

**Operator:**

Good morning, ladies and gentlemen. At this time, we would like to welcome everyone to GOL Airlines 2Q12 results conference call. Today with us, we have Mr. Paulo Kakinoff, CEO; Mr. Constantino de Oliveira Júnior, Chairman of the Board of Directors; and Mr. Edmar Lopes, IR Officer.

We would like to inform you that this event is recorded and all participants will be in listen-only mode during the Company's presentation. After GOL's remarks, there will be a question and answer session for analysts. At that time, further instructions will be given. Should any participant need assistance during this call, please press \*0 to reach the operator.

We would like to inform that questions can only be asked by telephone, so if you are connected through the webcast, you should email your questions directly to the IR team at [ri@golnaweb.com.br](mailto:ri@golnaweb.com.br).

Today's live webcast, including both audio and slideshow, may be accessed through GOL's website at [www.voegol.com.br/ir](http://www.voegol.com.br/ir), and the presentation is available for download at the website.

Before proceeding, let me mention that forward-looking statements will be made under the safe harbor of the Securities Litigation Reform Act of 1996. Forward-looking statements are based on the beliefs and assumptions of GOL management and on information currently available to the Company. They involve risks, uncertainties, and assumptions because they relate to future events, and therefore, depend on circumstances that may or may not occur in the future. Investors should understand that general economic conditions, industry conditions, and other operating factors could also affect the future results of GOL and could cause results to differ materially from those expressed in such forward-looking statements.

Now, I will turn the conference over to Paulo Kakinoff, who will begin the presentation.

**Paulo Kakinoff:**

Hi, everybody. This is the first time we are talking, which is a huge pleasure to me. Thank you for participating in our 2Q12 earnings conference call.

Please, let us start with slide number five, where we can see the industry challenges in 2012. There, you can find the review of Brazil's economic growth to modest levels, as one of the most important guides we are applying to our new forecast, in combination to the depreciation of the Real against the USD, with a direct impact of 55% on GOL's operation income. That drove us to our recently announced results in the 2Q, which I am going to further detail through the following slides.

Also in the 2Q, we had our all-time record fuel price in Brazil, crossing the border of R\$2.40. As mentioned before, the highest price we could ever see in our Country, and also the increase in landing fees above inflation, around a 35% increase in that line. We should also mention the seasonality of this quarter, the second one, which also drove us to the results announced.

Therefore, we see that the measures taken over the last years were necessary to ensure the Company's financial strength for the upcoming years.

Going to slide number six, we find out the CASK excluding fuel was stable compared to the 1H11. Even with a scenario of depreciation of the Real against the USD, we had a result of lowered dilution of fixed cost and higher landing fees.

RASK increased by 2.5% in the 1H12, in line with GOL's strategy of streamlining capacity, which led to stable load factors. This strategy proved to be appropriate in view of Brazil's economic slowdown in the 1H.

Among the measures that ensured these results, we point out the Company's efforts to adjust its workforce to the new market growth reality. Another relevant measure I would like to show is the reduction from four to three crewmembers at the 737-700. The solid Maintenance Agreement with Delta TechOps was another measure that also contributed to keep ex-fuel costs flat.

On slide number eight, we can see that the flights rationalization strategy in the domestic market was efficiently implemented, initiated on the 1Q12. On the 2Q, load factors were up, thus resulting in more efficient utilization of its fleet.

Still in the 1Q12, GOL supply was up by 3.6%, while in the 2Q a change of strategy accounted for a drop of nearly 4%, resulting in a 3 p.p. increase in the load factor. In July, this trend was intensified, and preliminary figures showed a significant drop of 9.2% in supply year on year, resulting in a 1.8 p.p. upturn in the load factor. In the current macroeconomic scenario, the Company reviewed its supply projection for 2012, from -2% to -4.5%.

Now, on slide number nine, we see that GOL's and Webjet's supply decreased by 2.2% year on year. This measure led to efficiency gains in the domestic market. The 2.2% drop in supply associated with the 1.6% growth in demand also resulted in a 2.6 p.p. increase in the load factor in absolute terms.

Still on the same slide, referring to the 2Q12 consolidated information, we see that the sector's largest players adopted a new position compared to the previous period, with a new growth model.

On slide number ten, we present GOL's position at the city airports that will host the 2014 World Cup games. The chart explains our leading position strategy at these airports and reiterate the importance of Webjet's acquisition, with remarkable presence at these airports, especially at the restricted airports.

