









Investor Roundtable

June 24, 2020

GOL MSTED NYSE



Disclaimer



Cautionary Statement Regarding Forward-Looking Statements

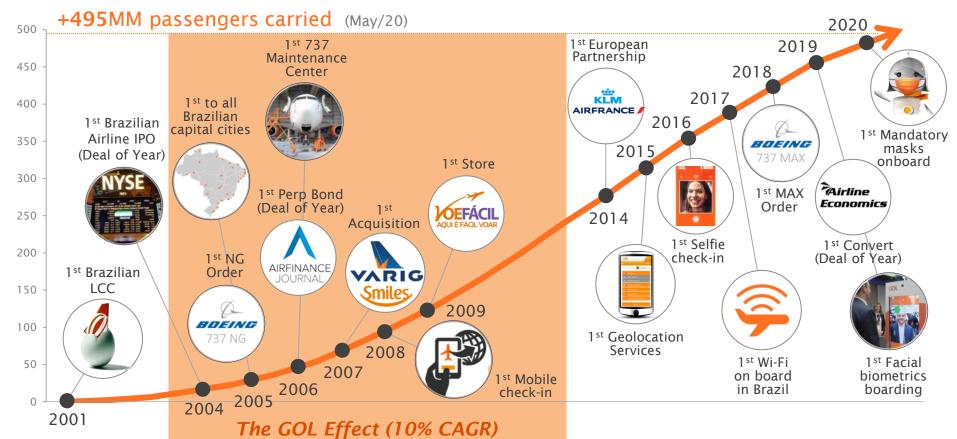
This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Specific forward-looking statements include, without limitation, statements related to (i) the Company's financial outlook, goals, strategies, expectations, and projected results of operations, and the Company's related operational and financial strategies and goals; (ii) the Company's fleet plans, expectations, and opportunities, including with respect to fleet modernization; (iii) the Company's plans, opportunities, and expectations with respect to its reservation system; and (iv) the Company's vision. These forward-looking statements are based on the Company's current intent, expectations, and projections and are not guarantees of future performance. These statements involve risks, uncertainties, assumptions, and other factors that are difficult to predict and that could cause actual results to vary materially from those expressed in or indicated by them. Factors include, among others, (i) the impact of governmental regulations and other governmental actions related to the Company and its operations, in particular with respect to the Boeing 737 MAX aircraft, and any related changes in consumer behavior; (ii) the Company's dependence on third parties, in particular with respect to its fleet and technology plans and expectations, and the impact on the Company's operations and results of operations of any related third party delays or non-performance; (iii) developments relating to the spread of COVID-19, such as the duration and extent of guarantine measures and travel restrictions and the impact on overall demand for air travel (iv) the impact of changes in consumer behavior. economic conditions, actions of competitors (including without limitation pricing, scheduling, capacity, and network decisions, and consolidation and alliance activities), extreme or severe weather and natural disasters, fears of terrorism or war, and other factors beyond the Company's control, on the Company's business decisions, plans, strategies, and results; (v) the Company's ability to timely and effectively implement, transition, and maintain the necessary information technology systems and infrastructure to support its operations and initiatives; (vi) the impact of fuel price volatility, volatility of commodities used by the Company for hedging jet fuel, and any changes to the Company's fuel hedging strategies and positions, on the Company's business plans and results of operations; (vii) the Company's ability to timely and effectively prioritize its initiatives and related expenditures; (viii) the impact of labor matters on the Company's costs and related business decisions, plans. strategies, and projections; and (ix) other factors, as described in the Company's filings with the Securities and Exchange Commission, including the detailed factors discussed under the heading "Risk Factors" in the Company's Annual Report on Form 20-F

Notice Regarding Third Party Content

This presentation may contain information obtained from third parties, including ratings from credit ratings agencies such as S&P Global Ratings. Reproduction and distribution of third party content in any form is prohibited except with the prior written permission of the related third party. Third party content providers do not guarantee the accuracy, completeness, timeliness or availability of any information, including ratings, and are not responsible for any errors or omissions (negligent or otherwise), regardless of the cause, or for the results obtained from the use of such content. THIRD PARTY CONTENT PROVIDERS GIVE NO EXPRESS OR IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE. THIRD PARTY CONTENT PROVIDERS SHALL NOT BE LIABLE FOR ANY DIRECT, INCIDENTAL, EXEMPLARY, COMPENSATORY, PUNITIVE, SPECIAL OR CONSEQUENTIAL DAMAGES, COSTS, EXPENSES, LEGAL FEES, OR LOSSES (INCLUDING LOST INCOME OR PROFITS AND OPPORTUNITY COSTS OR LOSSES CAUSED BY NEGLIGENCE) IN CONNECTION WITH ANY USE OF THEIR CONTENT, INCLUDING RATINGS. Credit ratings are statements of opinions and are not statements of fact or recommendations to purchase, hold or sell securities. They do not address the suitability of securities or the suitability of securities for investment purposes, and should not be relied on as investment advice.

