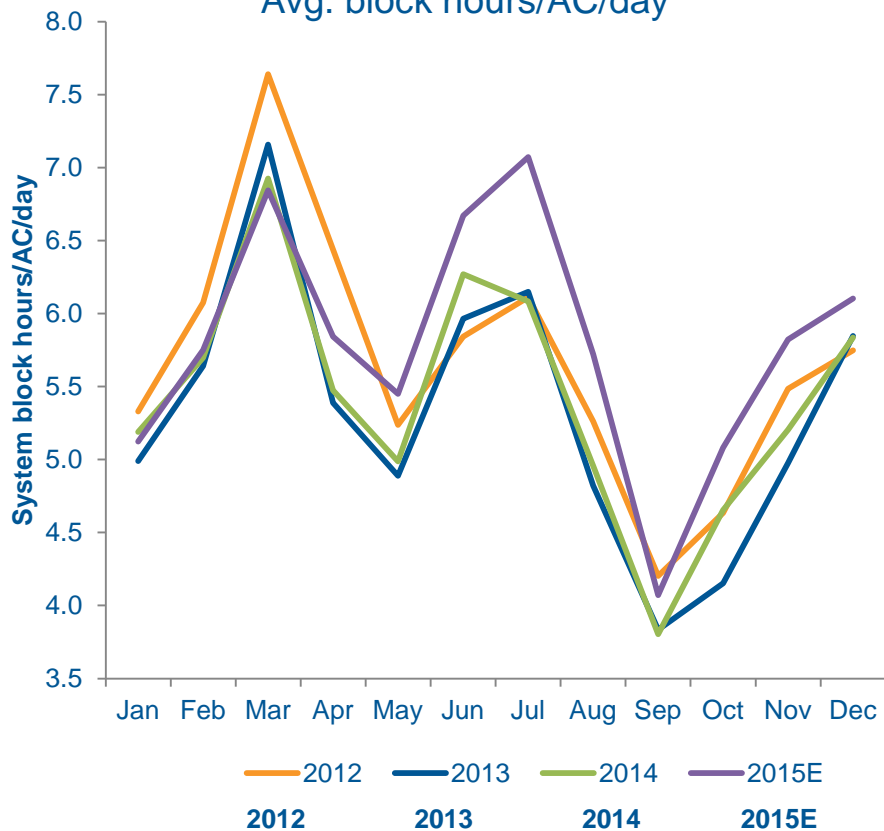
Green is positive stock performance vs XAL, red is negative performance vs XAL



Low frequency model

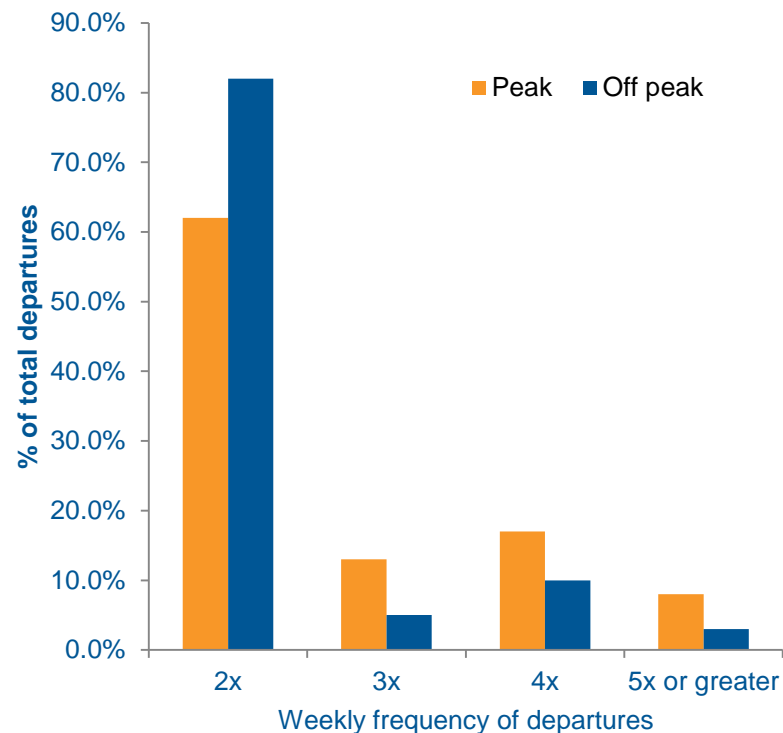
Leisure = seasonality

Avg. block hours/AC/day



Small cities = low frequency⁽¹⁾

Weekly market frequency



Sched AC ²

2012 58 2013 65 2014 70 2015E 82

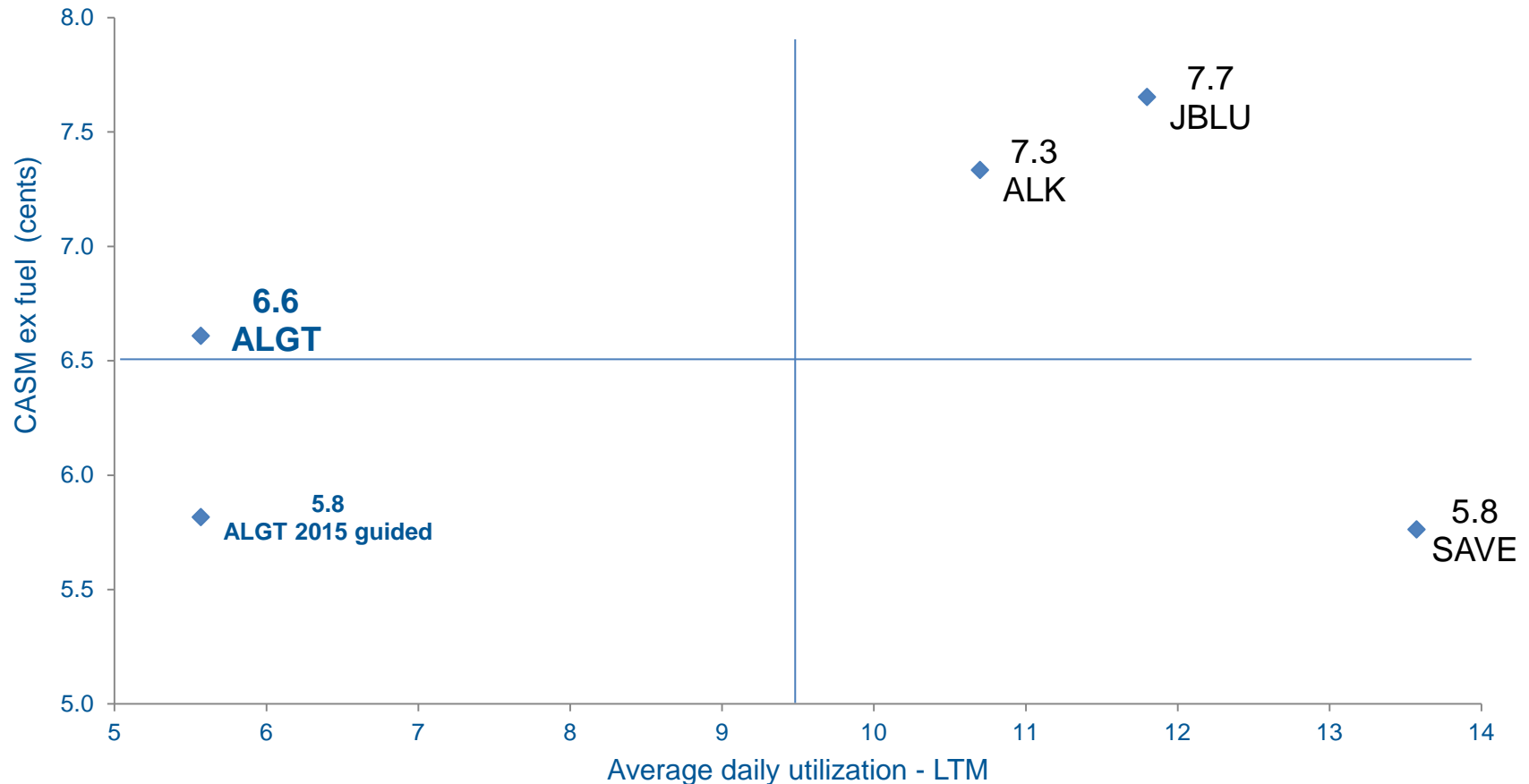
1 - Peak = peak is defined as 2/13-4/9, 6/5-8/13, 11/20-12/3, 12/18-12/31. Remaining is off peak

