Delta and Aeromexico Create Enhanced Commercial Alliance

- Long-term, exclusive alliance enables industry-leading U.S.-Mexico partnership.
- Delta deepens ties with $65 million strategic investment in Aeromexico.
- Airlines to expand maintenance, repair and overhaul capacity creating largest airline MRO facility in Mexico.

ATLANTA and MEXICO CITY, Aug. 10, 2011 – Delta Air Lines (NYSE: DAL) and Grupo Aeromexico (Mexico: AEROMEX.MX) today announced a tentative agreement for a long-term, exclusive commercial alliance. Under the agreement, Delta and Aeromexico will expand cooperation to leverage each other’s strengths and link Delta’s expansive network with Mexico’s largest passenger network. As part of the agreement, Delta also will invest $65 million in Aeromexico.

Following a successful restructuring in 2009 and subsequent public stock offering, Aeromexico has reported strong financial results, including its highest operating margin in 15 years at 10.4 percent for the June quarter 2011.

According to the US Department of Commerce, goods traded between the U.S. and Mexico in 2010 totaled nearly $400 billion, making Mexico the third largest trading partner for the U.S.

The new agreement between two of its founding members strengthens SkyTeam’s position as the only global alliance with a full-service, Mexico-based international carrier and expands SkyTeam’s presence in fast-growing Mexican and Latin American markets.

Exclusive U.S.-Mexico Alliance

Along with the current agreement that offers customers reciprocal access to airport lounges as well as the ability to accrue and redeem flight awards, customers will enjoy soon-to-be-available benefits from the deepened alliance between Delta and Aeromexico, including:

- Network-wide codesharing to include all Delta and Aeromexico flights between the U.S. and Mexico as well as flights within the carriers’ domestic networks and to other key international destinations;
- A coordinated sales team that offers joint contracting to corporate customers allowing enhanced access to the combined networks;
- Expedited call handling for Elite and Platinum customers through a new, integrated process; and
- The ability for Elite and Platinum customers to reserve preferred seating via the carriers’ reservations centers.

Future benefits of the enhanced alliance will include:

- Co-located airport facilities for easier connections and check-in; and
- The ability to select preferred seat assignments, process upgrades and redeem Award Tickets online.

The carriers will leverage the extended, long-term commercial agreement to exchange, within legal limits, best practices across operations, marketing and sales.
Equity Investment

Under terms of the Memorandum of Understanding (MOU), Delta will invest $65 million in exchange for ordinary shares in Grupo Aeromexico at a price per share of stock of $31 pesos, made up of treasury stock set aside as part of Aeromexico’s primary public offering April, 14, 2011. Delta also will gain a seat on the Aeromexico board of directors. The transaction is subject to approval from certain Mexican regulators.

Maintenance, Repair and Overhaul Joint Venture

As part of a separate agreement, Delta and Aeromexico will expand their Maintenance, Repair and Overhaul (MRO) agreement with a new facility scheduled to open in the third quarter of 2013. The airlines will invest equal shares to establish a facility in Mexico that builds on existing repair work between the carriers, as well as third party airlines.

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