GOL Airlines – A history of firsts







OUR WAY OF BEING AND DOING.

SAFETY

It is our Value number 1: it guides all our actions.

LOW COST

We have the lowest cost in the industry.

TEAM OF EAGLES

We are a Company full of opportunities, with the best Brazilian aviation Team.

INTELLIGENCE

We maximize our results with intelligent solutions and technologies

SERVE

The GOL way of Serving makes us the best option for the Customer.



GOL's strategy & winning operating model





Lowest Cost

- Single B737 fleet
- High utilization of the newest and most fuelefficient B737 aircraft
- Low fleet age and increased stage length





Right Product

- Most attractive product, experience & best fares
- Leadership in corporate/HVC & leisure/economy

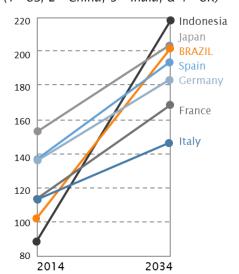




Right Market

Brazil: among top air passenger markets

(1st US; 2nd China; 3rd India; & 4th UK)*



Evolution of GOL's network



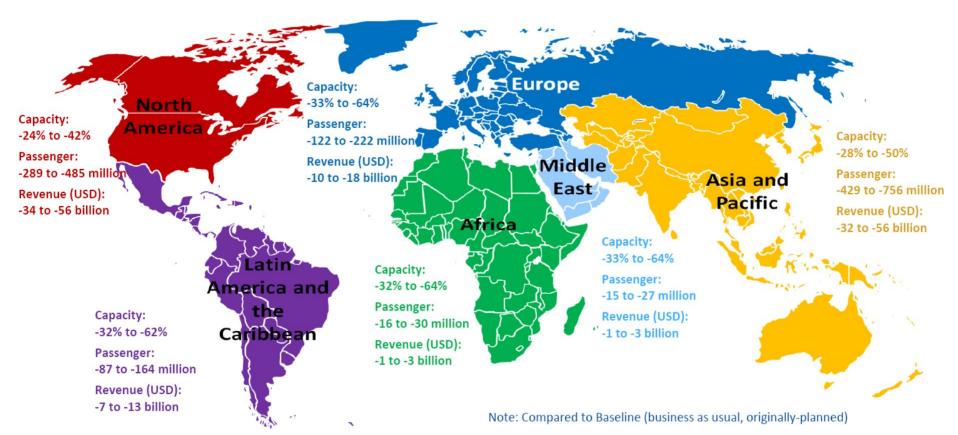
The expansion of our robust network has driven meaningful results

| | 2001 | 2010 | 1Q20 |
|---|------|-----------|-----------|
| Daily Departures ¹ | 66 | 834 | 835 |
| Market Share - Brazil Total Traffic | 2% | 25% | 31% |
| Market Share - Brazil Domestic Traffic | 5% | 40% | 38% |
| Market Share - Brazil International Traffic | 0% | 5% | 14% |
| Number of Cities Served ² | 20 | 67 | 99 |
| Number of Brazilian States Served | 15 | 27 (100%) | 27 (100%) |
| Number of Countries Served | 1 | 6 | 11 |
| Operational Fleet | 6 | 125 | 114 |

Impact on domestic passenger traffic and revenues



Estimates by region for 2020

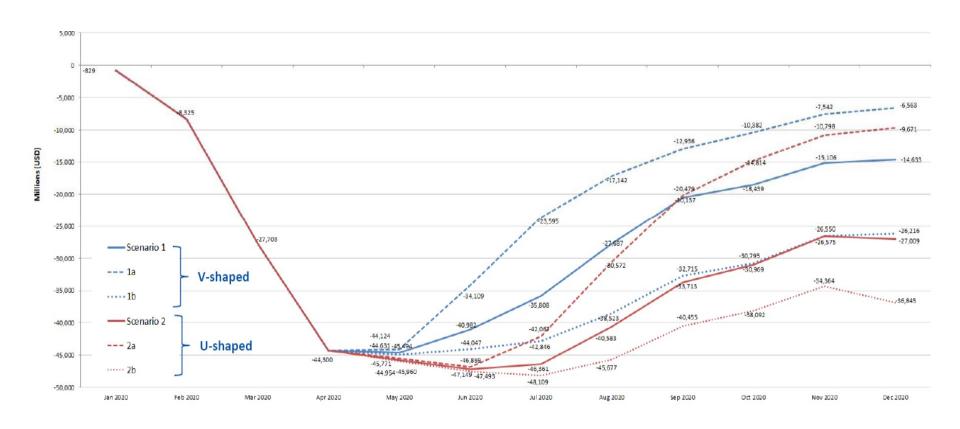


Source: ICAO estimates (May 22, 2020)

Scenarios for total passenger revenue



Compared to baseline (business as usual)



