

**Goldman Sachs  
Transportation Conference  
February 5, 2001**

A stylized graphic of a globe, composed of a grid of white lines on a light blue background, positioned on the left side of the slide. The globe is partially cut off by the left edge of the frame.

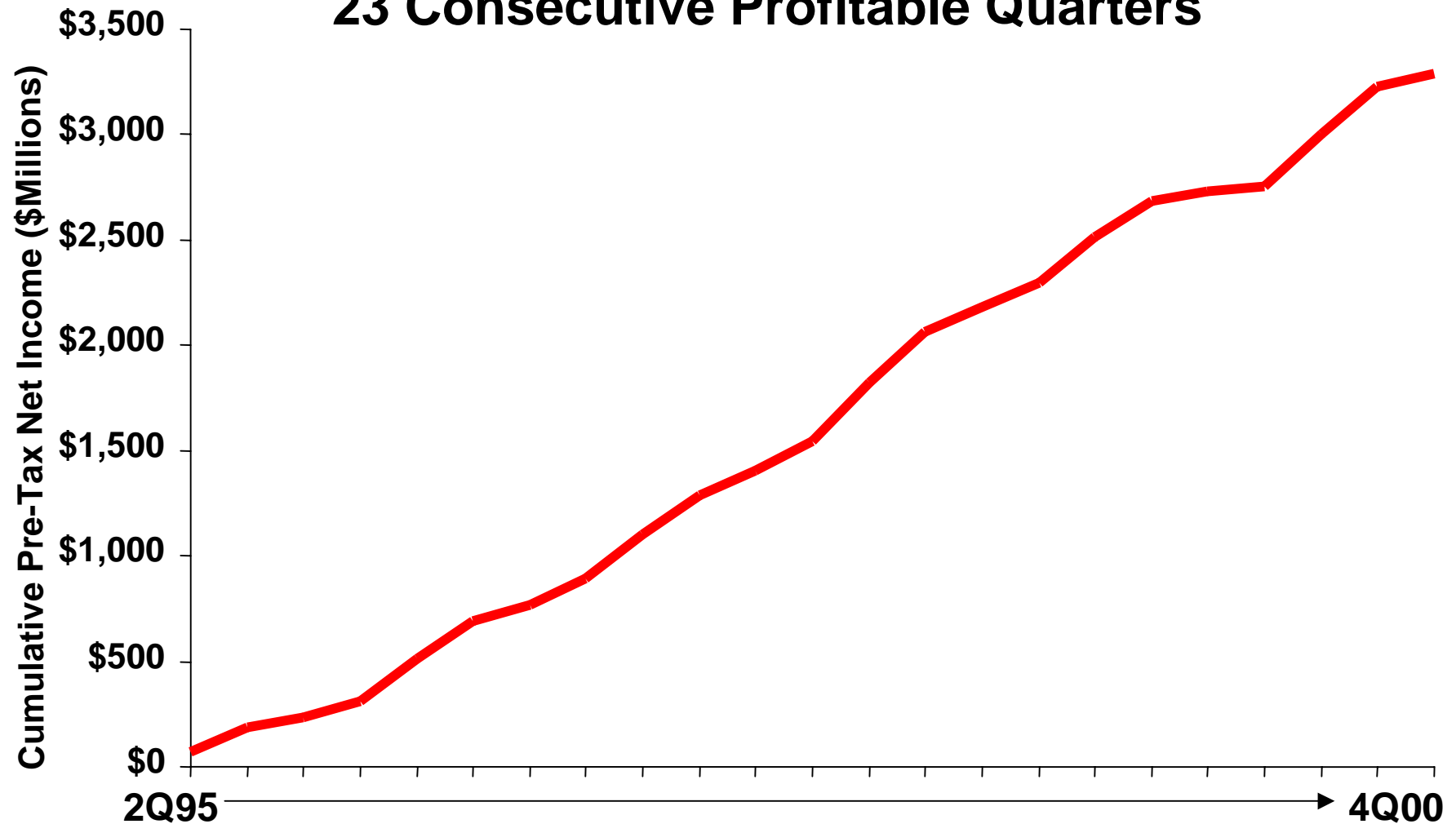
# **Continental Airlines**

**Poised for A Great Year**

**Please note that the discussion today may contain forward looking statements. Actual results could differ materially from those described in the forward looking statements. Additional information concerning factors that could cause actual results to differ materially from those in the forward looking statements is contained in the company's Form 10-K and other securities filings with the Securities and Exchange Commission.**