2 - Scheduled aircraft are end of year



Low costs even with low utilization

CASM ex fuel vs daily utilization



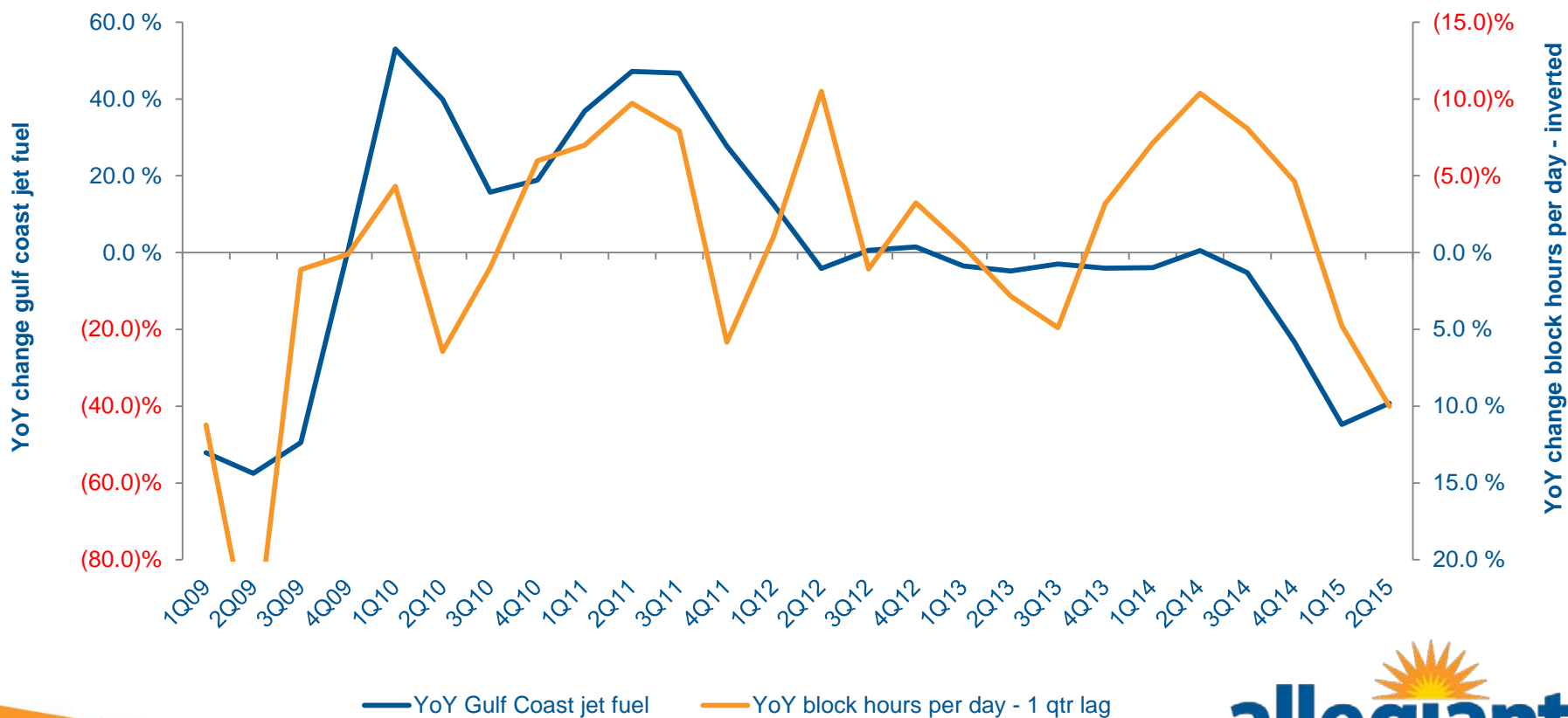
As of LTM 2Q15, ALGT – Allegiant, JBLU – JetBlue, ALK – Alaska mainline, SAVE – Spirit
ALGT 2015 – midpoint of 2015 guided range for CASM ex fuel of (13) to (11)%



Flexibility with utilization

- Utilization is a powerful response to changing fuel environment

Gulf coast fuel vs Allegiant utilization



Aircraft utilization

- Airbus aircraft allows previously marginal flying to be profitable
 - Longer routes (Bismarck, ND to Orlando)
 - Off-peak day flying (Columbus, OH to St. Pete Wed/Sat 2x weekly)
 - Off-peak season flying (Syracuse, NY to St. Pete in September)
 - Previously canceled markets (Ft. Wayne, IN to Phoenix)

LTM 2Q15 Utilization by A/C type

	Peak	Off-Peak	Average
Airbus	11.6	7.0	9.6
Non-Airbus	7.2	2.0	5.0
All Aircraft	7.9	2.8	5.7

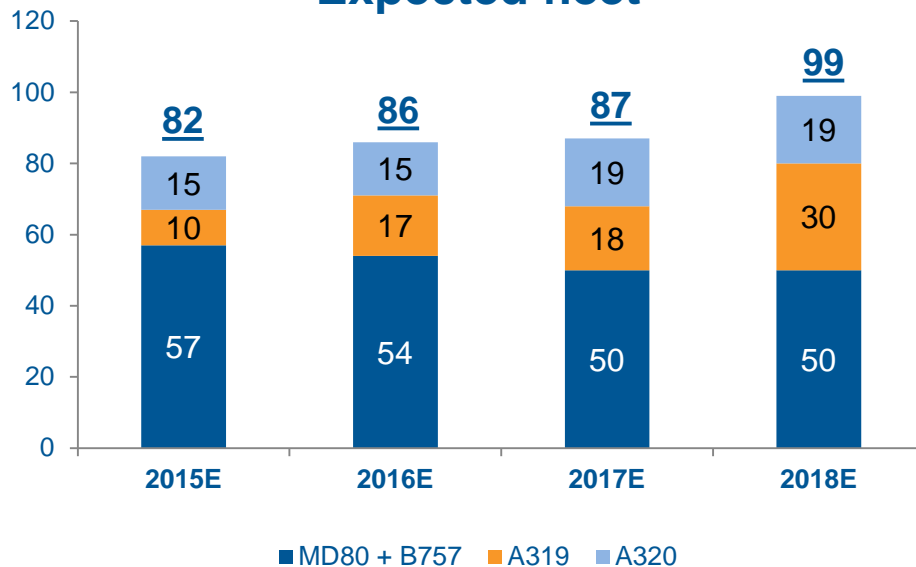
Utilization is block hours per aircraft per day