Seasoned management team



- Experience: 60+ years of combined tenure at GOL
- Consistency: experience managing through all economic cycles
- Commitment: only all-Brazilian team
- **Productivity**: highly efficient; unique corporate culture



| | | Years at GOL | Experience |
|---|---|--------------|------------|
| Paulo Kakinoff Chief Executive Officer | CEO 2012 - presentBoard member 2011 - 2012 | 10 | 23 |
| Captain Celso Ferrer Vice President, Operations | VP, 2015 - Present737 Pilot | 17 | 19 |
| Eduardo Bernardes Vice President, Sales and Marketing | • VP, 2015 - present | 19 | 24 |
| Richard Lark Chief Financial Officer | CFO 2003 - 2008, 2016 - present Board member 2008 - 2016 | 18 | 31 |





Best-positioned

2 Long-term advantages

3 Single B737 fleet

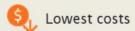
4 Seasoned management

GOL's profit growth drivers



Operating Model





Best product & customer experience

Best value creation plan

Product & Pricing



Fleet & Network



Costs & Liquidity



The GOL virtuous cycle





Committed to sustainability









- · Environmental management system
- FAA 145 Repair Station certification
- Effluents generated are treated
- Commitment to reuse of water
- Pioneer in biofuel technology
- Greenhouse gas inventory (GHG Protocol)
- Governance: beyond ADR III & B3 level 2

| Environmental | 2017 | 2018 | 2019 |
|--|--------|--------|--------|
| Fuel | | | |
| Total fuel consumed (GJ x 1,000) | 45,891 | 48,935 | 51,492 |
| Total fuel consumed (liters x 1,000 /ASK) | 29.5 | 29.2 | 28.9 |
| Fleet | | | |
| Average age of fleet | 9.2 | 9.5 | 9.9 |
| Social | 2017 | 2018 | 2019 |
| Labor relations | | | |
| Employee Gender (% Male/Female) | 55/45 | 55/45 | 55/45 |
| Age: Under 30 years (%) / Between 30 and 50 years (%) | 26/63 | 29/60 | 26/62 |
| Active workforce (collective-bargaining agreements, %) | 100 | 100 | 100 |
| Customer & Company behavior | | | |
| Customer Satisfaction Index (SMS score) | 8.33 | 8.39 | 8.28 |
| On-time departures (%) | 94.6 | 91.8 | 88.98 |
| Flight completion (%) | 98.5 | 98.5 | 98.10 |
| Lost baggage (per 1,000 pax) | 2.06 | 2.03 | 2.09 |
| Safety | | | |
| Number of fatalities | - | - | - |
| Number of gov. enforcement actions and aviation safety | - | - | - |
| Governance | 2017 | 2018 | 2019 |
| Management | | | |
| Independent Directors (%) | 44 | 44 | 50 |
| Participation of woman in leadership positions (%) | 37 | 38 | 33 |
| Committees and Policies | | | |
| Committees: all with independent members included | 5 | 5 | 5 |
| Shareholder Meetings | | | |
| Voting capital representation (shareholders meetings, %) | 100 | 100 | 100 |
| | | | |

GOL's competitive advantages



| | GOL | COMPETITORS |
|-----------------------------|--------------------------|---------------------------|
| More seats per aircraft | 186 | 174 (max) |
| Less fuel consumption | 15% more efficient | - |
| Higher aircraft utilization | 13h / day 12 m / year | 11h / day 11 m / year |
| Less ground time | Shorter turnaround | 30 minutes+ turnaround |
| Ground support necessity | Basic | Complex |

Strengths of the GOL model



What is observed by the passenger







What is not observed by the passenger

Attributes

- Onboard Service
- · Loyalty Program
- Entertainment
- Comfortable Seats
- Freshness/modern ambience

10-15% of costs

Representativeness

GOL's Position

Continuous evaluation of attributes that represent value to passenger to better focus on these investments

- Engine maintenance
- Fuel consumption
- Parts inventory
- · Hours flown by each aircraft
- Time between arrival and next departure
- Aircraft leasing
- Crew



Lowest-Cost

Due to high efficiency/productivity

Results delivered to shareholders



LTM Operating Income (EBIT) (R\$ MM)



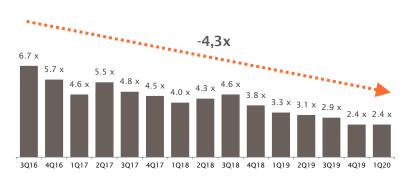
LTM EBITDA (R\$ MM)



LTM Operating Cash Flow (R\$ MM)



Net Debt / LTM EBITDA (x)



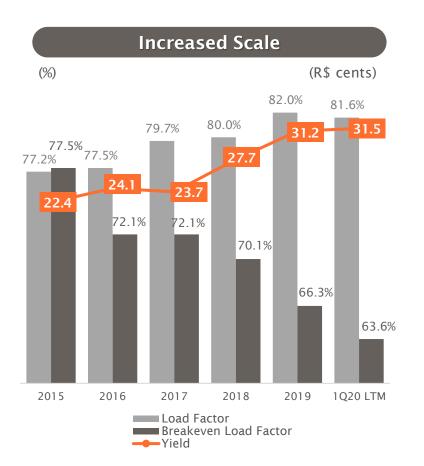
GOL | Leading Airline group



| Business | 2019 Contribution to | | |
|------------------|----------------------|--------|--|
| Dusiliess | Net Revenue | EBITDA | |
| Passenger (GLA) | 92% | 75% | |
| Loyalty (SMILES) | 5% | 19% | |
| Cargo (GOLLOG) | 3% | 6% | |
| MRO (AEROTECH) | < 1% | < 1% | |
| TOTAL | 100% | 100% | |