# Consistently Profitable

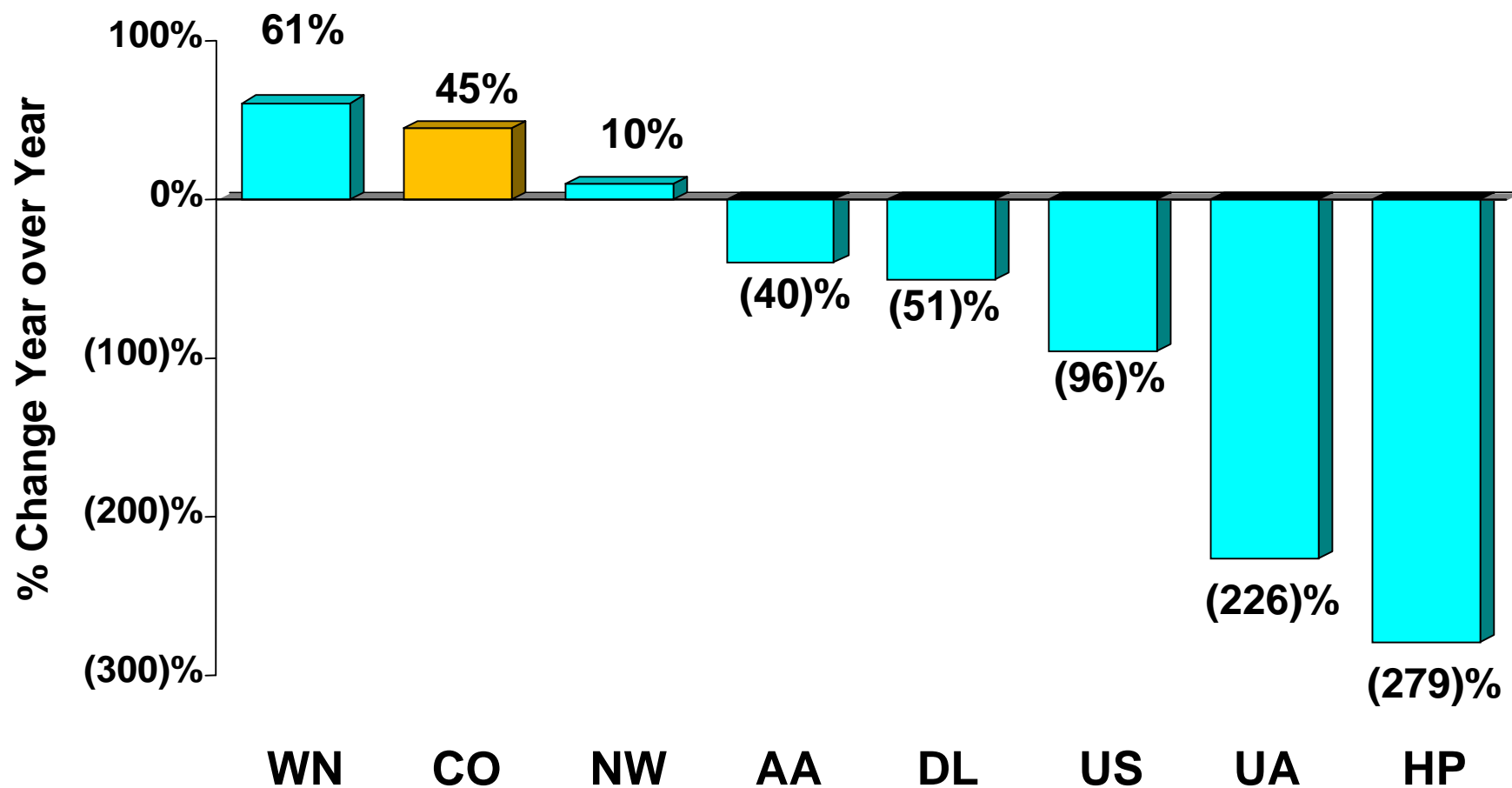
## 23 Consecutive Profitable Quarters



Excludes non-recurring gains and charges (net gain of \$130M)

