

GFA's shift to technology

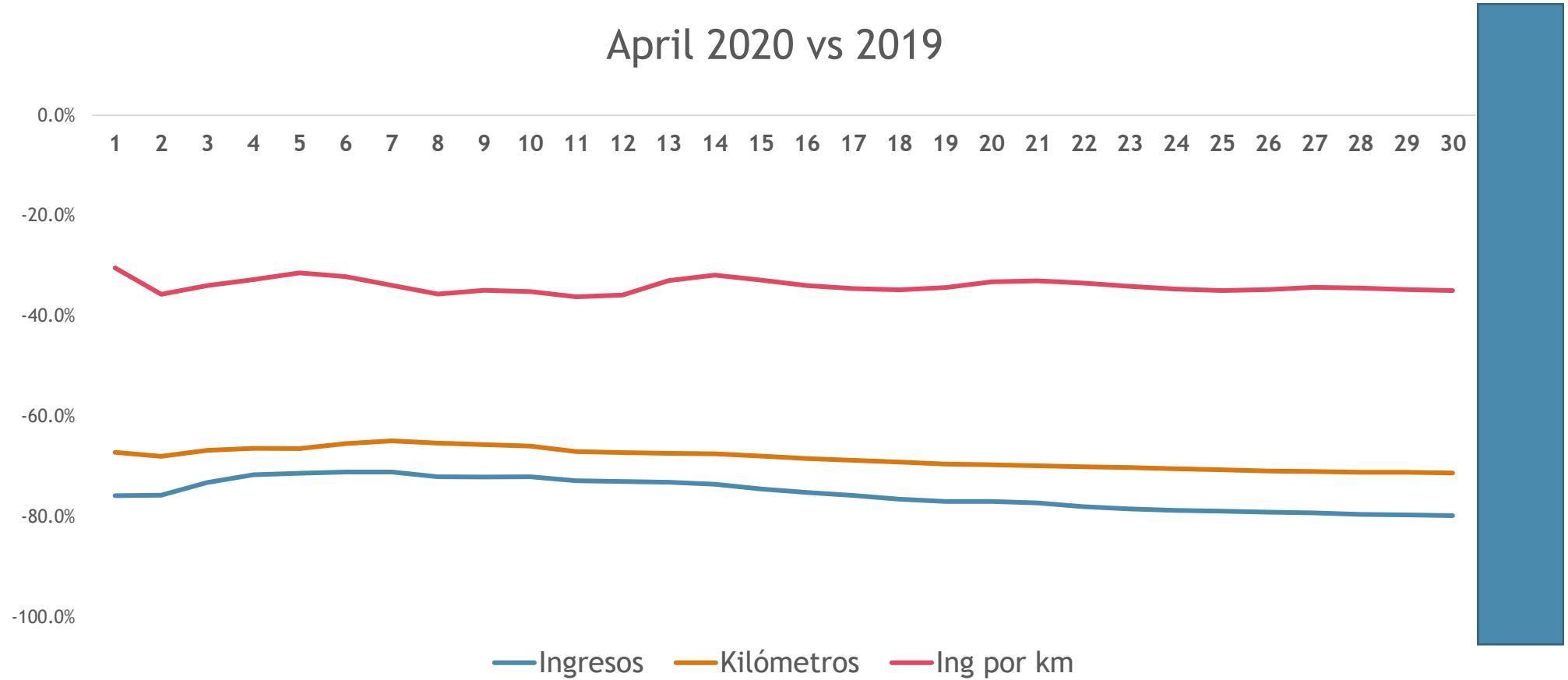
How the company managed to generate income through the Pandemic



Forecast and Initiatives

- At the beginning of the pandemic our forecast told us we would only be generating Operational Income by the end of Q4 2020.
- Implemented different measures to control expenses and reduce fixed costs.
- Betting on technological tools and the transformation of processes with the help of technology.
 - Digital boarding pass
 - BI software