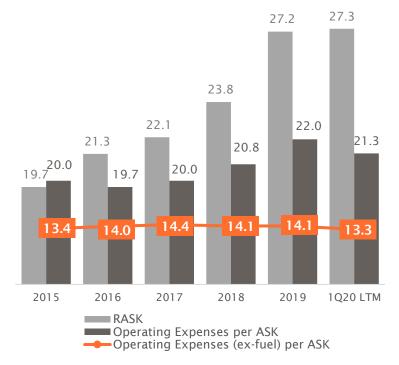
Disciplined growth & cost control





Cost Control + RASK Premium

(R\$ cents)



Our focus



Sustainable Growth

Capacity discipline and strong balance sheet

FIRST FOR EVERYONE

GOL Culture

Best operation, highly engaged workforce and lowest cost

Productivity

High aircraft utilization and CASM lower than competitors

Customers

Increase NPS and singular value proposition

Competitivity

Lowest fares in leading airports and scale/track record to optimize aircraft assets

Action plan to address pandemic



Capacity & Fleet

- Single type B737 fleet plan adjusted to new demand levels
- Flexibility to reduce fleet size by 20% in short term via redeliveries
- Agreement with Boeing reduced orders and liabilities, and provided cash

Operating Costs & Capital Spending

- Essential flight network
- Compensation reduction and deferrals; agreement giving flexibility and stability for employees
- Postponement of jet fuel payments
- Elimination of non-essential investments to operations and maintenance and PDP payments

Processes

- Online meetings with pilots (instead of debriefings and operational meetings)
- Distribution of protective masks to Employees and Clients

Financing & Liquidity

- Import lines rolled over and capex lines to be refinanced with existing partners
- Extension of March 2020 debentures amortization to March 2022
- Over R\$3bn of additional liquidity sources (unencumbered assets, restricted cash, deposits)

Committed Shareholders

• Controlling shareholder with a 60% economic stake fully aligned with GOL's long-term strategy

GOL employee relationships



Focus on protecting jobs through cost savings:

- 18-month agreement providing flexibility and stability for Employees (926 captains, 964 co-pilots, and 3,262 flight attendants);
- Payroll reduction through compensation and deferral initiatives: number of hours, overtime, contract suspension, collective/individual vacations, postponement of profit sharing payments and tax deferrals;
- Reduction of airmen working hours up to 50%; and
- O Salary cuts of 60% for middle and top managers, officers, vice-presidents and CEO.



GOL's profit growth drivers



Operating Model





Best product & customer experience

Best value creation plan

Product & Pricing



Fleet & Network



Costs & Liquidity



The GOL customer



"Rodolfo"

85 tickets | US\$20,000/year Smiles Diamond



Business

Volume: 27% Revenue: 50%



Frequent **22%**



Occasional 33%



Eventual **45%**

"Lais" 1 ticket | US\$75/year Non-Smiles



Leisure

Volume: 73% Revenue: 50%



Planned **50%**



Weekend 42%



Family **8%**





Distribution strategy





Revenue management strategy



Differential Pricing:

- Variety of fares differentiated by restrictions
- Restrictions justify different prices



Yield

is result of
seat optimization
and <u>dynamic pricing</u>
according to
supply and demand







Fares

are segmented by advance purchase, consumption behavior, sales channel and product





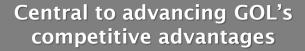


Availability

of each fare reflects consumer elasticity and expected load factor of each flight considering entire network

GOL's digital analytics







Grow revenues



Improve experience and maximize client satisfaction



Optimize costs, efficiency and performance



Evolve ways of working and engaging employees



Be a global airline reference in technology

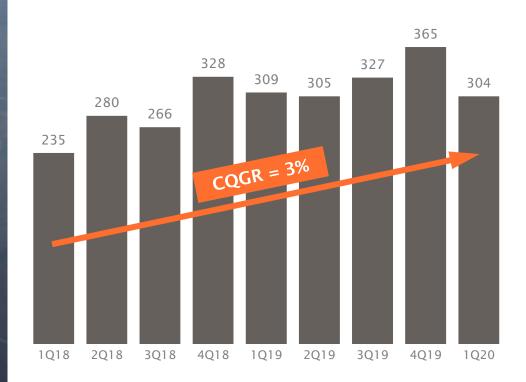


Confidential GOL and all rights reserved

Passenger ancillaries Checked bags, Wi-Fi. Onboard food and drinks, GOL+Conforto, Carry-on bags, Priority Check-in, Call center assistance. Seat assignment, Flight changes, Trip interruption insurance GOL offers more ancillary services than competitors Ancillaries represent ~10% of PRASK