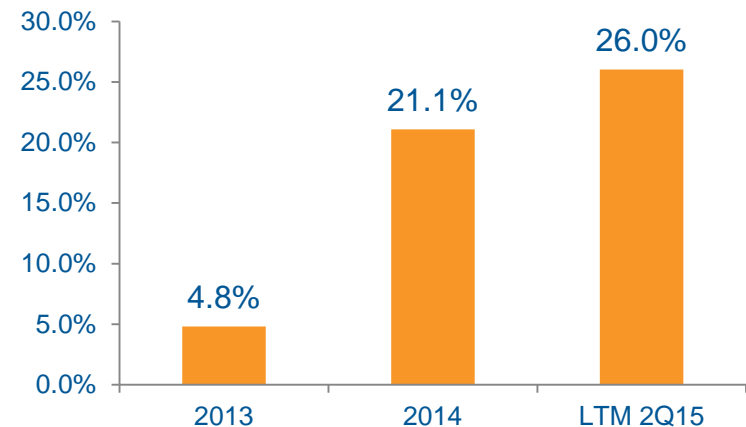
Airbus

- Incremental growth aircraft
- Continuously evaluate potential aircraft transactions and seek to acquire additional aircraft opportunistically

Expected fleet



Airbus % of scheduled service ASMs



Actual and projected fleet count of in service aircraft (based on signed contracts only) – end of period

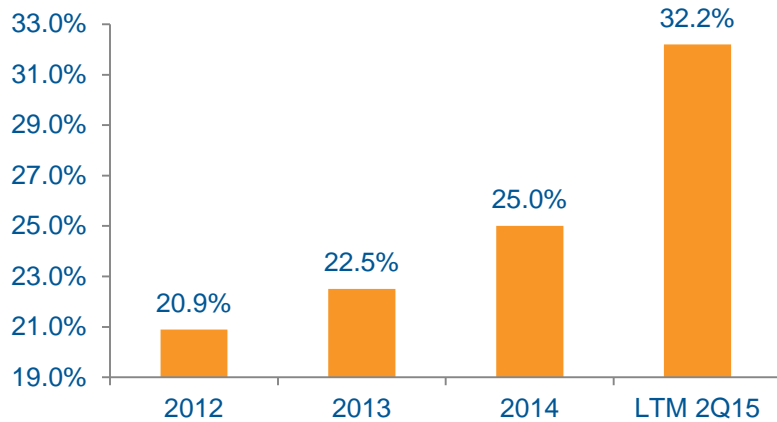
Total fleet includes A320, A319, MD-80 and Boeing 757

Total fleet count reflects assumptions of current market expectations, aircraft retirements, and is subject to change

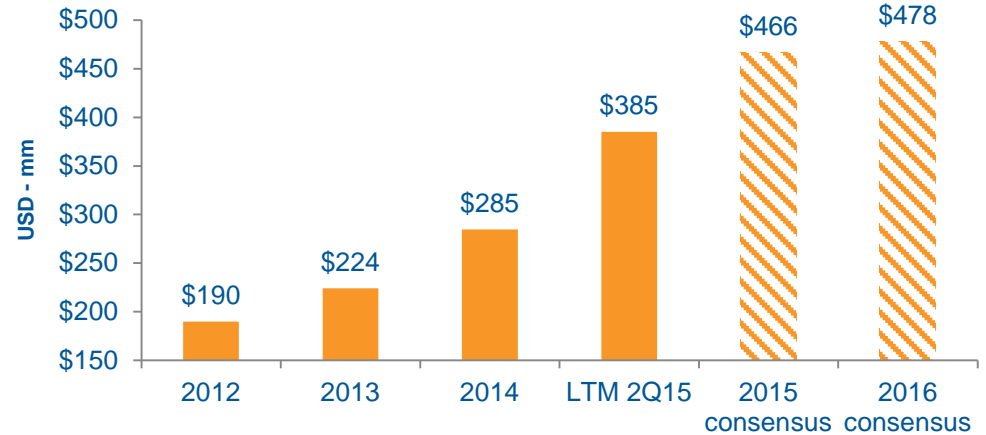


Financial growth without sacrificing margin

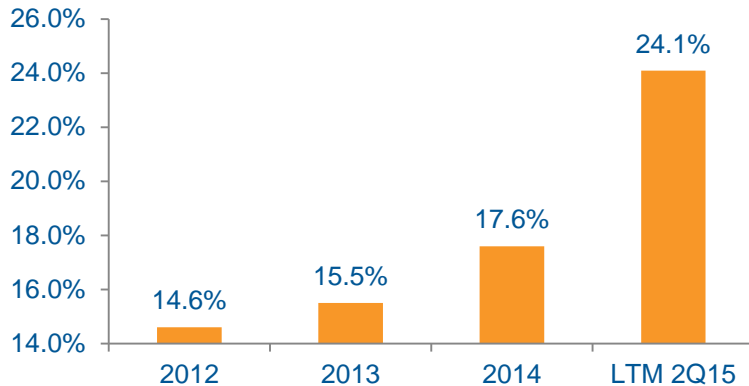
Adjusted EBITDA margin



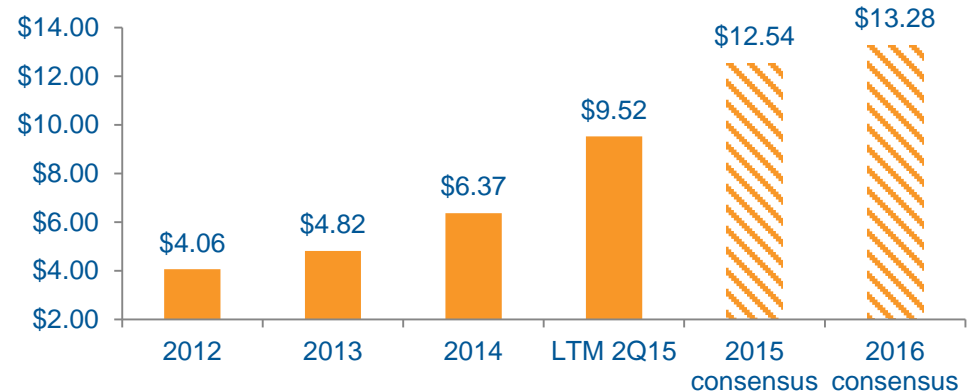
Adjusted EBITDA



Adjusted Operating margin



Adjusted EPS



Consensus - as of 9/2/15, First Call. EPS consensus reflects 12 analysts, EBITDA consensus reflects 9 analysts

Adjusted amounts - see GAAP reconciliation and other calculations in Appendix



Existing guidance

- 3Q15 TRASM (9) to (7)%
- 3Q15 CASM ex fuel (10) to (8)%
- FY15 CASM ex fuel (13) to (11)%
- 3Q15 Fixed fee + other revenue \$11mm to \$13mm
- FY15 CAPEX ~\$290mm