KPIs before BI tools

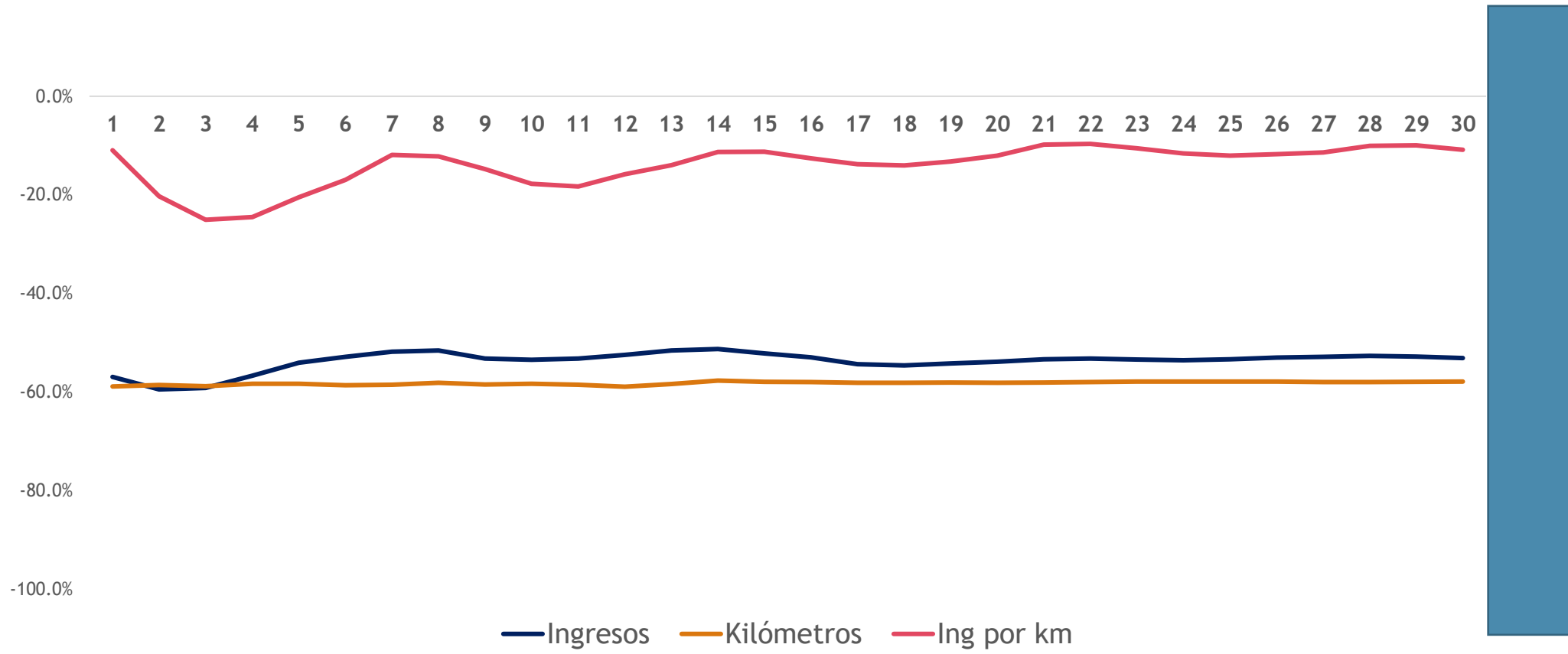


Sales down -80.3%



KPIs after BI tools

September 2020 vs 2019



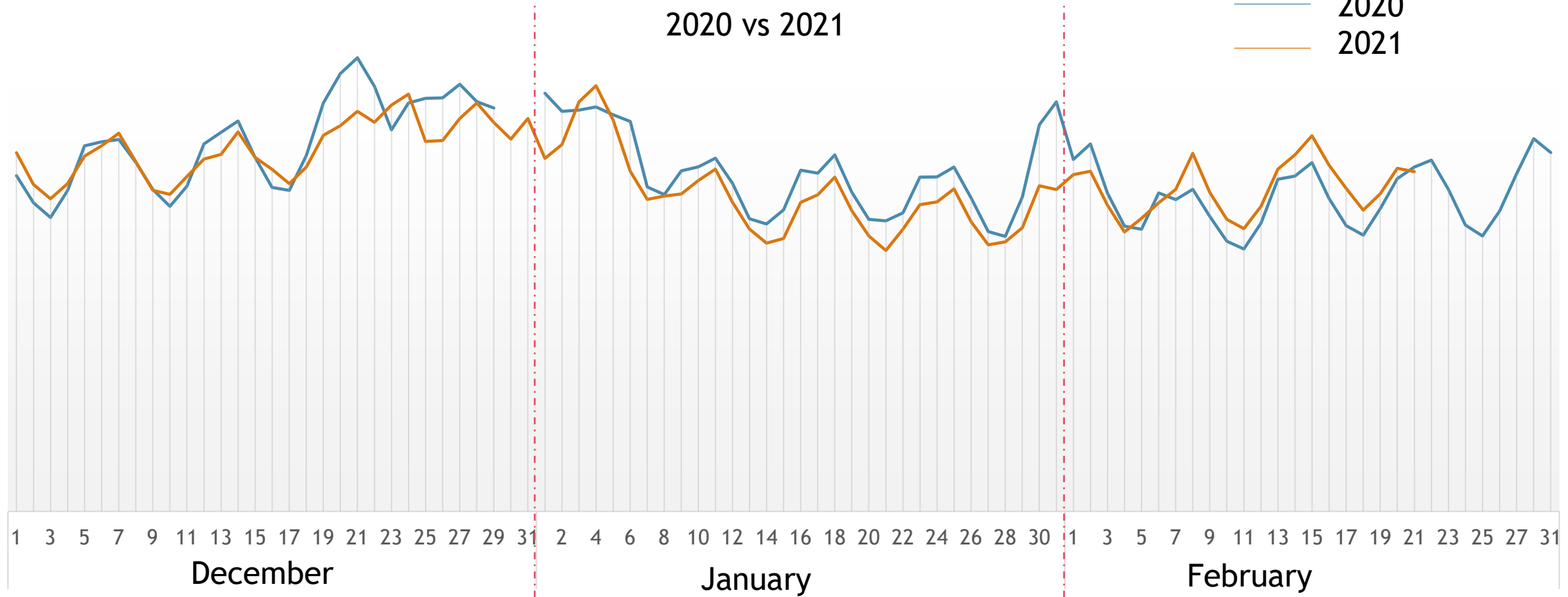
Sales down -52.8%



What is happening now

2020 vs 2021

— 2020
— 2021



December

January

February

Sales
-50.2%

Sales
-54.6%

Sales
-55.9%



Thank You!

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G R U P O
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