Ancillary Gross Revenue (R\$ million)



Loyalty revenue



Selling miles

Credit card expenditures become points and can be transferred to Smiles



Financial Miles products allow use of money, miles or both, reactivate, joint accounts, on credit Products purchases and Clube Smiles



Fly on partner airlines and accumulate miles



Flights

Buy products and use commercial partners' services and earn miles



Awarding customers



More than 900 destinations



Redeem miles for hotel stays at 400,000 properties



Redeem miles for car rental days



Travel with no miles

Travel without any miles in your account with 'Easy Travel'



Thousands of products, services and experiences with Smiles Shopping

Gross Billings (R\$ MM) / Y-o-Y Growth (%)



Net Revenues (R\$ MM) / Y-o-Y Growth (%)



1017 2017 3017 4017 1018 2018 3018 4018 1019 2019 3019 4019 1020









- Leading player in Brazilian cargo: 25% market share
- Cities served: Over 3,600
- E-commerce revenue growth

GOL's 7-day moving average sales growth is +20%



Sales Index - 7-Day Moving Average

(March 22 = 1.0)



| Sales | June 25 - Jun 21 (YoY) | May 29 - Jun 21 (WoW) |
|----------|---------------------------|--------------------------|
| Total | -81% | +27% |
| Business | -82% | +30% |
| Leisure | -81% | +25% |

| PAX | June 25 - Jun 21 (YoY) | May 29 - Jun 21 (WoW) |
|----------|---------------------------|--------------------------|
| Total | -70% | +53% |
| Business | -68% | +54% |
| Leisure | -70% | +48% |

GOL's profit growth drivers



Operating Model



Most productive aircraft



Lowest costs



Best product & customer experience



Best value creation plan

Product & Pricing



Fleet & Network



Costs & Liquidity



GOL's operations are calibrated for long-term success

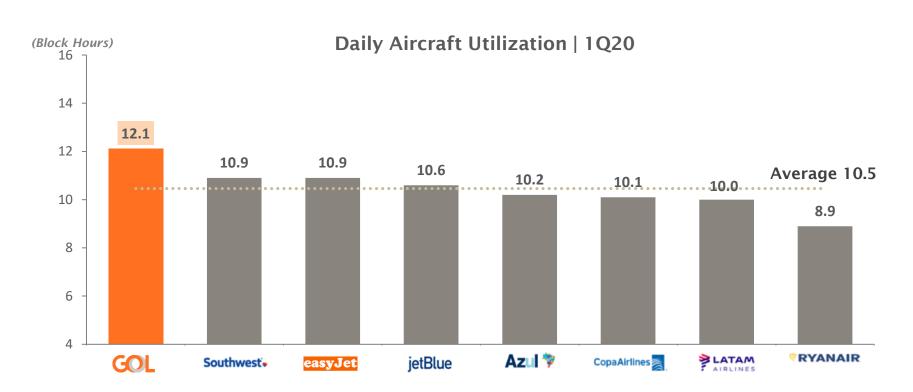




High aircraft utilization



GOL utilizes assets more efficiently



36

Operations management







High flexibility

- Single fleet of 737s; regional & international deployment
- Leasing and supply contracts





Productive and lean

- Best aircraft utilization:
 13 block hours
- Fleet renewal allows further CASK reduction
- Efficient and modernized airports (less ground time)





Operations analytics

- Creating value through Operations analytics
- Advanced analytics, big data, and new technologies
- Optimizing fuel consumption





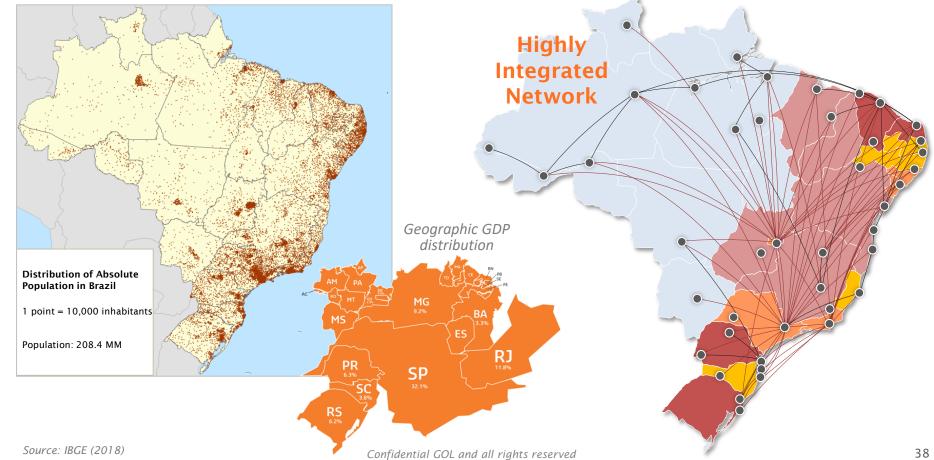
In-house MRO

- Largest MRO facility in Latin America
- Over 1 million sqft
- 3 hangars / 6 shops
- 7 simultaneous aircraft