On the next slide, we present the concentration of flights in Brazil. The route networks of GOL and Webjet combined is distributed regionally. On the right side of the graph, you can see reductions in frequency of flights preserving the regions with higher economic concentration and passenger traffic.

Finally, I will point out the decrease of nearly daily 130 flights in the route network. The rationalization of new flights, as highlighted in the map, sought to strengthen our operations in the South and Southeast regions, which showed the highest concentration of GDP.

On slide number 13, we highlight the quality of our operations, focused on the excellent customer service. The pursuit of continued improved services confirmed to GOL and Webjet the best punctuality index. Another highlight is the high utilization of remote check-in, both by GOL and Webjet passengers; 45% for GOL and 82% for Webjet, the equivalent benchmark

between both companies, pointing out the higher utilization at Webjet and the great advance in GOL's absolute figures towards the same direction.

On slide number 14, we present another result of cost savings initiatives and the pursuit of greater efficiency in our operations. This chart shows the evolution of the employees per aircraft ratio to 126 at the end of the 2Q12 compared to Webjet's pro-forma information year on year. The Company continues seeking new opportunities to increase efficiency and to reinforce its low-cost DNA, and it is adjusting its cost structure to the new macroeconomic scenario.

On slide number 15, we can see that, with a focus on a streamlined and low-cost structure, GOL consolidated its competitiveness, recording in the quarter the lowest CASK ex-fuel among the peers that operate throughout America.

On slide number 17, we will refer to Smiles, which is one of the Company's priority projects. The main focus of the program is maturity, which results in higher client positive perception, thus creating value to partners among others. Among the measures that we have been adopting, we would like to point out, first of all, mileage programs, greater availability of products for clients, ensuring convenience when redeeming tickets. Secondly, improved international partnerships within the number of destinations offered to all the clients, thus ensuring product attractiveness. And third, 100% of tickets sold at the exclusive flights to Miami.

Finally, we were ranked as the third best loyalty program in terms of availability to redeem tickets, according a survey prepared by the Wall Street Journal. This is one of our strengths in comparison to the competitors' mileage programs available in the market.

In the next slide, number 18, the result of this initiative can be seen in the increase of 12% in the client base over the previous quarter and more than 50% in the redemption of miles in the airlines, mileage programs with our partners.

Before passing to Edmar, I would like to thank all our clients, employees, we call the Team of Eagles, partners, and suppliers.

**Edmar Lopes:**

Good afternoon, everyone. I will start with page 20, and I will go over the main highlights of the quarter. But first of all, is for sure, the load factor, which has shown some resiliency due to the fact that we have cut capacity during the quarter. The second highlight that I would like to make is for RASK. RASK is up on a quarterly comparison by 6%, again showing the efforts that we have made.

And finally, I would like to again reinforce the DNA, as Kakinoff said, of our low-cost structure. We, in a very challenging scenario that was the scenario that we faced in the 2Q and the 1H12, were able to have a CASK ex-fuel at the same level that we had last year, with the USD at a completely different level here in Brazil.

So with that, I would like to highlight, on page 21, the main financial highlights. First of all, over revenue, the revenues were up by almost 17%. Our EBIT was down to R\$-355 million. We posted a margin of -19.4%. And we will show you later, we will give you details, but I can tell you now that R\$325 million of those R\$355 million were due to the FX result.

Going a little bit lower on our results, we see that we posted a net loss of R\$-715 million. And again, the FX effect was very important. Out of those, we had, first, the operational results, as I mentioned before, but we also had more than R\$300 million as FX variation affecting our liabilities accounts, and thus reflecting in the results.

On the same page, we show you that, although we have faced tough quarters, we still are able to show very strong cash position of above 24% of the last 12 months revenues so far.

On the next page, page 22, we will highlight the main results over our cost unit, that is CASK. The first one is that, although we faced a 23% depreciation of the Real against the USD, lower ability to dilute fixed cost, and an increase in airport fees above inflation, we were able to show a CASK ex-fuel at the same level that we had last year. Although there was some hiccup in the quarter, when we posted the number of R\$0.101, we accumulated number for the 1H was exactly the same level of last year.

And we have said also, we have anticipated in the Portuguese call before, that out of those costs, we had R\$20 million to R\$25 million in costs related to the personnel adjustment that we made in the past few months. So, we are able to put the personnel CASK down by 6% in the quarter and by almost 4% in the 1H, and we foresee some maintenance at those levels looking forward.

