

Management Presentation

May 2019



Forward looking statements

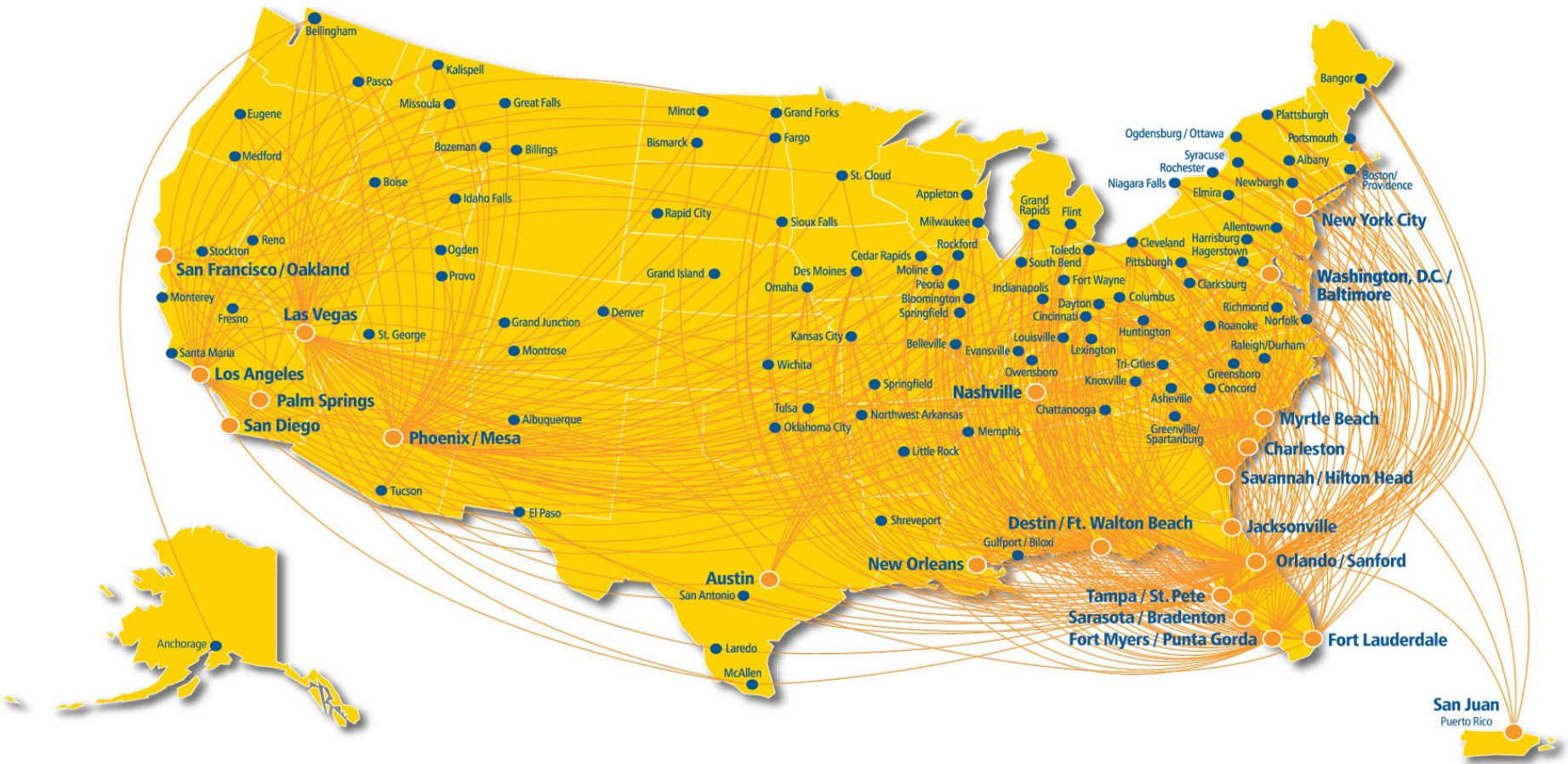
This presentation as well as oral statements made by officers or directors of Allegiant Travel Company, its advisors and affiliates (collectively or separately, the "Company") will contain forward-looking statements that are only predictions and involve risks and uncertainties. Forward-looking statements 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.

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 capacity - immediate impact on price
 - Minimize threat of irrational behavior from others
- Low cost fleet – mostly used aircraft
 - Match capacity to demand, highly variable
 - Relatively 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

A very large niche



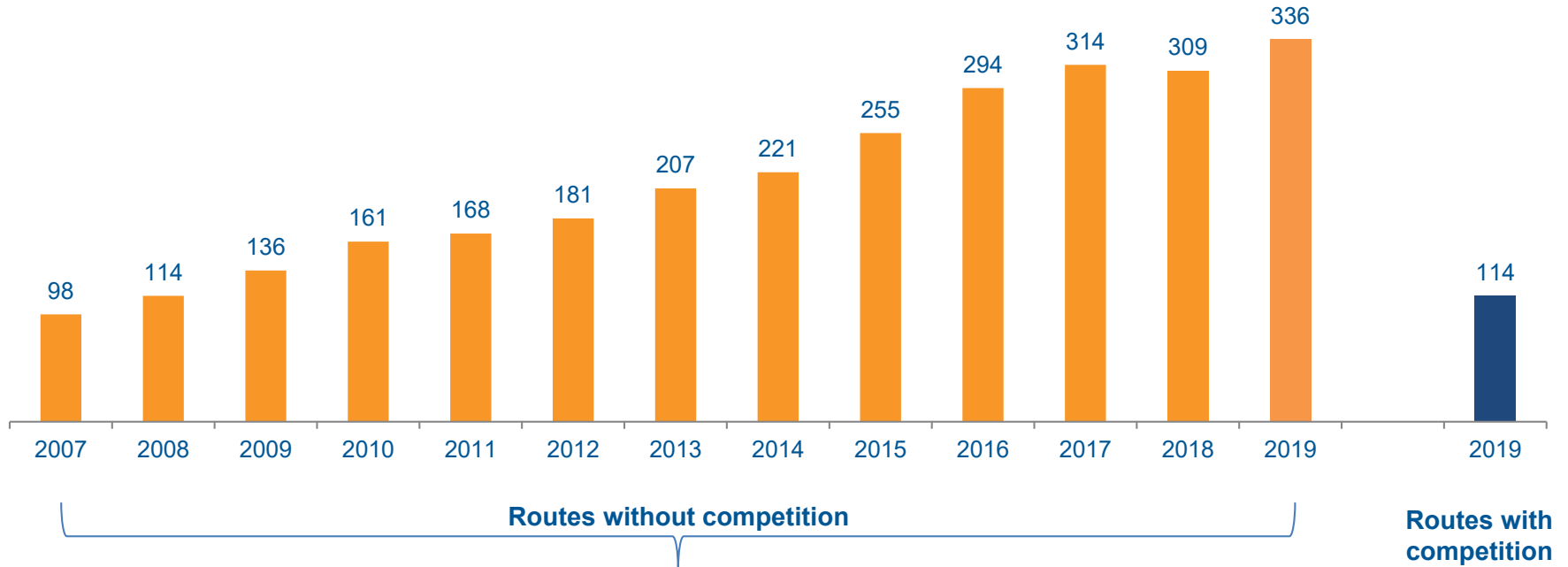
Based on current published schedule through February 11, 2020
450 routes, 96 small/medium cities, 26 leisure destinations