	3rd Quarter 2015	4th Quarter 2015	Full year 2015
System departures	23 to 27%	21 to 26%	
System ASMs	21 to 25%	21 to 26%	15 to 18%
Scheduled departures	23 to 27%	21 to 26%	
Scheduled ASMs	21 to 25%	21 to 26%	15 to 18%

Guidance subject to change



Appendix

GAAP reconciliation

Adjustment for special item

\$mm – except per share amounts	LTM 2Q15	2014
Net income as reported	138.2	86.7
+ Add provision for income taxes, as reported	<u>79.3</u>	<u>50.8</u>
Income before income taxes as reported	217.5	137.1
+ Other expense	<u>27.2</u>	<u>20.2</u>
Operating income	244.7	157.3
+ Boeing 757 fleet write down	<u>43.3</u>	<u>43.3</u>
Adjusted operating income	288	200.6
- Other expense	<u>27.2</u>	<u>20.2</u>
Adjusted pre-tax income	260.8	180.4
- Provision for income tax	<u>95.1</u>	<u>66.8</u>
Adjusted net income	165.7	113.6
+ Net loss attributable to noncontrolling interest	<u>(0.1)</u>	<u>(0.4)</u>
Adjusted net income attributable to Allegiant Travel Co	165.6	113.2
Diluted shares (millions)	<u>17.4</u>	<u>17.8</u>
Earnings per share as adjusted for special item	\$9.52	\$6.37
Total revenue	1,195.3	1,137.0
Adjusted operating margin	24.1%	17.6%
Adjusted EBITDA margin	32.2%	25.2%



GAAP reconciliation

EBITDA calculations				
\$mm	LTM 2Q15	2014	2013	2012
Net Income	138.2	86.7	92.3	78.6
+Total comprehensive income (loss)	2.6	2.3	.6	(.4)
+Provision for Income Taxes	79.3	50.8	54.9	46.2
+Other Expenses ¹	27.3	20.4	8.5	7.8
+Depreciation and Amortization	94.5	83.4	69.3	57.5
=EBITDA	341.9	243.6	225.6	189.7
+ Write down of Boeing 757 fleet	43.3	43.3		
=Adjusted EBITDA	385.2	286.9		
+ Aircraft lease rental	6.0	15.9	9.2	0
=Adjusted EBITDAR	391.2	302.8	234.8	189.7
Total debt	627.6	593.1	234.3	150.9
+7 x annual rent	<u>42</u>	<u>111.3</u>	<u>64.6</u>	<u>0</u>
Adjusted total debt	669.6	704.4	298.9	150.9
=Adjusted Debt to Adjusted EBITDAR	1.7x	2.3x	1.3x	0.8x
Average # of in service aircraft in period	71	69	63	60
=Adjusted EBITDA per aircraft	5.4	4.2	3.6	3.2
Interest expense	28.3	21.2	9.5	8.7
= Adjusted interest coverage	13.8x	14.3x	24.7x	21.8x

1- Ex unconsolidated affiliate earnings



GAAP reconciliation

Return on equity

\$mm	LTM 2Q15	2014	2013	2012	2011	
Adjusted net Income	165.6	113.6	92.3	78.6	49.4	
	Jun 2015	Jun 2014	Dec 2014	Dec 2013	Dec 2012	Dec 2011
Total shareholders equity	326.2	378.0	294.1	377.3	401.7	351.5
Return on equity	47%		34%	24%	21%	15%

ROE = Net income / Avg shareholders equity

Adjusted net income calculation found on Adjustment for special item GAAP reconciliation table



GAAP reconciliation

Return on capital employed calculation

\$mm	LTM 2Q15	2014	2013	2012	2011
+ Adjusted net income	165.6	113.6	92.3	78.6	49.4
+ Income tax	95.1	66.8	54.9	46.2	30.1
+ Interest expense	28.3	21.2	9.5	8.7	7.2
- Interest income	1.0	0.8	1.0	1.0	1.2
	288.0	200.4	155.7	132.5	85.5
+ Interest income	1.0	0.8	1.0	1.0	1.2
Tax rate	36.4%	37.1%	37.4%	37.1%	37.9%
Numerator	183.5	126.6	98.1	84.0	53.9
Total assets prior year	1,317.3	926.9	798.2	706.7	501.3
- Current liabilities prior year	315.4	287.5	210.7	177.6	166.6
+ ST debt of prior year	51.5	20.2	11.6	8.0	16.5
Denominator	1,053.4	659.6	599.3	537.1	351.2
= Return on capital employed	17.4%	19.2%	16.4%	15.6%	15.3%

Adjusted net income calculation found on Adjustment for special item GAAP reconciliation table



GAAP reconciliation

Free cash flow calculations

\$mm	LTM 2Q15	2014	2013	2012	2011
Cash from operations	356.3	269.8	196.9	176.8	129.9
- Cash CAPEX	296.9	279.4	177.5	105.1	88.0
= Free cash flow	59.4	(9.6)	19.4	71.7	41.9

2014 CAPEX is cash CAPEX and does not include \$142m in assumed debt included in the \$236.1m SPC Aircraft Acquisitions closed in June 2014



GAAP reconciliation

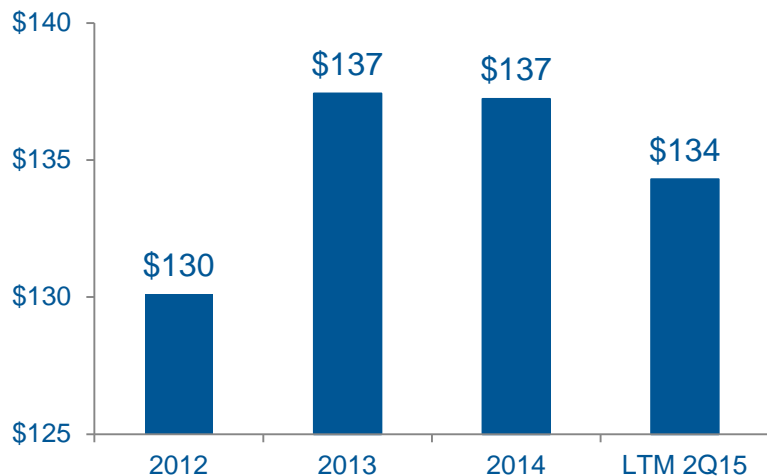
Net debt					
\$mm	Jun 2015	Dec 2014	Dec 2013	Dec 2012	Dec 2011
Current maturities of long term debt	65.2	53.8	20.2	11.6	7.9
Long term debt, net of current maturities	562.4	539.3	214.1	139.2	138.2
Total debt	627.6	593.1	234.3	150.8	146.1
Cash and cash equivalents	93.5	89.6	97.7	89.6	150.7
Short term investments	286.9	269.8	253.4	239.1	154.8
Long term investments	34.6	57.4	36.0	24.0	14.0
Total cash	415.0	416.8	387.1	352.7	319.5
= Net debt	\$212.6	\$176.3	(\$152.8)	(\$201.9)	(\$173.4)