Going to the next page, as I anticipated, we will address the R\$325 million that impacted our EBIT. Out of those, R\$225 million were due to the effects of the FX, the depreciation of the Real alone. And on top of that, we had an effect of fuel, and this is due to the fact that oil had a level which was not, let us say, anticipated by the market, which caused another R\$100 million in impact. So all together, the effect caused us R\$325 million, around 17.5 p.p. of margins related to EBIT.

On the next page, we see that, although we have faced some tough environment on the macro side and a slowdown in the Brazilian economy, we were able to show a better number for revenue, increasing almost 17%; a better number for RASK, showing that our strategy of cutting capacity has posted results; and at the same time, we see that CASK all together, not only ex-fuel but also fuel, and therefore total CASK has increased, on a yearly basis, from R\$0.1615 to R\$0.1750.

On the lower part of the page, we can see that our EBIT and EBITDAR on a running basis have been volatile, that is part of the reason. But from now on, we will see for sure some improvements.

On the next page, again, we show some financial highlights, and we address in here most specifically what is related to cash and our financial commitments. We were able to show a cash close to R\$2 billion, R\$1.9 billion, in spite of this tough environment. The cash position represents today 24.4% of last 12 months revenue, which is a very strong position compared to our peers. Our EBITDAR is running low. And from now on, as I mentioned, we will see the trend is to regain some momentum up from the R\$570 million we have posted.

On the lower part of the slide, we see that leverage has reached the peak of 16x when we talk about gross debt. The Company is not satisfied with this level. We are working here on a daily basis. As Kaki said, we have many initiatives to regain momentum and to post better results. And at this moment, what brings us some confidence is the fact that we still carry a lot of cash, that we have no pressure on the short term, as you can see on the left hand side of the chart, and that for sure we will see some improvements.

And in the next page, we see our financial commitments. This is different from the number you saw before, because this includes only what we have in the balance sheet, what we have as commitment now. It does include the 7x lease that the market usually does, meaning that our actual leverage is in a lower level than some indicators would show us.

On the next section, that is liquidity and indebtedness, again, the Company, every time we have an opportunity, we like to reinforce that, that is the Company has been working since 2009 to have a very strong cash position, and at the same time, having no pressure on the short run. We understand the business is cyclical. We understand there is some tough moments, and that we are facing one right now. But at the same time, we understand that the model that we have built is strong enough to get us to the next stage.

Going to the next slide, we see again that our liquidity remains very strong.

Now, I would like to go over to the guidance section. That is slide number 31. And I would like to go over what has moved us. First of all, I would like to say that the Brazilian economy has disappointed many of us during the 1H of the year. A few months ago, everyone was saying that Brazil would grow maybe 4%, 4.5% over 2011. The numbers for the 1H are flat. And nowadays, we are being obliged to readjust our forecast to a number which is much closer to 2% than anything else.

As a result of that, the number of RPK is smaller. And again, we are adjusting our capacity to face this new reality. Therefore, previously, we were saying that the decrease in capacity would be 2% for the year. And now, we are saying that the new range is between 2% and 4.5% on the negative side.

Also important to mention that we are putting our FX forecast up from, let us say, R\$1.8/USD for R\$2/USD. That is more than 10%, which affects 55% of our costs. And we are saying that our EBIT margin for the year will be on the negative side.

So far, at this moment, with everything that we have in hand, we foresee a better 2H of the year than the 1H. We are not saying how better it will be because we still need some, let us say, less volatility over the main indicators to be more positive.

But before I give the word back to Kakinoff, I would like to stress, again, the efforts that the Company has made over the past few months over the CASK ex-fuel. That is the part that we have a very strong improvement, and we are not changing the guidance for the year for the CASK ex-fuel. We are keeping it between R\$0.09 and R\$0.096, and we have confidence that we will deliver that because given this tough scenario that we faced in the 1H, we are able to deploy a R\$0.093 for the CASK ex-fuel.

By saying that, I give the floor back to Kakinoff. And thank you all for the time.

**Paulo Kakinoff:**

Coming to the end of the presentation, I would like to highlight that the Company's strategy and the low-cost model does not change with the new management. We are continuing to reinforce our fundamentals in the pursuit of better results by expanding our service portfolio.

The new macroeconomic scenario had a negative impact on the domestic aviation industry, for sure. And in response to this scenario, GOL relies on a low-cost DNA strategic position at the Country's main airports, strong cash position, and dynamic resizing of its domestic supply. In

this quarter, we reduced our supply even more sharply by up to 4.5% seats in the domestic market in 2012.