Orange circles = destinations

allegiantTM
Travel is our deal.

Little competition

Historic level of non-competitive routes



Competitors – overlapping routes

Legacy carriers	75	Brand/lower cost carriers	9	ULCC's	77
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Based on current published schedule through February 11, 2020, announcements and cancellations as of April 30, 2019

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

ULCC carriers – Frontier, Spirit, Sun Country

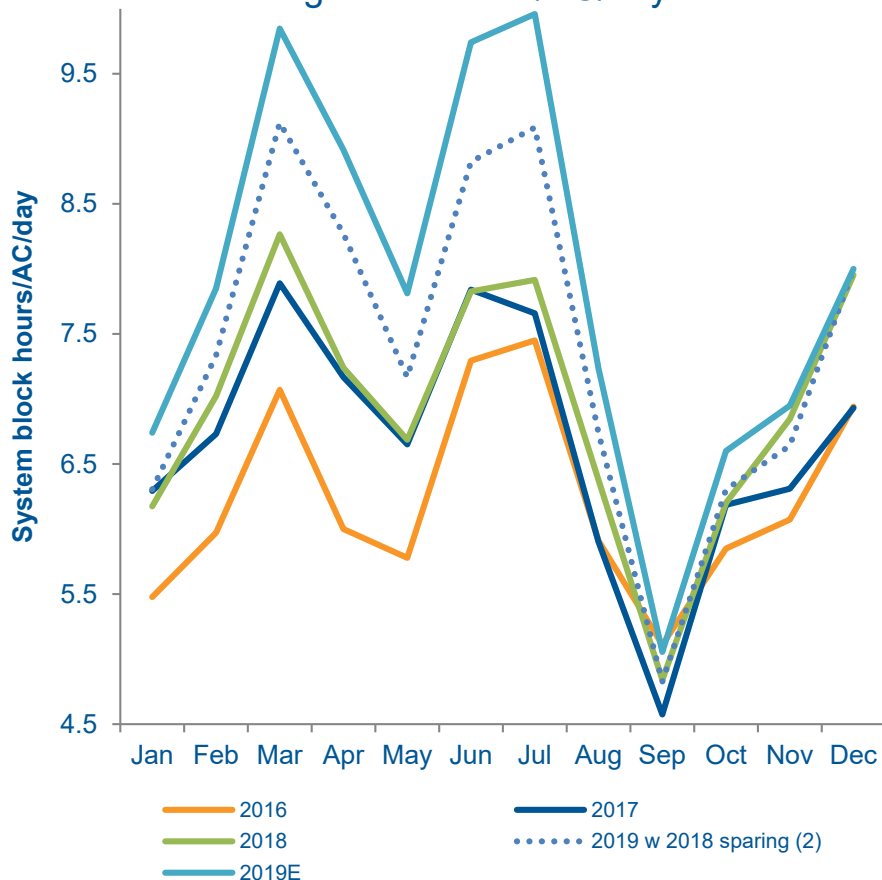
Competitive routes are those that have non-stop flights between similar markets