Main target markets in Brazil





GOL's network plan for 2020





NETWORK RAMP-UP PLAN

| Essential Network focused on flights from GRU | Growth in BSB and RIO Return of Shuttles "Super Pontes" | nedium- sized cities Increase in Shuttle services | Consolidation of BSB and GIG HUBs Return to main regional markets | main markets Growth in Northeast (SSA as focus city) | Return to all markets and secondary regional markets Focus on Leisure Markets | Return to ~80% of all frequencies and markets |
|--|--|---|--|--|--|--|
| | | | | STATISTICS | | |
| 50 flights/day 26 markets ASK YoY: -93% ASK MoM: -93% | 70 flights/day 28 markets ASK YoY: -89% ASK MoM: +30% | 100 flights/day 30 markets ASK YoY: -85% ASK MoM: +77% | 200 flights/day 100 markets ASK YoY: -73% ASK MoM: +110% | 300 flights/day 130 markets ASK YoY: -60% ASK MoM: +35% | | |

2Q20 3Q20 4Q20

Flexible capacity management



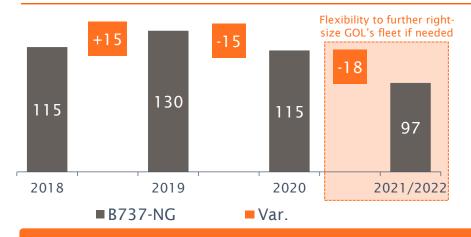
GOL has strong **relationships** with suppliers:

- Deferral of lease payments
- Capex reduced R\$200mm
- Compensation agreement with Boeing

GOL has a **mature** and **well-structured** aircraft delivery and redelivery process:

- · Fleet plan matches capacity-demand
- Fleet growth <u>tracks</u> Brazilian GDP growth
- Contracts provide <u>flexibility</u> for higher or lower market growth and opportunities (ability to flex orders and re-deliveries)

GOL's Fleet Plan (# of NG aircraft)



- Organic Capacity Reduction of 20%
- Additional 10% flexibility (if needed)
- 737 MAX orderbook can be flexed down

Fleet reduction will support deleveraging

Flexible capacity management



In March, GOL reached an agreement regarding compensation for the grounding of the Boeing 737 MAX and order book restructuring



Short-term cash compensation

Bolstered liquidity by nearly a half a billion reais



Changes in order book, adherent to GOL's growth

 Reduces firm commitments from 129 to 95 aircraft with the flexibility of further reductions



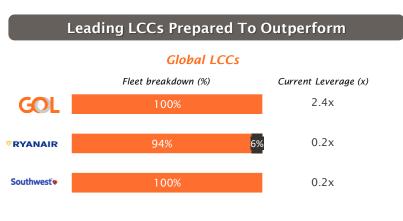
New plan better matches market opportunities with lower costs and reduced cash pressure

 Flexibility to eliminate expenditures for new aircraft over next 24 months

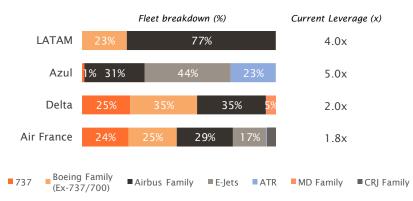
Significant value creation

Impacts of the pandemic on airlines' fleet

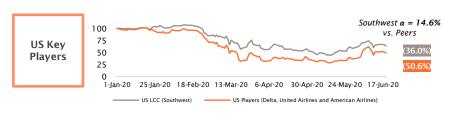




Multi-Aircraft Fleet With Cross-Continental Routes

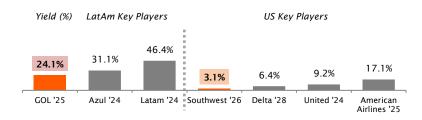


LCCs Outperform Regional Competitors





Global LCC bond yields are the tightest

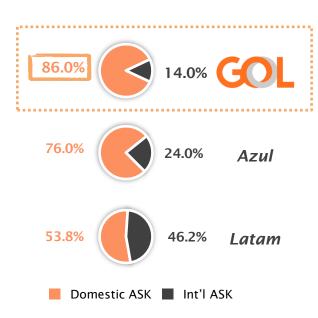


GOL's flight network



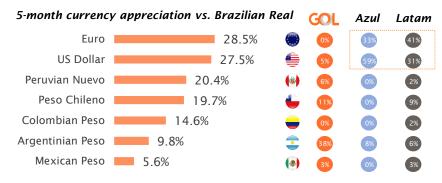
GOL has Higher Domestic ASK Concentration

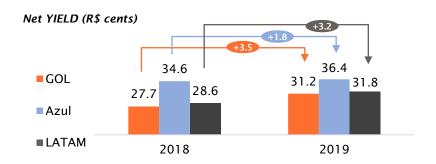
(2019 flight distribution, in %)



Currency is Heavily Depreciated, Supporting Domestic Flights

Destination as % of total int'l ASK (May-20) 1







Confidential GOL and all rights reserved



Unparalleled & hard to-replicate network

Best-positioned with high-yielding business travelers

#1 position in main airports

GOL's profit growth drivers



Operating Model





Best product & customer experience

Best value creation plan

Product & Pricing



Fleet & Network



Costs & Liquidity



How does GOL compare to its peers?