Regarding Webjet, we managed to record more than R\$48 million in synergies in coordinated actions since the end of 2011. These results derived from the pursuit of coordinated actions between the companies and the adoption of best practice in both of them.

In order to improve the recognition of our best clients and expand the Company's strategic alternatives, GOL has been developing its Smiles program as a priority project. The Company is still on the lookout for new opportunities for revenue generation. Among the recent initiatives, we have expanded the coverage of flights that offer on-board sales service, contributing to the strategy of increasing ancillary revenue.

Another recent initiative was the sale of first row of seats of the Rio de Janeiro and São Paulo shuttle with the middle seats vacant, so that passengers can choose to travel with more comfort or space.

In a challenging scenario, GOL's proactive, flexible and dynamic profile has proven to be crucial to resume profitability.

I would like to thank you for participating in our conference call. And now, we would like to begin the question and answer session. Thank you very much.

**Richa Talwar, Deutsche Bank:**

Hi. Just a few questions here. First is just on the impact from FX, and the fact that R\$325 million of your R\$355 million operating loss essentially due to something that was outside of your control makes it a pretty large external risk. I was just wondering what you might be doing to mitigate that in the future?

**Paulo Kakinoff:**

Richa, we are working on both sides; keeping our CASK, our costs, strictly under control, and there was a huge effort, I should say that, in the 1H to, even facing such controversial situation coming from the external factors, we could keep our cost in a very low level, mainly in comparison to our main competitors. And this is continuously our task for the 2H of the year onwards.

In parallel, we are developing also our revenue scheme, looking after new opportunities to maximize, to optimize our passenger revenues. Therefore, we have just implemented a new commercialization policy, which is more focused on higher-yield customers. And also, we are developing other partnerships basically, or even a more important thing, with Delta, which could add value to our operations since the Brazilians are looking forward to travel more international. So, the combination of these initiatives is driving us for a better 2H of the year, which is for sure not at the level that we are aiming for the Company, but show us a positive trend.

**Richa Talwar:**

All right, thank you for that color. And can you talk a little bit about the competitive dynamics you are seeing in the market right now? Curious to know if you are seeing any heavy

discounting or bad behavior from competitors that may jeopardize your turnaround efforts on the revenue front.

**Paulo Kakinoff:**

The competitive environment is still tough, I would say even tougher than before because we are all suffering from the same cost pressure conditions. And we cannot say at the moment that there is a movement to recover yields. But also, at the same time, we could not say that it is possible to go on without having a look at that perspective.

So, we do expect to see our competitors being less aggressive in their price policies for the following months because this seems to be a basic condition to recover, to help us in our organization, I would say.

But also, there is a clear increase in the so-called regional flights. Our competitors, mainly the newcomers, are investing in increasing their offers towards flights to the minor cities and smaller cities and its airports. So when we compare our position within the most important airports in the Country, GOL is keeping its dominant position. But when we see the total market, it is also clear that our market share, in combination with our main competitors, is going down because the newcomers are investing a lot in increasing their capacities to regional flights.

**Richa Talwar:**

All right, thanks. That is it for me.

**Jim Parker, Raymond James:**

Good afternoon, Paulo. I hope that you have joined the Company at its low point in profitability. And I would like to know what you, as CEO, can do, what do you see in front of you that you can control to improve the profitability of the Company, and your view now that you are in there as CEO, say, for better than a month, may look a bit different than that view you had when you are on the Board?

**Paulo Kakinoff:**

Yeah. Actually, for sure I have now a better perspective because I finished the look-and-see phase. I am much more involved in the operation itself. And I have also dedicated an important part of my available time to the Company in order to better understand its operation on the field. I have myself travelling around and also visiting the airports in order to further identify what are the cost and process optimization opportunities that we have. We do believe there are some there, and we have already identified another one. And it is likely that in the following months, we could capture some of those opportunities in order to at least keep our cost at this current level, in a best-case scenario, even to reduce it further towards the current forecast we have just announced, bring it back to the value that was predicted by the beginning of this year.

But we also believe there are important opportunities in the revenue side, basically coming from three different dimensions to further develop the partnerships and alliances with some strategic competitors like Delta Air Lines.

Secondly, by improving our ancillary revenues, as mentioned in these two single examples like the on-board services and also with our cargo strategy.

And finally, we have our frequent-flyer program plus mileage, which has been developed in the last months to become an even more important revenue source to our Company. I would say after this first five weeks, those are the most important pillars of our management strategy at the moment.