Low frequency model

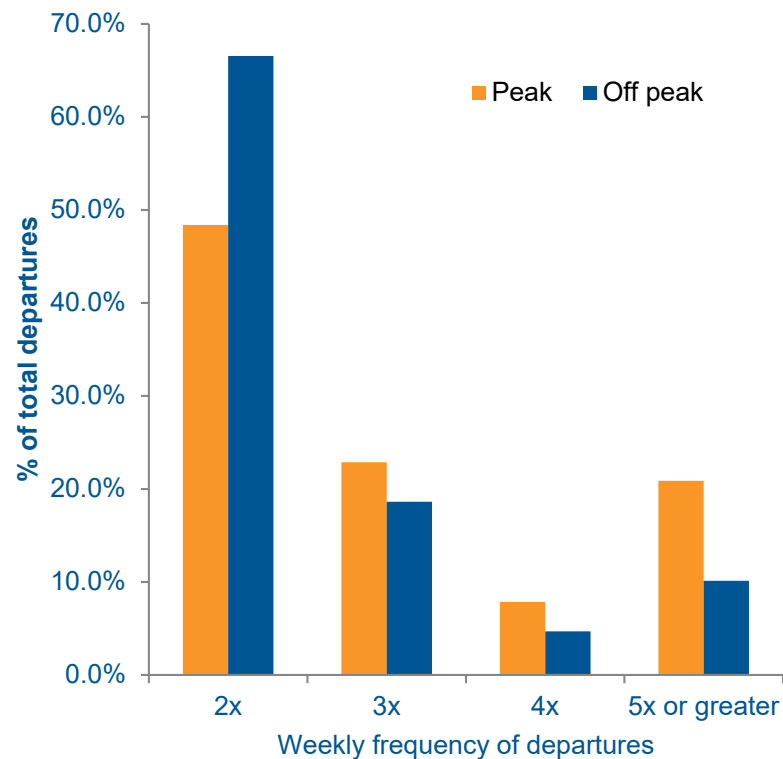
Leisure = seasonality

Avg. block hours/AC/day



Small cities = low frequency⁽¹⁾

Weekly market frequency

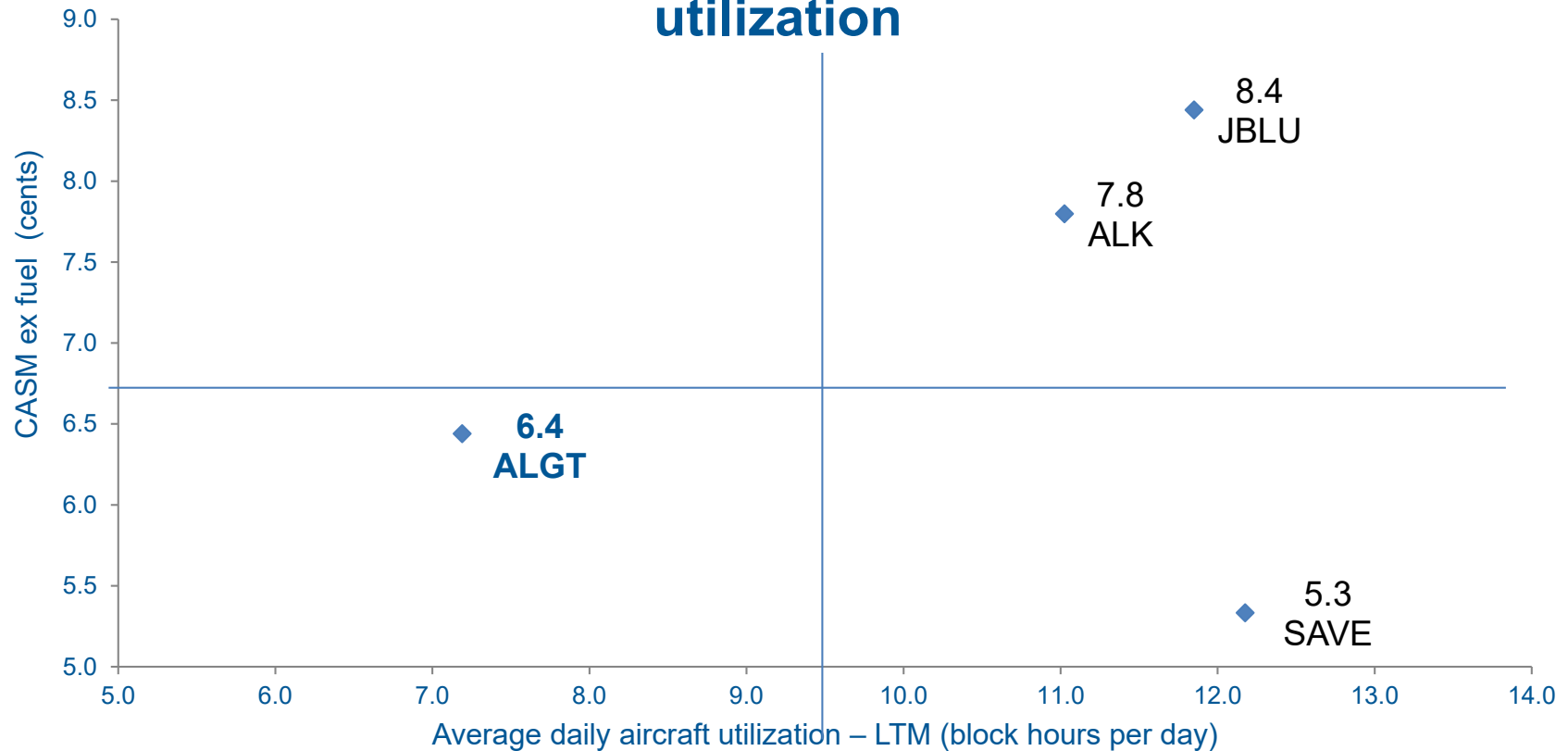


1 - Peak = peak is defined as 11/23 – 12/1, 12/21 – 1/3, 2/18 – 4/14, 6/3 – 8/18. Remaining is off peak