End of period

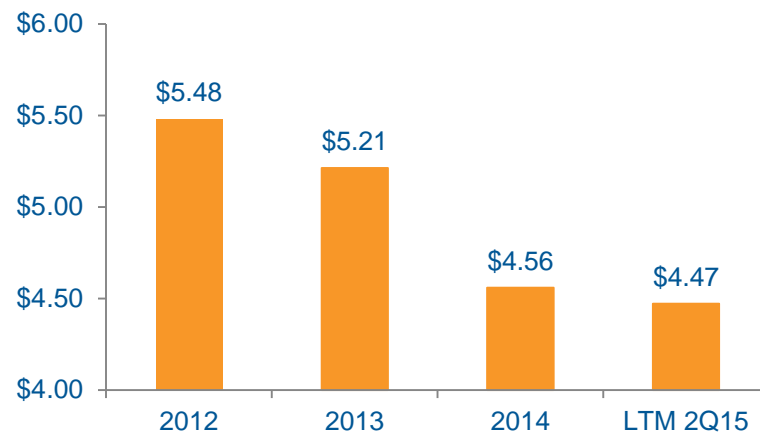


Revenue components

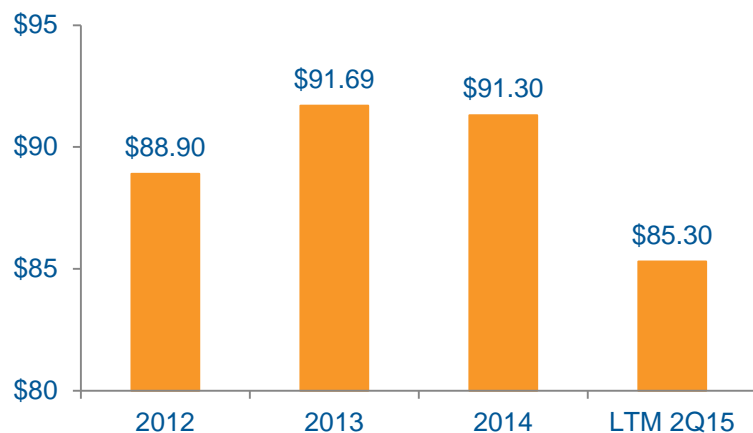
Average fare - total



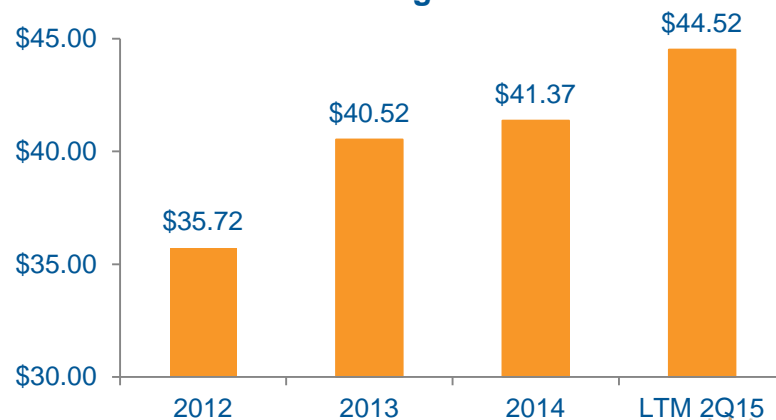
Average fare - ancillary third party products



Average fare - scheduled service



Average fare - ancillary air-related charges

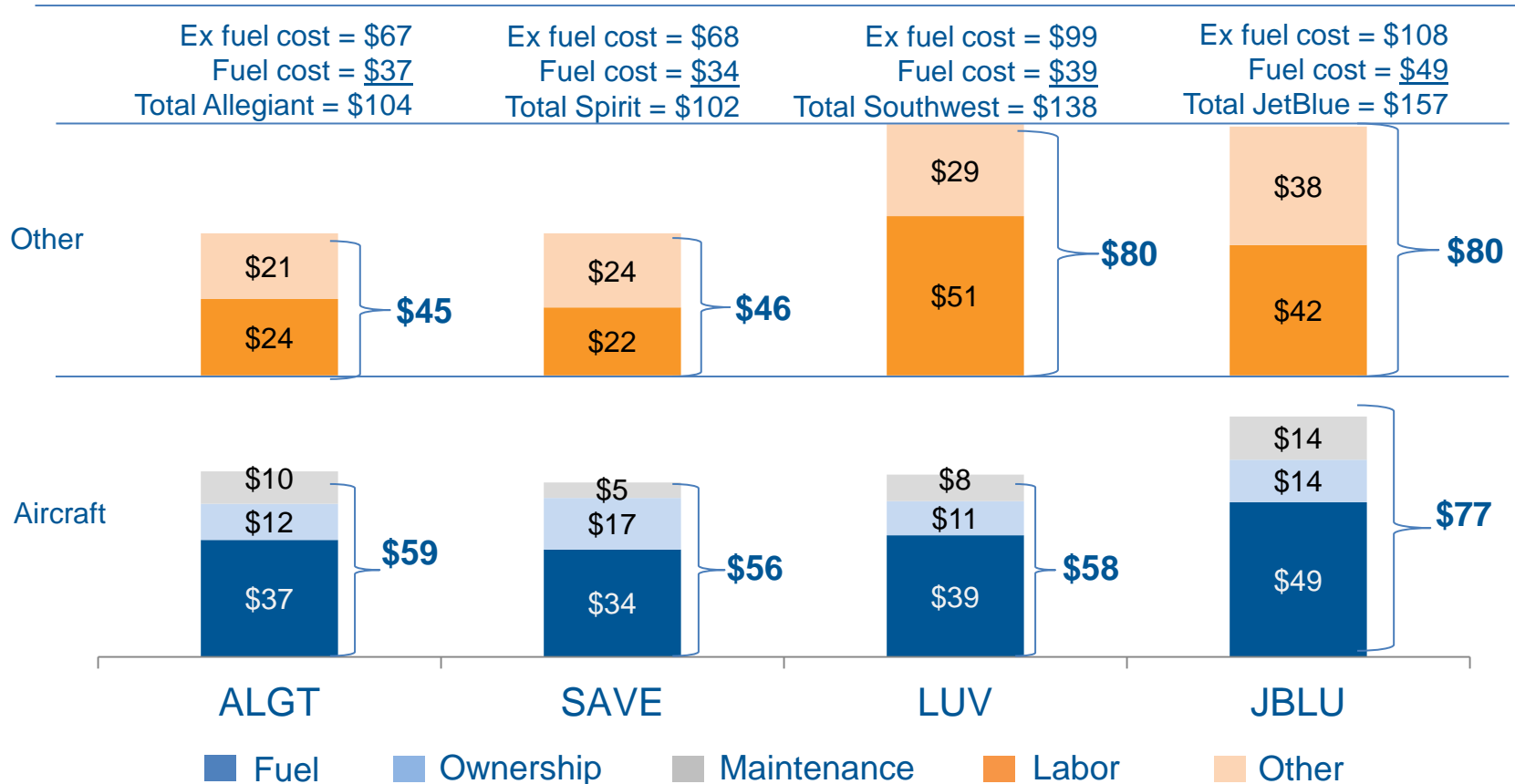


All revenue is revenue per scheduled passenger



Low cost drivers

LTM 2Q15 cost per passenger

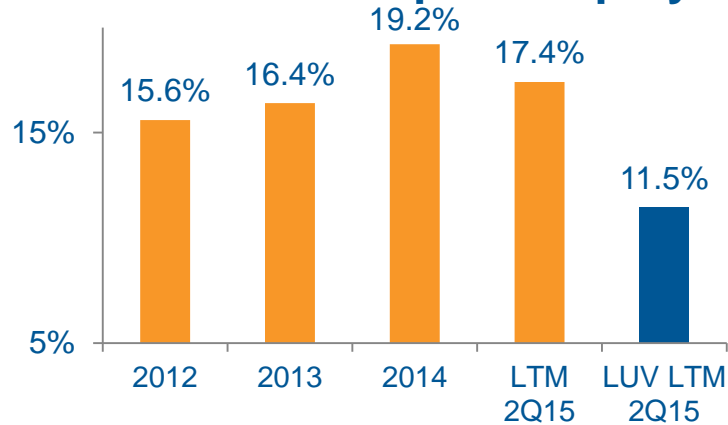


Source: Company filings
 Ownership includes depreciation & amortization + aircraft rent
 Other excludes special items and one-time charges for other carriers
 ALGT other excludes \$43m Boeing 757 fleet write down