**Jim Parker:**

OK. My second question has to do with the Smiles program, and you have indicated that you have 8.7 million members. How many of those members are active? I am sure that there are a lot of them that were brought from Varig back in 2007, and have you been able to refine and sift through this membership to see what the real active number is?

**Paulo Kakinoff:**

Actually, this is strategic information that we do not use to give disclosure to the market on that information. But surely, we are refining that base in order to better qualify these customers, and also to add even more value to our frequent-flyer program. But more detailed information on that would disclose important information that we would not like to spread out at the moment because those are strategic ones.

**Jim Parker:**

OK. Thank you.

**Duane Pfennigwerth, Evercore Partners:**

Hi, good afternoon. Just a couple here. Given the increase in your leverage ratios, can you talk about whether or not you are in compliance with your covenants? And at this moment in time, when do debentures IV and V actually mature?

**Edmar Lopes:**

Hi, Duane. At this very moment, yes, we are in compliance with the covenants. I would remind you that a few months ago, we renegotiated with the banks a waiver until the end of the year. And there is a likelihood that we will sit with the banks in the 4Q to see what is going on and what are the levels that we will show at the end of the year. But going back to your question, yes, we are in full compliance now.

**Duane Pfennigwerth:**

So just to clarify that point, at this point, it is still due by the end of the year but you would expect to negotiate that out into the future?

**Edmar Lopes:**

Absolutely, yes.

**Duane Pfennigwerth:**

OK. And then, I appreciate your guidance update on capacity and less capacity in the domestic market, but wonder if you could just tell us on a pro-forma combined basis, including Webjet and including international, what is your total capacity decline or growth this year, and how does that compare to your previous expectations?

**Edmar Lopes:**

Duane, our numbers for domestic capacity include Webjet. So, when we say it is -2%, -4.5% range, we are including Webjet in the guidance. And that is the full year guidance again.

**Paulo Kakinoff:**

This is also the result of the rationalization recently done in our network and our fleet. So, as it was previously informed, we changed some 737-300 coming from Webjet for 737-800 on GOL's original fleet, and we will go forward with this new fleet scheme for the 2H. So, it means that we could better utilize our assets here by having more efficient and productive airplanes being utilized within the scheme of both companies combined, at the same time that we are redelivering the 300 coming from Webjet.

**Edmar Lopes:**

And just the last point, and that is international capacity, we give no guidance for that because it accounts for between 8% and 10% of our capacity. And any change that we make would impact this result.

**Duane Pfennigwerth:**

I guess the question is, have your plans for international flying increased since your last update?

**Paulo Kakinoff:**

We have. Yeah, we are increasing, as it was also announced three weeks ago, towards more destinations within the South American range. And we are also at this time studying new opportunities. There is nothing concrete to be announced at this moment, but we are looking forward for new alternatives and opportunities.

**Duane Pfennigwerth:**

Thanks very much.

**Nick Sebrell, Morgan Stanley:**

Hi, Paulo and Edmar. This is to follow-up a little bit on a previous question. You are, Paulo, from a very different industry, although arguably one that is also intense with regards to competition. Given observations about what best practices, or compare and contrast your previous job with the current one, or I should say previous industry with the current one, and what you could change in a more general basis, taking a step back from the presentation? I understand the opportunities in development and all that, good stuff, but sort of talking about

the industry and your thoughts on airlines, because you commented with a fresh perspective. That is the first question.

And then second, a little more cut and dry, do you guys have an ideal employee count per aircraft for the long term?

**Paulo Kakinoff:**

So, starting by your second question, we do not have it yet. Surely, we are looking for these opportunities also, or for hidden opportunities in that aspect. But we do not have an ideal figure. It is likely that we could find the way to further drop, to further reduce this figure, but there is no reference at the moment to be achieved.

And in comparison between my previous experience market with this one, I would say that there are some important similarities like the opportunities to increase revenues by ancillaries or additional products, also through the better qualification of our customers. As you probably know, we have different yields among the different segments we are addressing. So, we have, last week, just changed our commercialization policy in order to capture better yields through more attractive segments. By attractive, I mean segments that are delivering better yields for the Company.

And also, the optimization in our process and cost. We could find already internally some important opportunities to improve the processes towards a leaner organization, and as a consequence, even more effective and less costly than the cost restructure that we have today. I would say these are the more frequent similarities we have between both markets.

**Nick Sebrell:**

Regarding the competitors, because you were in an industry that had numerous different competitors and arguably be coming out on top of that was no small feat. Now, you look at airlines and basically you have got one big guy and maybe one smaller guy that arguably does not even serve the same kind of routes. Any thoughts on that or the industry dynamics there?