2 – Demonstrates the aircraft utilization if 2019 spare count was at 2018 levels

Low costs even with low utilization

LTM 1Q19 CASM ex fuel vs daily aircraft utilization

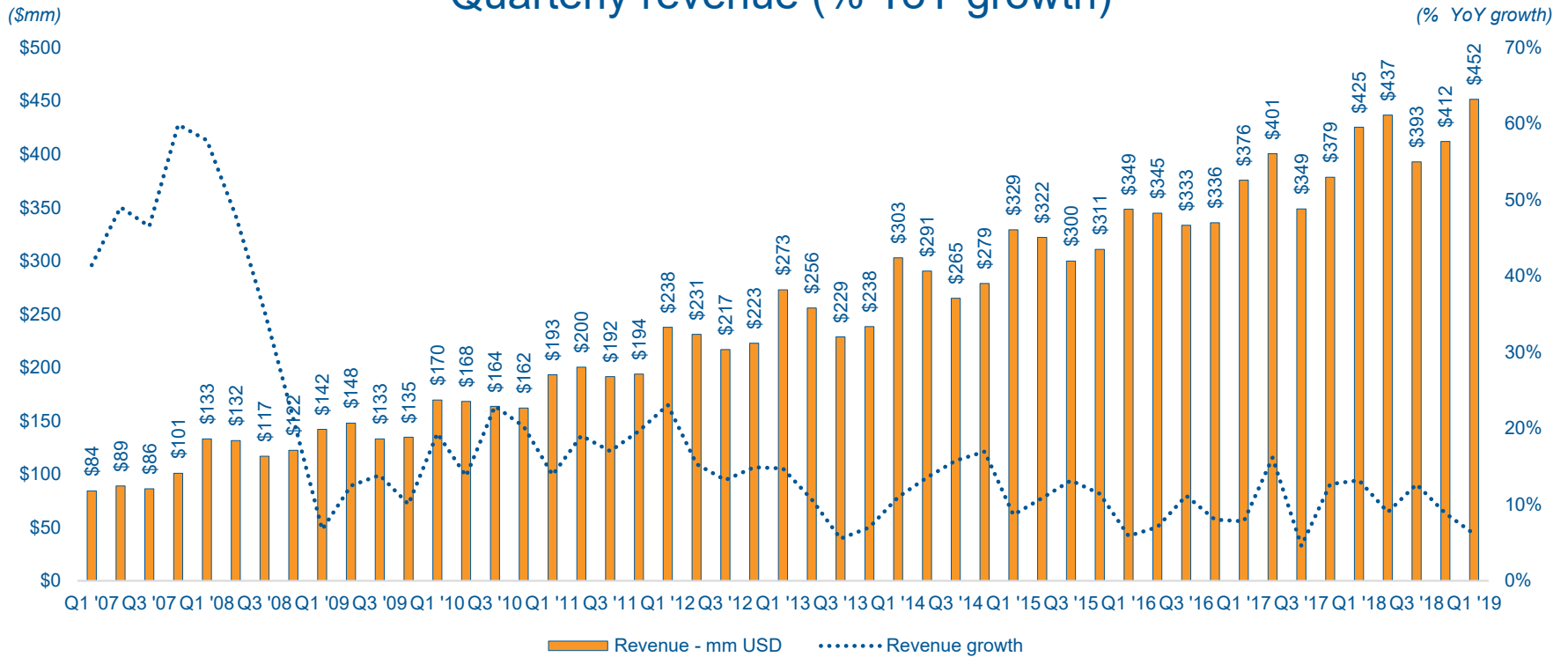


As of LTM 1Q19, ALGT – Allegiant, JBLU – JetBlue, ALK – Alaska mainline, SAVE – Spirit
Allegiant excludes non airline costs



Revenue growth every quarter through good times and bad...

Quarterly revenue (% YoY growth)



Brent Crude Price per bbl:	YoY GDP Growth / Decline:
\$65.87	0.9%
\$70.68	2.3%
\$81.66	2.2%
\$95.98	2.5%
\$101.58	(2.3%)
\$140.00	2.1%
\$100.64	(2.1%)
\$44.60	(8.4%)
\$49.66	(4.4%)
\$69.89	(0.6%)
\$70.61	1.5%
\$79.36	4.5%
\$83.76	1.5%
\$75.63	3.7%
\$79.97	3.0%
\$91.38	2.0%
\$106.72	(1.0%)
\$95.42	2.9%
\$79.20	(0.1%)
\$98.83	4.7%
\$103.02	3.2%
\$84.96	1.7%
\$92.19	0.5%
\$91.82	0.5%
\$97.23	3.6%
\$96.56	0.5%
\$102.33	3.2%
\$98.42	3.2%
\$101.58	(1.0%)
\$105.37	5.1%
\$91.16	4.9%
\$53.27	1.9%
\$47.60	3.3%
\$59.47	3.3%
\$45.09	1.0%
\$37.04	0.4%
\$38.34	1.5%
\$48.33	2.3%
\$48.24	1.9%
\$53.72	1.8%
\$50.60	1.8%
\$46.04	3.0%
\$51.67	2.8%
\$60.42	2.3%
\$64.94	2.2%
\$74.15	4.2%
\$73.25	3.4%
\$68.08	2.6%
\$63.90	3.2%

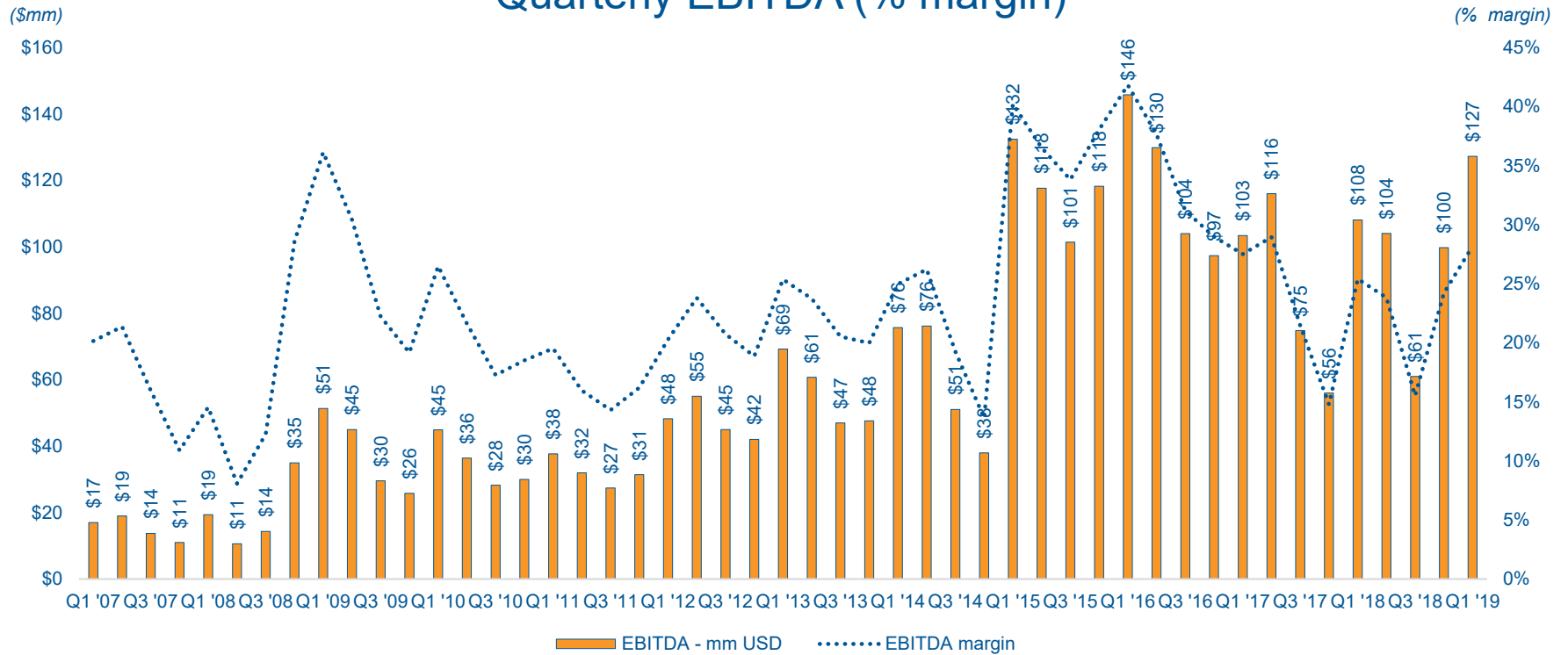
Source: Company filings.