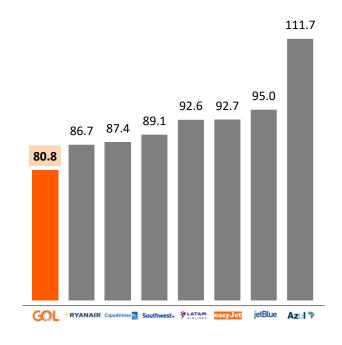
Benchmarking | Cost and Efficiency (LTM 1Q20)



Estimate of Costs Adjusted by the Average State Length / ASM (CASM US\$ cents)

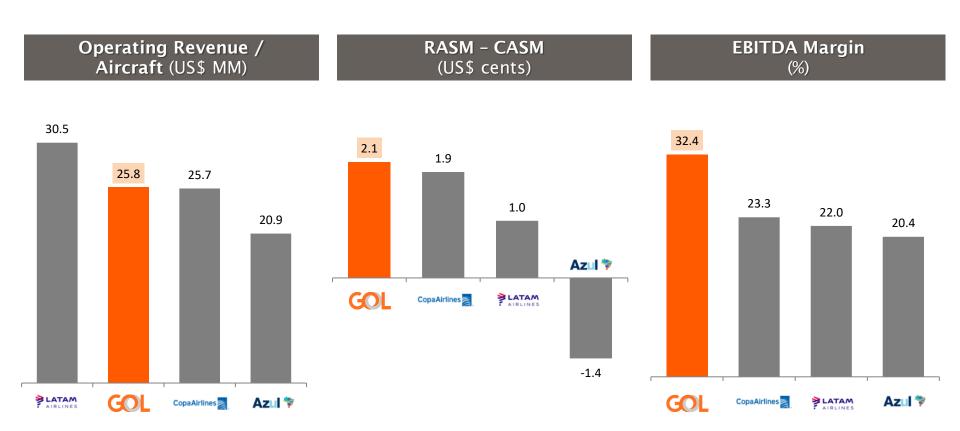


Operating Costs/Net Revenue (total %)



How does GOL compare to its peers?

Benchmarking | Productivity and Profitability (LTM 1Q20)



Financial policies focused on value creation





Asset finance policy

- Matches USD assets and USD liabilities
- Aircraft acquisition: long term & below market costs
- Air transportation: passenger receivables financed by suppliers
- Loyalty program: sales of miles financed by customers



Leverage policy

- Conservative long-term capitalization
- Public market equity sources
- Max Net financial debt of 3x (mid-cycle)
- Min EBITDA margin of 28% (mid-cycle)



Hedging policy

- Matches cash flows
- Complements capacity and revenue management.
- Foreign exchange, oil price and interest rates
- Books cover up to 24 months of exposure
- Adequate credit lines in place

Policies



The right policies: liquidity, capital, risk, profitability and returns



- Competitive advantage
- Value creation drivers
- Sustainable growth
- Equilibrium
- Returns through the cycle



Policies

- Margins
- Capital Structure



@

Targets

- CASK 25% lower than closest peer
- Top share of wallet; best margin markets
- Sustainable growthindustry growth
- Op. cash flow > capex and debt service
- BB credit rating

GOL's value creation plan



We exist to provide the best air travel service at the lowest price



Aircraft acquisition

- Higher efficiency by transition to MAX
- Hard-currency equity
- Unlocking fleet equity via MAX finance leases





Air transport (passenger and cargo)

- Optimizing RASK & driving lowest CASK
- Best-in-class customer experience
- Resilient business model
- High operating efficiency
- Product investments already made



Customer loyalty

- Emotion x GOL brand preference, and better engagement
- Platform for innovation led growth
- Leverage assets and capabilities