**Paulo Kakinoff:**

What we are seeing right now is that the so-called smaller competitors, they are, as already announced, trying themselves becoming a little bit bigger and being focused on more regional flights, as we said before. In comparison between GOL and TAM, there are much more similarities and also a comparable structure. When we see our aircrafts and our fleet size and also the destinations, we are now, going, it seems, towards the same direction of keeping, or trying to keep costs under control and find opportunities to increase revenues towards frequent flyer programs, newer alliances and also a better qualification on the customer base.

Basically, those are the two big movements happening into the market at the moment. And surely, as we can see by the results told since last Friday, by our competitors, and also other American air flight companies, we are facing probably the toughest situation or the toughest market ever within our Country. So, that pressure should drive us to more healthy strategies in the commercialization policy side, and also looking after new opportunities to reduce cost. These are the movements we are seeing in the Brazilian market at the moment.

**Nick Sebrell:**

Very helpful, thank you.

**Stephen Trent, Citi:**

Hi. Good day, everybody, and thanks for taking my question. Just two things for me, if I may. The first pertains to the regulatory backdrop, with the infrastructure package coming in Brazil. To what degree do you see this increasing, decreasing, or not changing the probability that the Government also adjust foreign ownership limits? And that is my first question.

**Paulo Kakinoff:**

Since this segment, as almost everyone, is extremely dependent on macroeconomic performance, we positively expect better results coming out of this effort because they are prepared to boost the economy. And this is the reason why we are expecting to be, not directly, but positively affected by these new measures. There is nothing that could be classified as significant change towards our specific segment. But in total, there is a positive mood coming out of the expectation of the package to be announced by the Government, which is supposed to positively influence the total economy.

**Stephen Trent:**

Great. Thank you. And just two very quick follow-ups also on the regulatory side. I noted you kind of moved towards unbundling this effort with the price-differentiating middle-seats on local shuttle flights. To what degree are you seeing any push back from regulators, as you try to grow ancillary revenues with respect to restrictions on charging for checked bags or maybe charging more for aisle or window seats?

**Paulo Kakinoff:**

It is hard to say at this moment, because what we are seeing is that there is a lack of information on the Government side regarding what is the cost restructure in the air companies, in the airlines, and some decisions or information on decisions to be taken have been spread out based on wrong assumptions.

I would say the best example we could give is the recent results announced by GOL and TAM combined it. It is quite hard to believe, as the Government has said, that the companies are working with huge spreads, and therefore the prices being applied to the market are higher than they should be. We are now investing in giving some clarification to those assumptions, and we hope that those clarifications will help the Government to have more accuracy in these statements towards our industry.

But at this moment, it is hard to predict how this behavior could change based on this effort. But this is the investment, I would say, we have done since some days ago, and we are going to further dedicate our time to provide better information in order to increase the critical mass to take this decision.

**Stephen Trent:**

Understood. And just one final quick question, then I will let somebody ask. And I may have missed this, I apologize if I did. In terms of your fleet needs or capital raising needs, I see that

you cancelled the rights offering. How are you looking and thinking about your capital raising needs going forward, whether it is re-fleeting or something else?

**Edmar Lopes:**

Hi, Steve. First of all, the notice to the market that we put out last night, was just a closing formality on the Delta operation that started a few months ago. And then, we had to wait for a waiver from the regulator here in order not to make an offer. So we did that last night because our Board approved a capital increase on, let us say, a partial basis.

On the financial side, we can say, and we have been saying this for a while now, that we have no needs on the short term because our debt profile is elongated and it gives us no pressure until, let us say, 2015, 2016. So at this time, there are no real plans to do anything for that.

And as for planes specifically, we have tapped the market recently as for lessors, and we had a very good reception. We are dealing with them, and for the next, let us say, again, two to three years, we foresee no big issue over finding the funds that we need to finance our fleet renewal. So, this is where we stay nowadays.

**Stephen Trent:**

OK, very clear. I will let someone else ask a question. Thanks very much.

**Operator:**

This concludes the question and answer session. At this time, I would like to turn the floor back to GOL management for any closing remarks.

**Paulo Kakinoff:**

We would just like to thank you very much for the attention and for joining us, and also to reinforce our availability for further clarifications. If you would like to have any additional information, please do not hesitate to get in contact with anyone. Have a nice day. Bye-bye.

**Operator:**

Thank you. This concludes today's GOL Airlines 2Q12 results conference call. You may disconnect your lines at this time.

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