Note: Red highlights denote Brent crude oil price above \$100 / barrel and GDP decline.



... With strong EBITDA margins

Quarterly EBITDA (% margin)



Brent Crude Price per bbl:	\$65.87	\$70.68	\$81.66	\$95.98	\$101.58	\$140.00	\$100.64	\$44.60	\$49.66	\$69.89	\$70.61	\$79.36	\$83.76	\$75.63	\$79.97	\$91.38	\$106.72	\$95.42	\$79.20	\$98.83	\$103.02	\$84.96	\$92.19	\$91.82	\$97.23	\$96.56	\$102.33	\$98.42	\$101.58	\$105.37	\$91.16	\$53.27	\$47.60	\$59.47	\$45.09	\$37.04	\$38.34	\$48.33	\$48.24	\$53.72	\$50.60	\$46.04	\$51.67	\$60.42	\$64.94	\$74.15	\$73.25	\$68.08	\$63.90
YoY GDP Growth / Decline:	0.9%	2.3%	2.2%	2.5%	(2.3%)	2.1%	(2.1%)	(8.4%)	(4.4%)	(0.6%)	1.5%	4.5%	1.5%	3.7%	3.0%	2.0%	(1.0%)	2.9%	(0.1%)	4.7%	3.2%	1.7%	0.5%	0.5%	3.6%	0.5%	3.2%	3.2%	(1.0%)	5.1%	4.9%	1.9%	3.3%	3.3%	1.0%	0.4%	1.5%	2.3%	1.9%	1.8%	1.8%	3.0%	2.8%	2.3%	2.2%	4.2%	3.4%	2.6%	3.2%

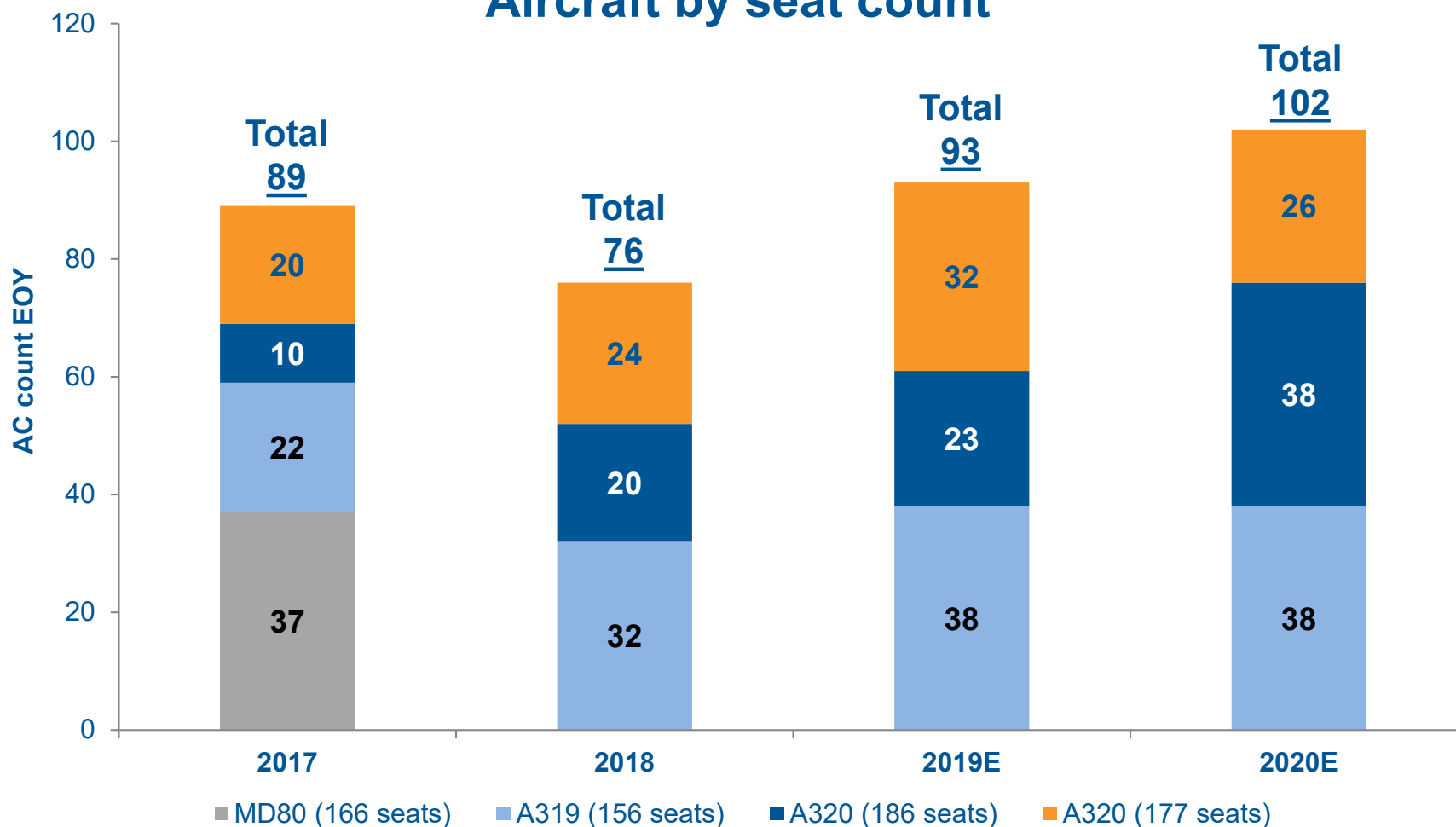
Source: Company filings.

Note: Red highlights denote Brent crude oil price above \$100 / barrel and GDP decline.