# Continental Outpaces Industry Profitability

## Fourth Quarter 2000 EPS

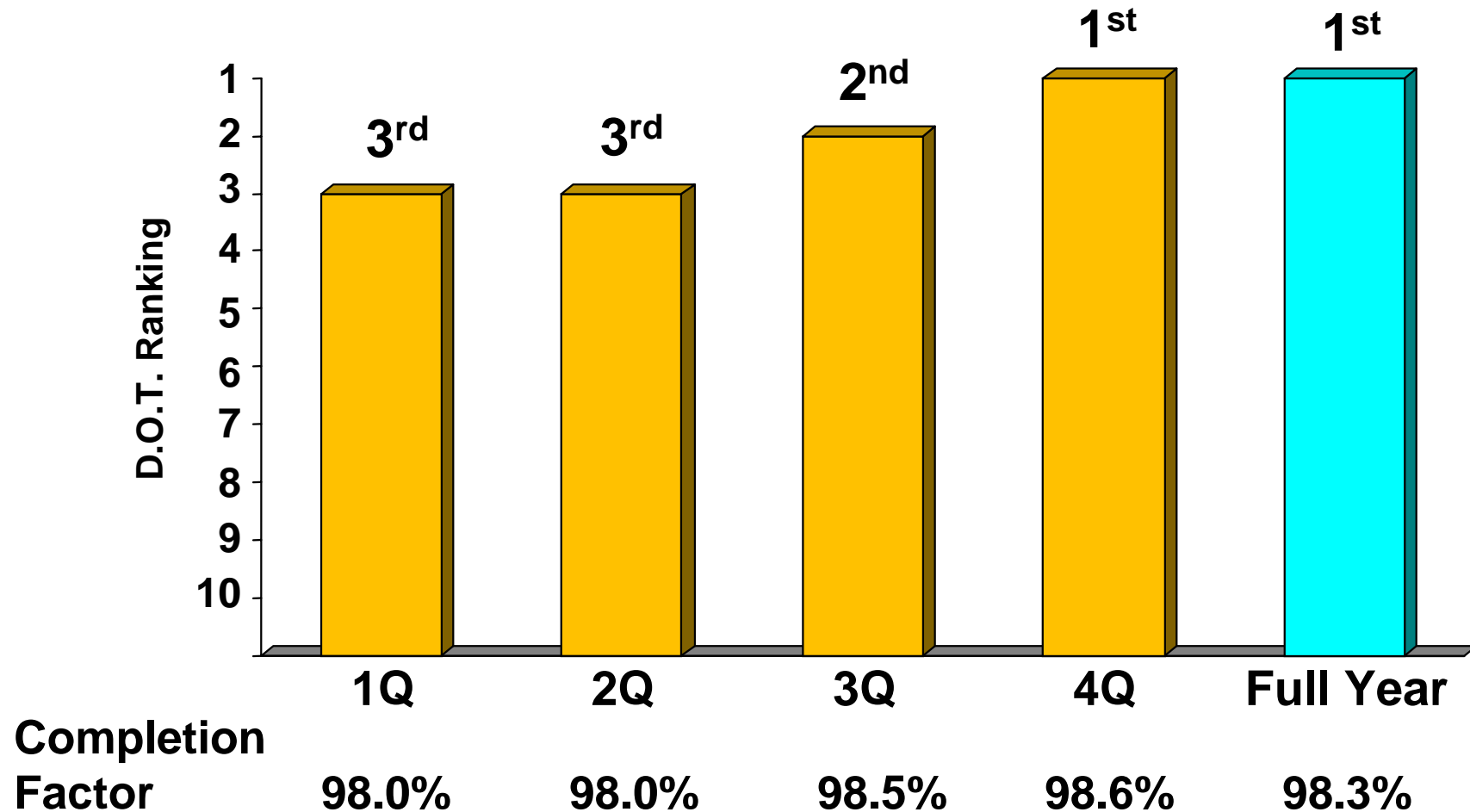


Excludes non-recurring gains and charges

Source: First Call

# Strong On-Time Performance

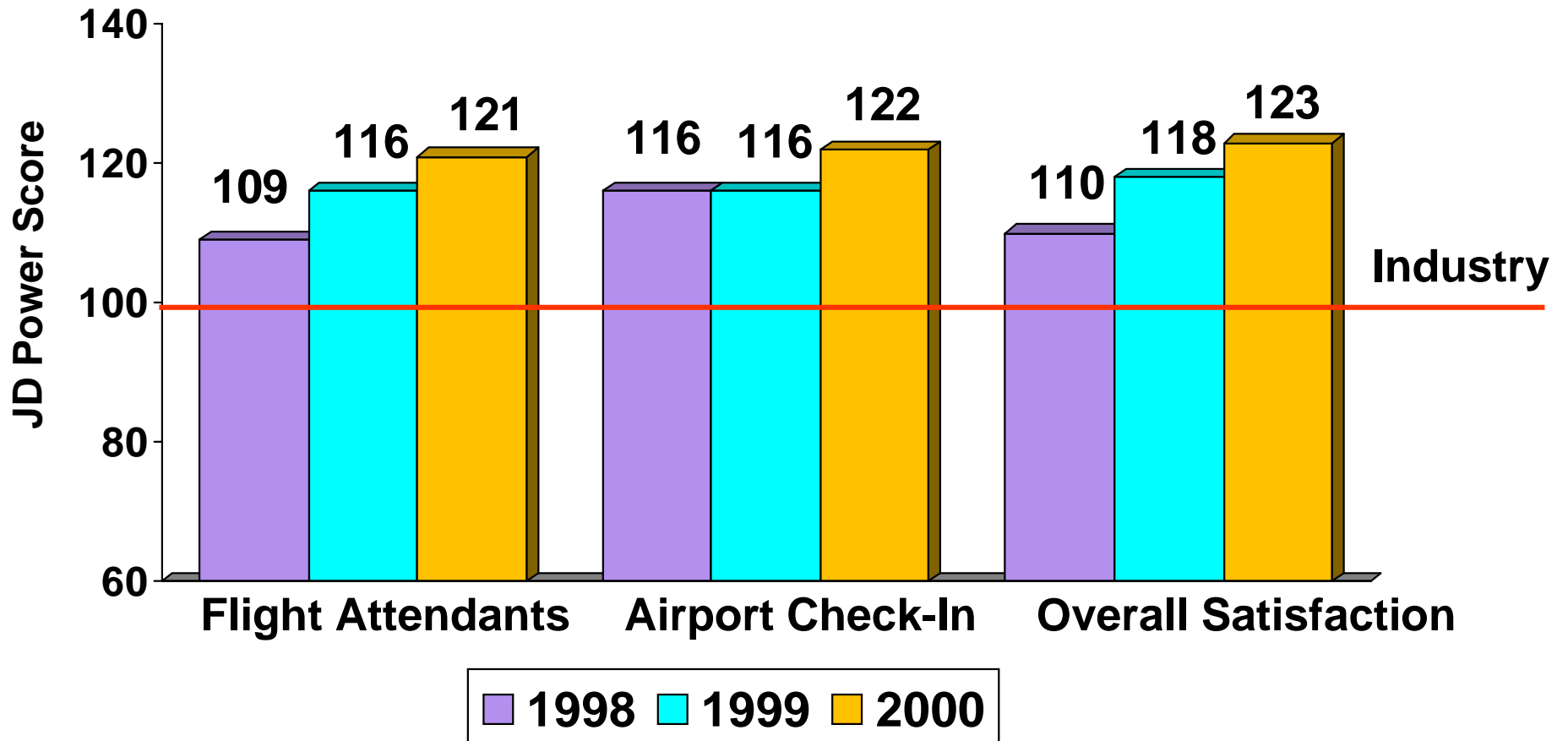
Year 2000



\*Rank based on Top 10 US Major Carriers

# Gap Between The Best & Industry Widens

1998 - 2000 JD Power Ranking  
(Long-Haul)



JD Power & Associates Airline Satisfaction Studies (1998 through 2000)