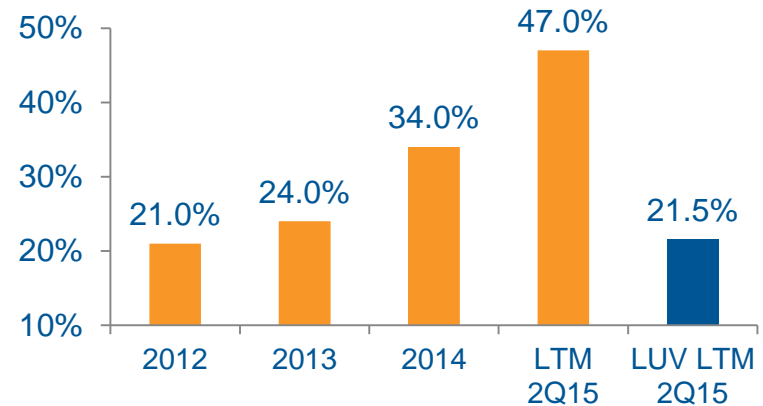


Credit metrics

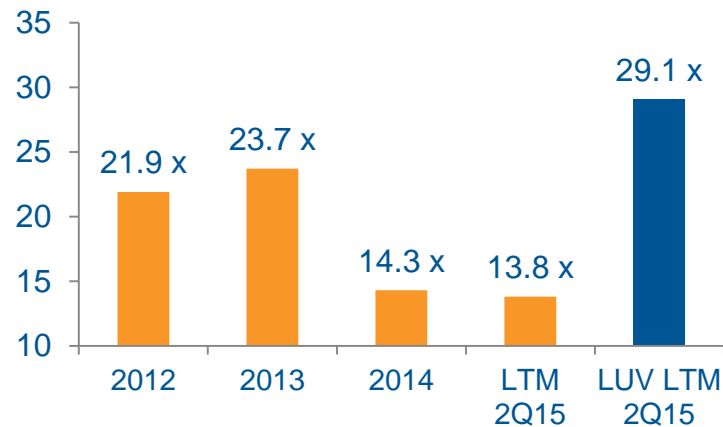
Return on capital employed



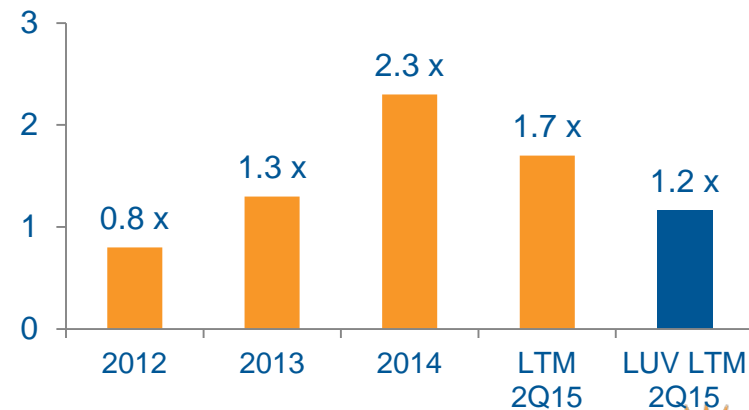
Return on equity



Interest coverage



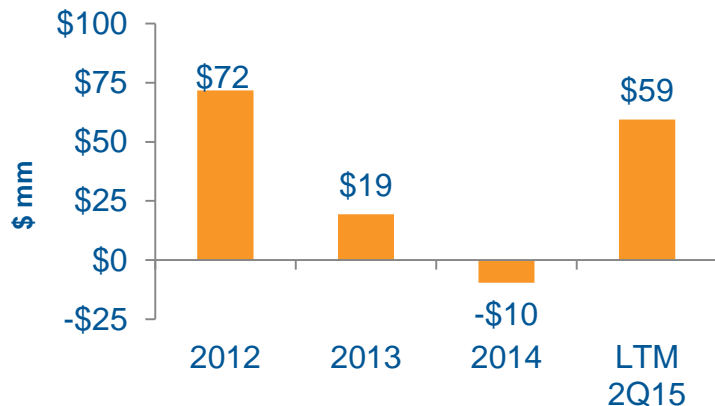
Debt / Adjusted EBITDAR



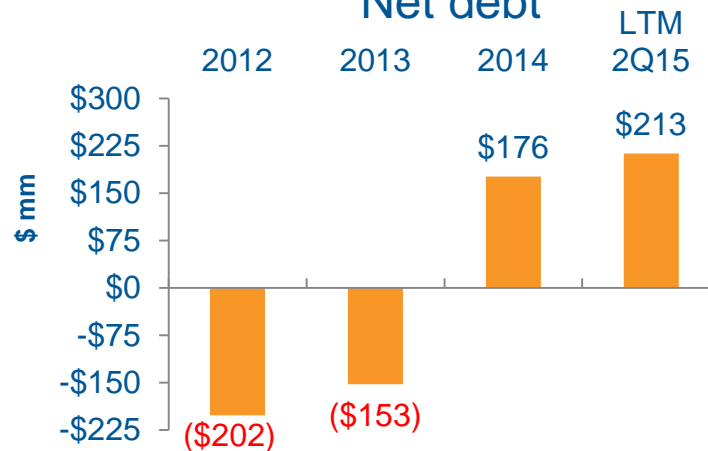
LUV = Southwest Airlines, based on published information
Please see GAAP reconciliation table in appendix for calculation