Fleet plan

Aircraft by seat count

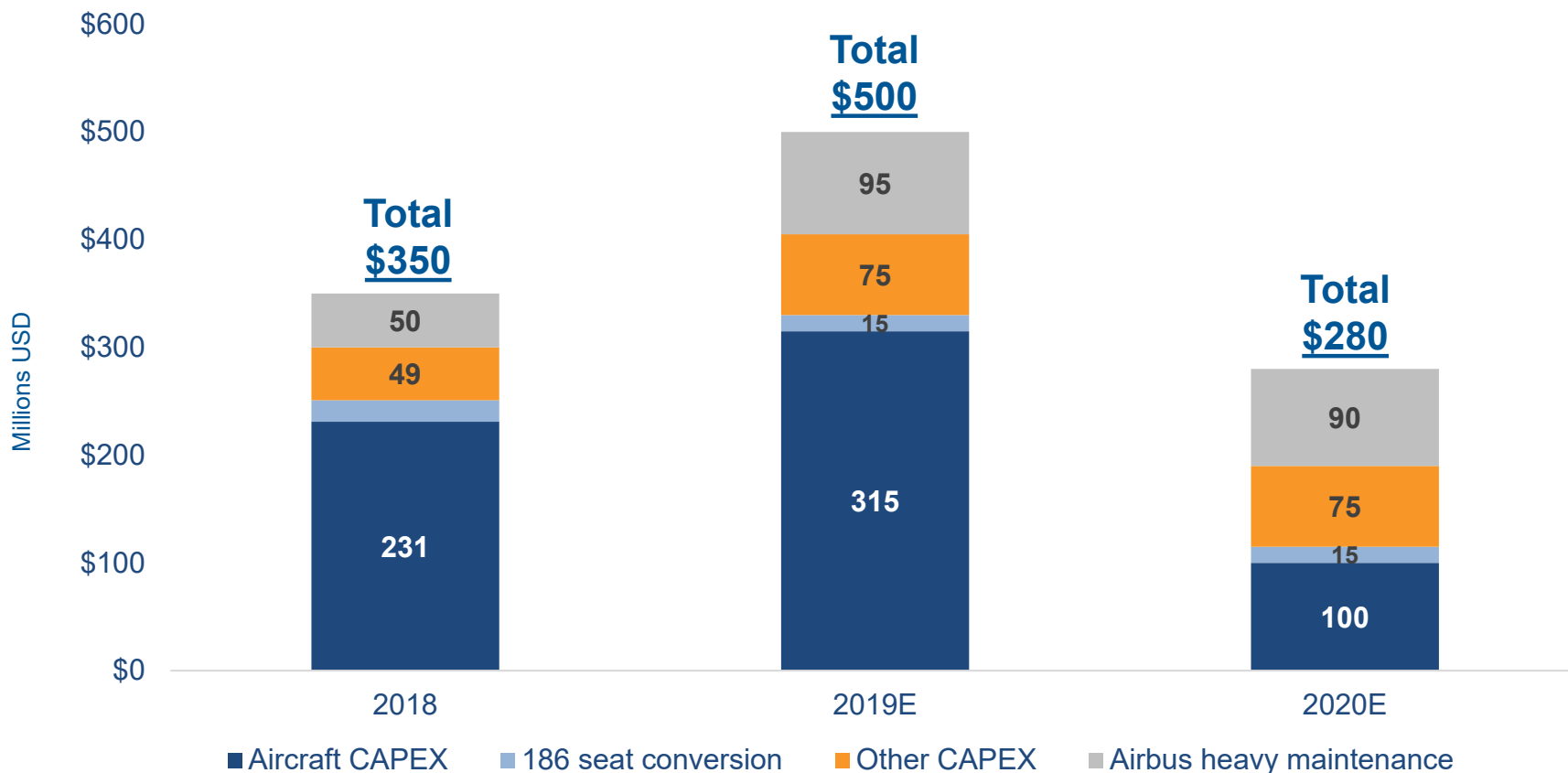


Estimated aircraft count at end of year
186 seat density project dependent on outside supply chains and could impact the schedule



Capex & Airbus heavy maintenance

Airline capital expenditures (\$ millions)



Estimates are based on various assumptions which may not materialize

2019 is based on mid point of guided range

Other Capex includes Capex for IT projects as well as other non-aircraft CAPEX

Heavy maintenance consists of Airbus heavy airframe visits and engine expenses to be capitalized

Does not include non-airline CAPEX which includes Sunseeker Resorts or Family Entertainment Centers



Sunseeker Resorts

- Resort
 - 510 hotel rooms
 - 189 suites
- Robust food and beverage
- Large ballroom space
- 3,000 ft. seawall w public promenade
- 15 min drive from airport



Unique business model and results

■ Highly resilient and profitable

- Profitable last 65 quarters ⁽¹⁾
- LTM 1Q19 EBITDA \$392mm ⁽²⁾
- LTM 1Q19 Return on Equity 24%⁽²⁾

■ Strong balance sheet

- Rated BB- and Ba3⁽³⁾
- Adjusted debt/ EBITDAR 3.5x⁽²⁾
- \$45mm returned to shareholders in 2018
 - \$100 mm in share repurchase authority as of 4/24/19
- Recurring quarterly cash dividend of \$0.70 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

Existing guidance - 2019

- **2019 FY EPS \$13.25 to \$14.75 per share**
- FY 19 ASMs per gallon 81.0 to 83.0
- FY 19 interest expense \$70mm to \$80mm
- FY 19 effective tax rate 24% to 25%
- FY 19 share count 15.9m
- FY 19 airline CAPEX \$400mm to \$410mm*
- FY 19 capitalized Airbus deferred heavy maintenance \$85mm to \$105mm
- FY 19 depreciation expense \$150mm to \$160mm
- FY 19 Non airline operating income (\$17)mm to (\$12)mm

	2nd Quarter 2019	Full year 2019
System ASMs	13 to 14%	7.5 to 9.5%
Scheduled ASMs	13 to 14%	7.5 to 9.5%

Guidance subject to change

* Excludes deferred heavy maintenance, Sunseeker Resorts and non-airline capex



Sunseeker guidance - 2019

■ Sunseeker Resorts

- Project spend to date - \$54mm
- Expected 2019 spend - \$250 to \$300mm
- Total project spend remaining - \$416mm