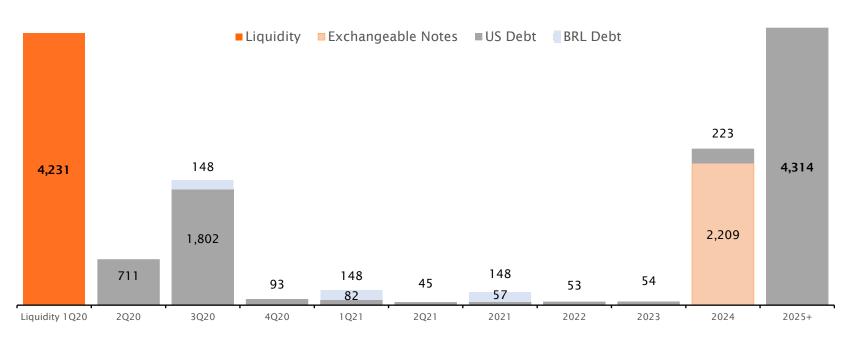
Liquidity management



Maturity Profile

Financial Debt amortization schedule

Actual¹

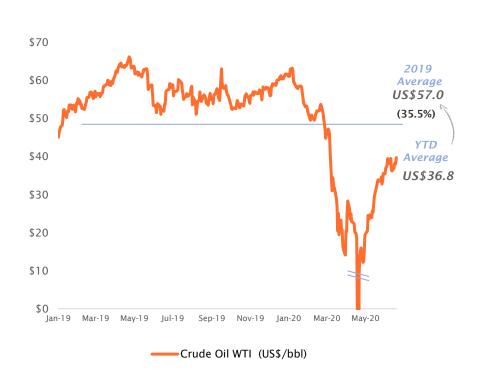


(1) BRL/USD R\$5.20

Liquidity management



Oil prices decreases have benefitted GOL's costs

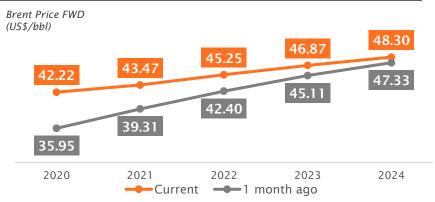


GOL is protected

Investment of ~US\$60mm (MTM) in current oil hedge position

- GOL has ~17mm of barrels hedged through 2022
- Over 70% of position in calls/call spreads (no cash burn risk)
- Hedged for oil price scenario of US\$50/bbl

Market believes oil prices are headed higher



Source: Companies' fillings and FactSet as of June 19, 2020.
(1) Fictional scenario considering 2019 cost structure and expected savings from oil price downturn.

Liquidity management

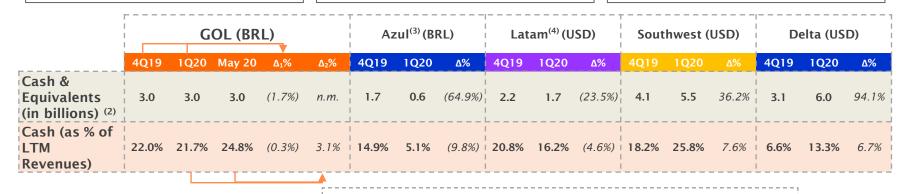




Operating cash flow managed to breakeven

Over 12 months of cash on hand(1)

Most passengers rebooking and taking vouchers rather than reimbursements, limiting net revenue-related cash outflows



Liquidity Position(5)

@ 5/31/2020

R\$3.5 billion

Source: Company filings.

Excluding refunds and restricted cash.

Cash & equivalents, short-term investments and restricted cash as reported by the companies. (5) For Delta, does not considers cash restricted for airport construction.

Total Liquidity Sources

@ 5/31/2020

R\$6.5 billion

~R\$1.5 billion

in potential secured financings (@ 50-60% LTV)

~R\$2.4 billion in financeable

deposits

- Considers hedging impacts.
- For 4019, includes revolving credit facility.
- Liquidity includes receivables and short-term investments.

Benchmarking vs. peers

Latin American Airlines



| Metrics - 1Q20 LTM | GOL | Azul 🧚 | AEROMEXICO. | ≱ LATAM |
|------------------------------|------------|--------------|-------------|----------------|
| Gross Debt ¹ (BN) | R\$14.6 | R\$20.0 | US\$3.4 | US\$10.6 |
| EBITDA LTM ² (BN) | R\$4.9 | R\$3.6 | US\$0.7 | US\$2.2 |
| Gross Debt¹ / EBITDA LTM | 3.0x | 5.6x | 4.9x | 4.7x |
| S&P / Moody's / Fitch | B-/Caa1/B- | CCC+/Caa1/B- | B-/Caa1/B- | D/-/D |

GOL is the highest-rated among peers

⁽¹⁾ Excluding Perpetual Bonds and Exchangeable Bonds.

⁽²⁾ EBITDA as of reported in Financial Statements.

GOL | Brazil's best-in-class airline



| 1 | Brazil's Largest Domestic Airline; Strong Presence in Main Cities |
|---|---|
| 2 | Singular Exposure to Underpenetrated Domestic Market; Organic Growth Opportunities |
| 3 | Unparalleled Brand and Customer Loyalty Program |
| 4 | Highly Defensible, Best Fare Network |
| 5 | Proven Ability to Maintain Reliable Operations, Control Costs & Capex and Improve Liquidity |
| 6 | Large Fleet of Modern Boeing 737s, High Operational Flexibility |
| 7 | Strong & Committed Controlling Shareholder |



NYSEn Constantino de Oliveira Junior, Founder and Chairm



GOL Airlines www.voegol.com.br/ir