Strong cash generation

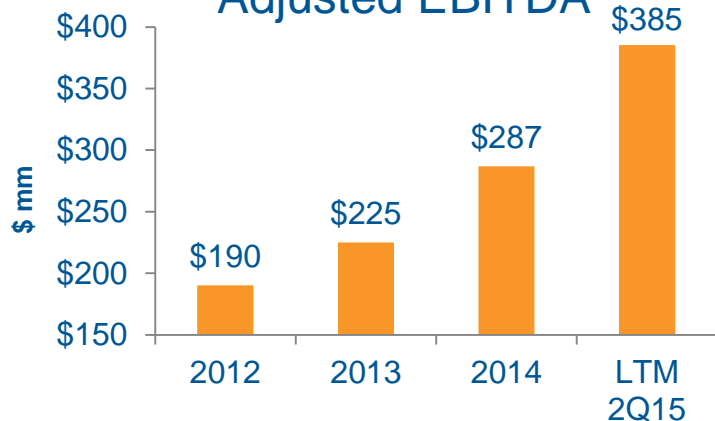
Free cash flow



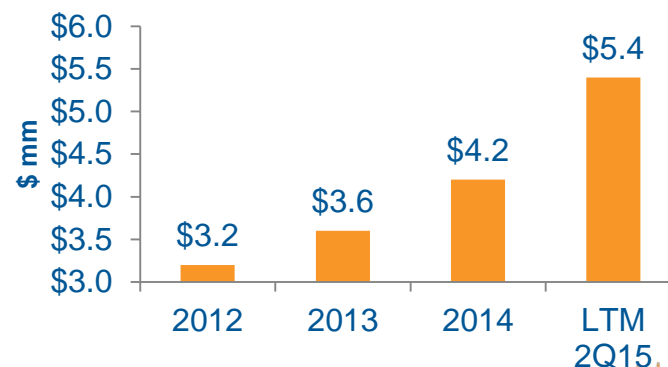
Net debt



Adjusted EBITDA



Adj EBITDA per AC



See reconciliation tables

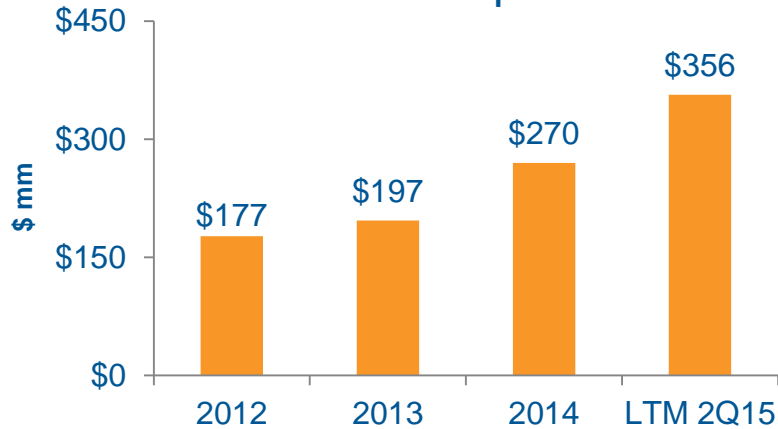
Net debt is end of period

EBITDA per AC is referring to average number of aircraft in service

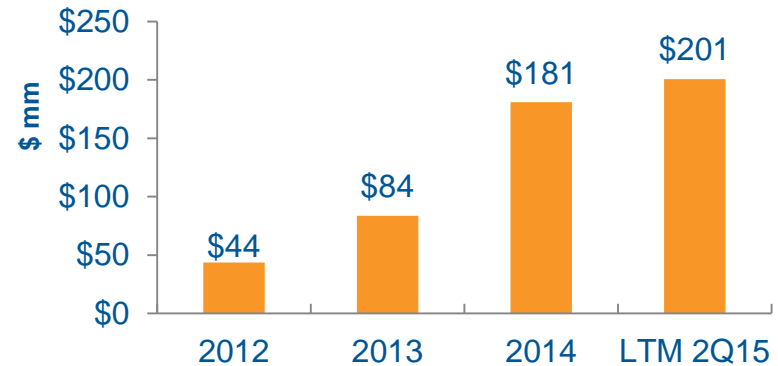


Sources/uses of cash

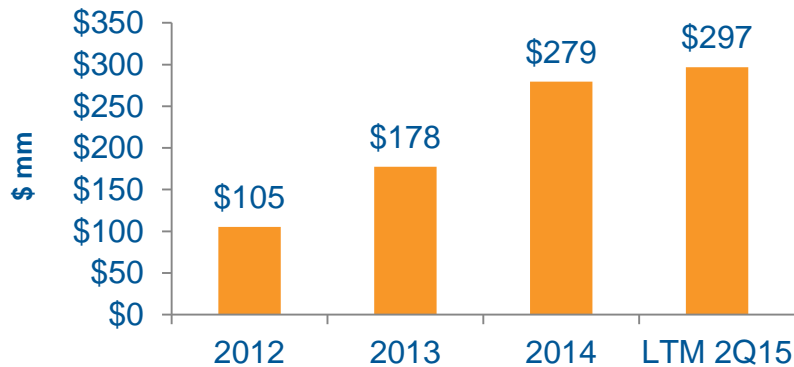
Cash from operations



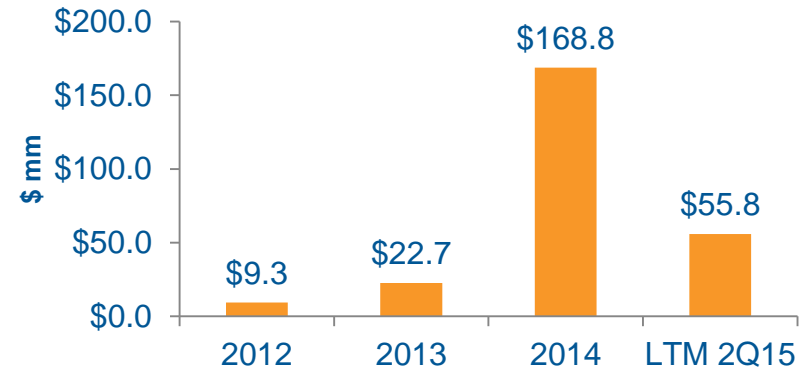
Returning cash to shareholders



CAPEX



Debt payments



2014 CAPEX is cash CAPEX and does not include \$142m in assumed debt included in the \$236.1m SPC Aircraft Acquisition closed in June 2014