Guidance subject to change

Appendix

GAAP reconciliation

EBITDA calculations

\$mm	LTM 1Q19	2018	2017	2016	2015
Operating income as reported (GAAP)	254.6	243.5	227.2	370.6	371.7
+Depreciation and Amortization	137.4	129.4	121.7	105.2	98.1
=EBITDA	392.0	372.9	348.9	475.8	469.8
+ Write down of MD-80 fleet			<u>35.3</u>		
=Adjusted EBITDA	392	372.9	384.2	475.8	469.8
+ Aircraft lease rental	.9	0.9	3.1	0.9	2.3
=EBITDAR	392.9	373.8	387.3	476.7	472.1
Total debt	1,357.7	1,271.7	1,164.9	808.2	641.7 ₂
+7 x annual aircraft lease rent	<u>5.9</u>	<u>6.3</u>	<u>21.7</u>	<u>6.3</u>	<u>16.1</u>
Adjusted total debt	1,363.6	1,278.0	1,186.6	814.5	657.8
=Adjusted Debt to EBITDAR	3.5x	3.4x	3.1x	1.7x	1.4x
Average # of in service aircraft in period	89	91	87	83	74
=EBITDA per aircraft	4.4	4.1	4.4	5.7	6.4
Interest expense	61.3	53.8	39.0	28.8	26.5
= Interest coverage	6.4x	6.9x	9.9x	16.5x	17.7x

GAAP reconciliation

Return on equity

\$mm	LTM 1Q19	2018	2017	2016	2015
Net Income as reported (GAAP)	161.6	159.7	195.2	219.6	

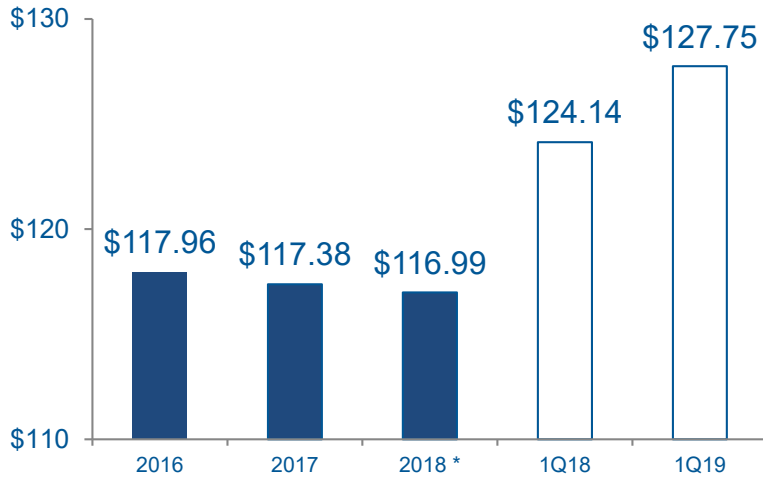
	Mar 2019	Mar 2018	Dec 2018	Dec 2017	Dec 2016	Dec 2015
Total shareholders equity	738.5	599.8	690.3	553.3	473.6	350.0
Return on equity		24%	26%	38%	53%	

ROE = Net income / Avg shareholders equity

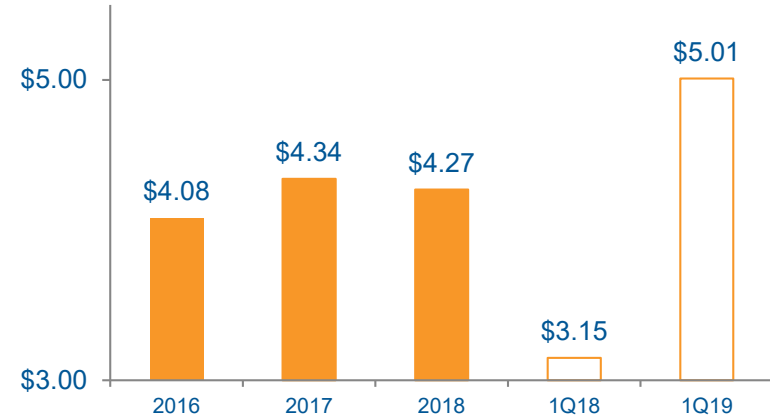


Revenue components

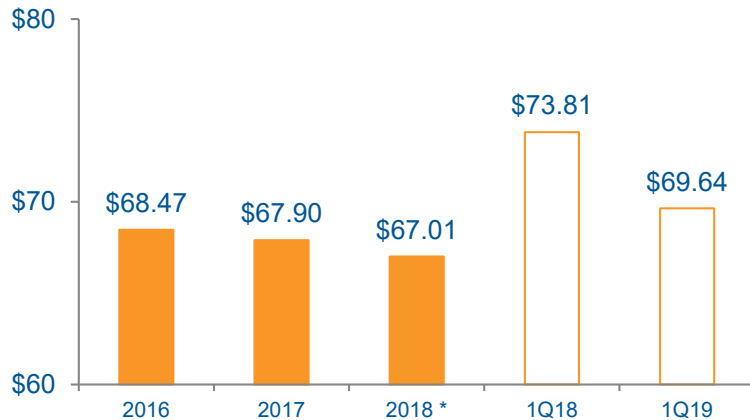
Average fare - total



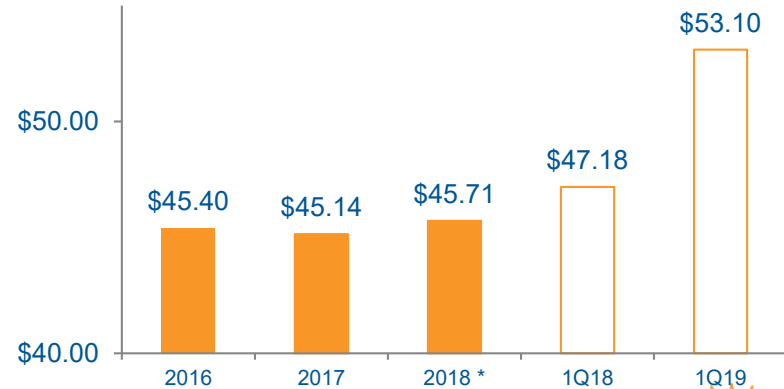
Average fare - ancillary third party products



Average fare - scheduled service



Average fare - ancillary air-related charges



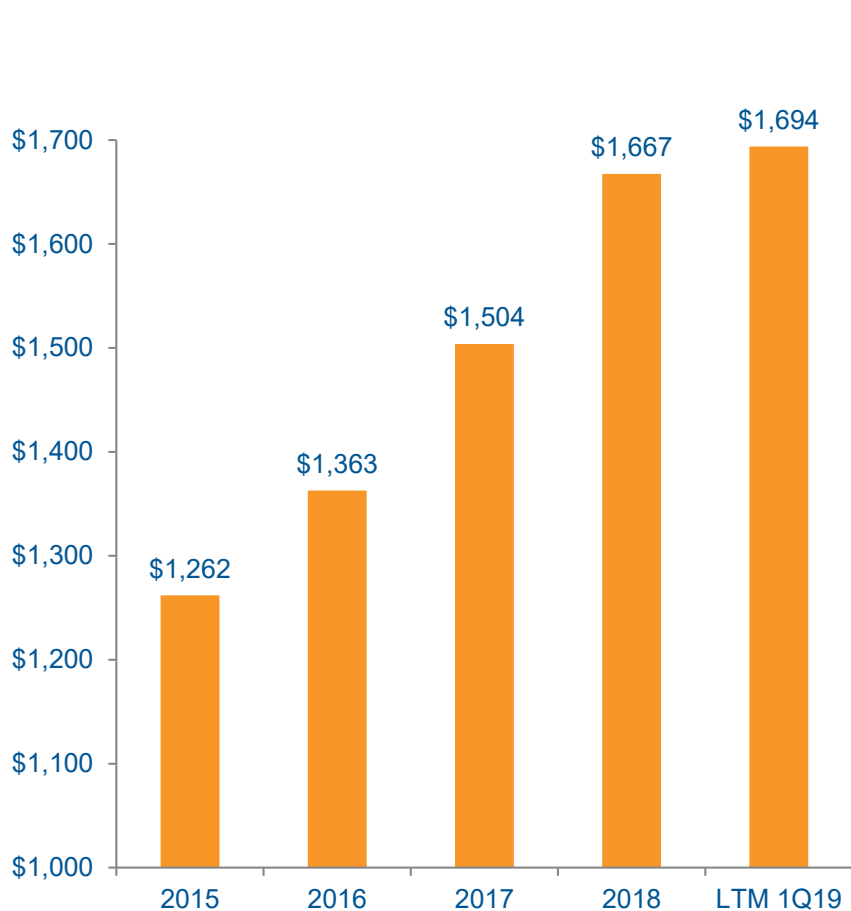
All revenue is revenue per scheduled passenger

* - Reflects division of passenger revenue between scheduled service and air-related charges in Company's booking path

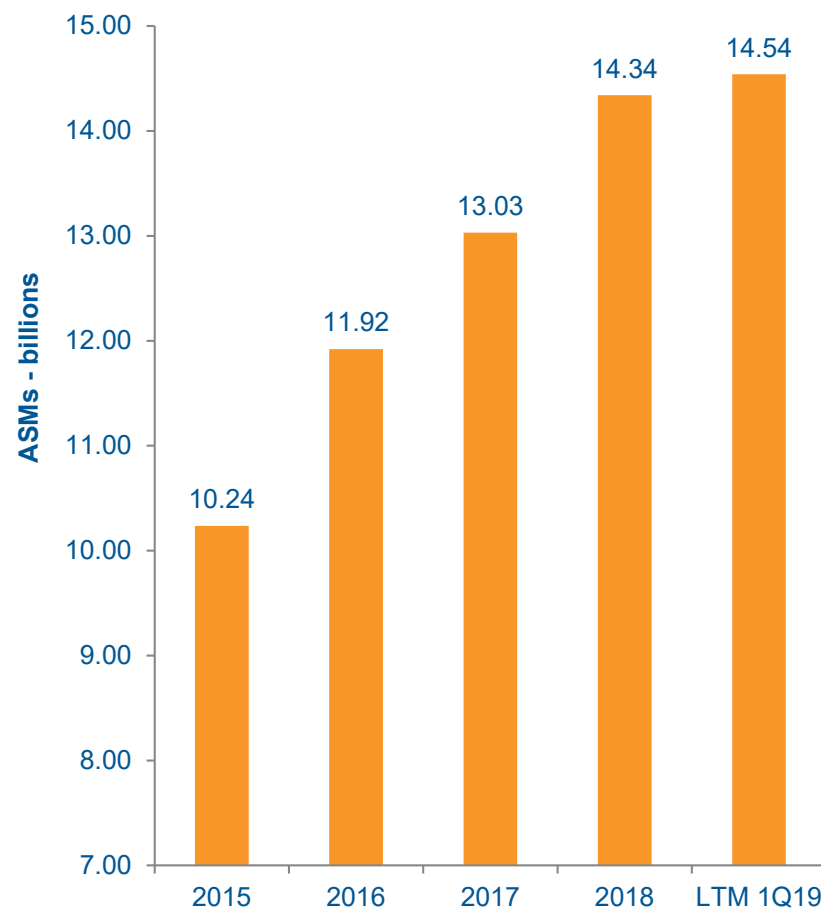


Measured, profitable growth

Total revenue



Scheduled ASMs



Contribution of initiatives

Operating earnings annual impact - \$m ¹	Original 2017	Actual 2017	Original 2020E	Update 2020E
Fuel benefit from ASM production	\$6	\$6	\$21	\$21
Ex-fuel savings (costs)	(21)	(29)	73	73
Credit card program	10	17	45	50
eCommerce initiatives	14	10	92	92
Pricing engine	7	2	49	49
Fixed fee	5	8	20	20
186 seat modification	0	0	27	17
<u>Fleet productivity</u>	<u>0</u>	<u>0</u>	<u>21</u>	<u>33</u>
Total	\$21m	\$14m	\$348m	\$355m

1 - 2020 numbers are projected earnings increases over 2016
 Estimates are based on various assumptions which may not materialize