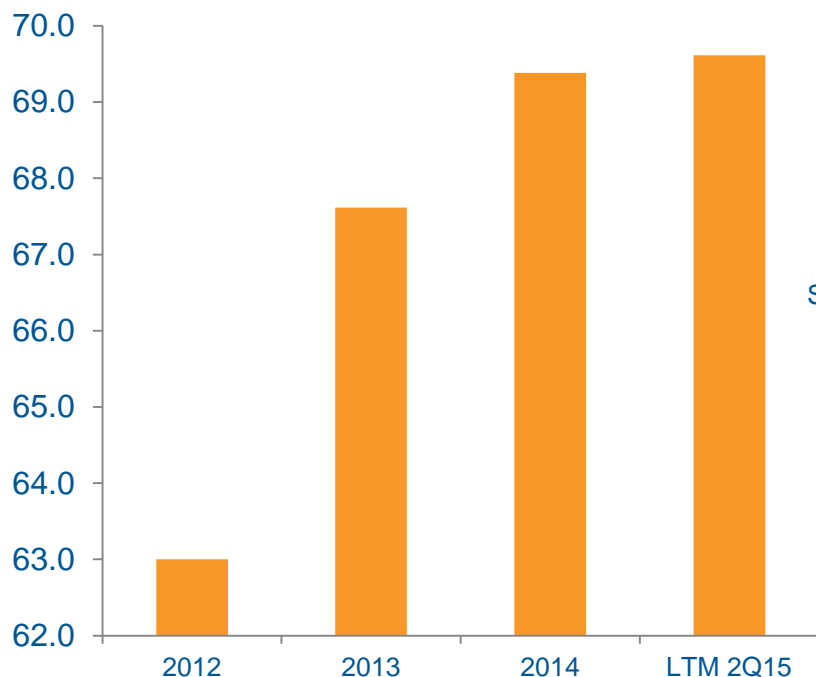


Airbus growth will help improve fuel burn

■ Fuel has greatest leverage to earnings

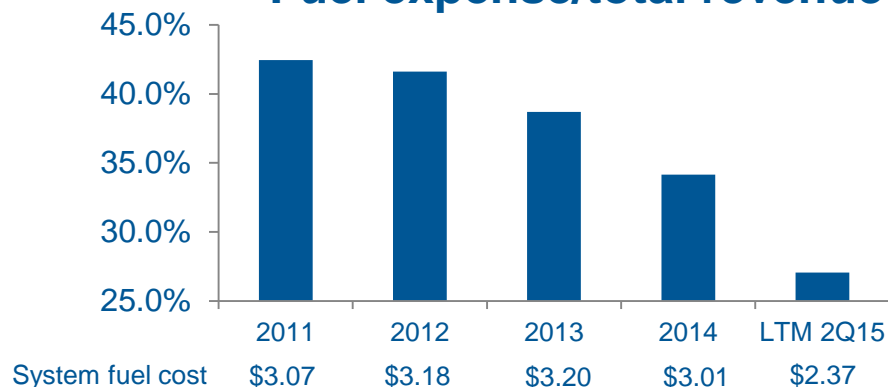
- Fuel ~ 34% of total operating expense⁽¹⁾
- Airbus aircraft flew 26% of LTM 2Q15 scheduled block hours

Historical ASMs/gallon

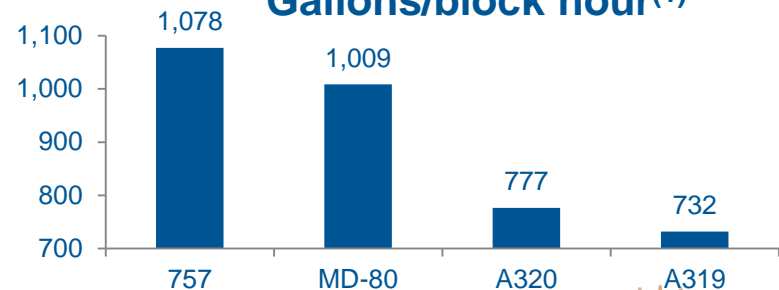


1 - As of LTM 2Q15

Fuel expense/total revenue



Gallons/block hour⁽¹⁾



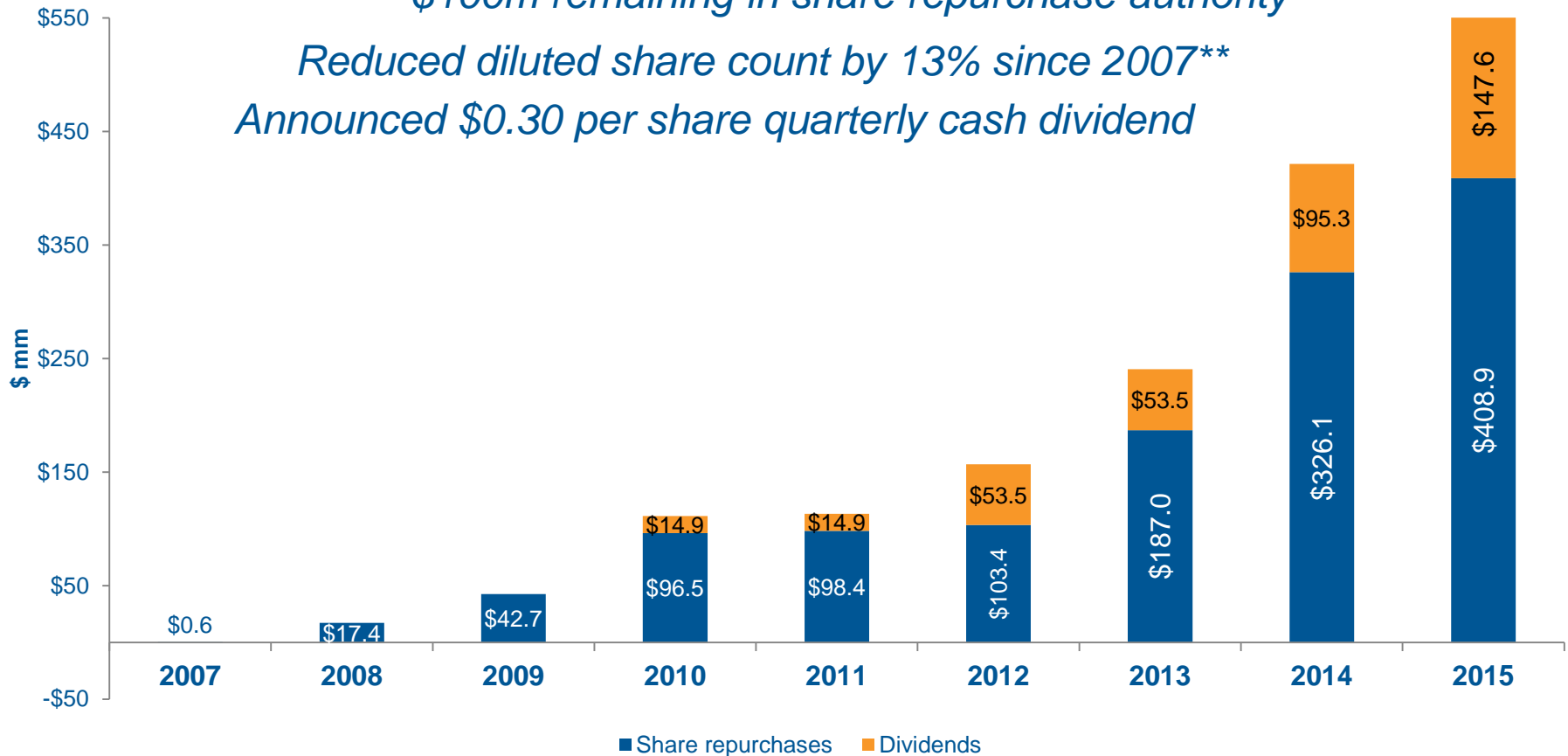
Cumulative return to shareholders

\$557m returned to shareholders since 2007

\$100m remaining in share repurchase authority*

Reduced diluted share count by 13% since 2007**

Announced \$0.30 per share quarterly cash dividend



*- As per announcement on July 29, 2015

**-Diluted share count in 2007 20.5m, share count 2014 17.8 m

2015 includes \$44m returned through a special dividend declared in 2014 and paid in January 2015

2014 includes \$42m returned through a special dividend declared in 2013 and paid in January 2014



Capitalization structure

	Actual 6/30/15 (MM USD)	Debt to LTM Adj EBITDAR	Rate	Maturity
Unrestricted cash	415.0			
LTM Adjusted EBITDAR	391.2			
Secured by AC	32.1		L + 2.95%	Apr 2018
Secured by AC	122.2		L + 3.08%	May 2018
Secured by AC	30.5		L + 2.95%	May 2018
Secured by AC	32.2		3.99%	Oct 2018
Secured by real estate	9.5		2.86%	Oct 2018
Secured by AC	38.5		L + 2.46%	Nov 2019
Secured by real estate	7.5		2.86%	Mar 2020
Secured by AC	28.6		L + 1.70%	Mar 2020
Secured by AC	<u>26.5</u>		L + 1.70%	Jun 2020
Total secured debt	327.6	0.8x		
Senior notes	<u>300</u>		5.5%	Jul 2019
Total debt	627.6	1.6x		
7x LTM aircraft rent	<u>42.1</u>			
Adjusted debt	669.7	1.7x		