# Employees Enjoy Coming to Work

*Fortune*

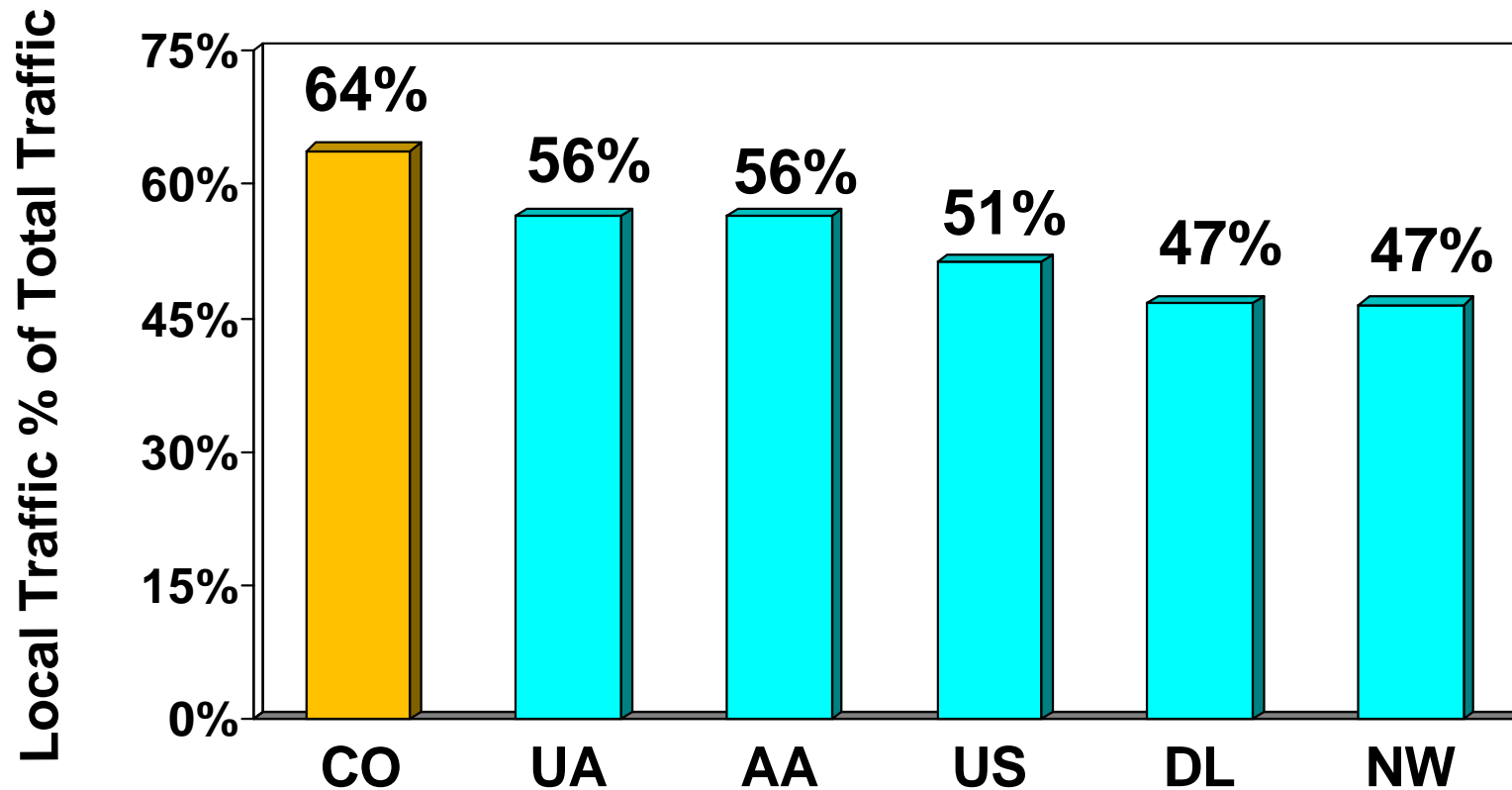
## 100 Best Companies to Work For

- - - - - Ranking - - - - -



<u>Airline</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>
<b>CO</b>	<b>40</b>	<b>23</b>	<b>18</b>
<b>WN</b>	<b>4</b>	<b>2</b>	<b>4</b>
<b>AA</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
<b>DL</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
<b>HP</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
<b>NW</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
<b>UA</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>
<b>US</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>

# Large Local Traffic Base Provides Stability

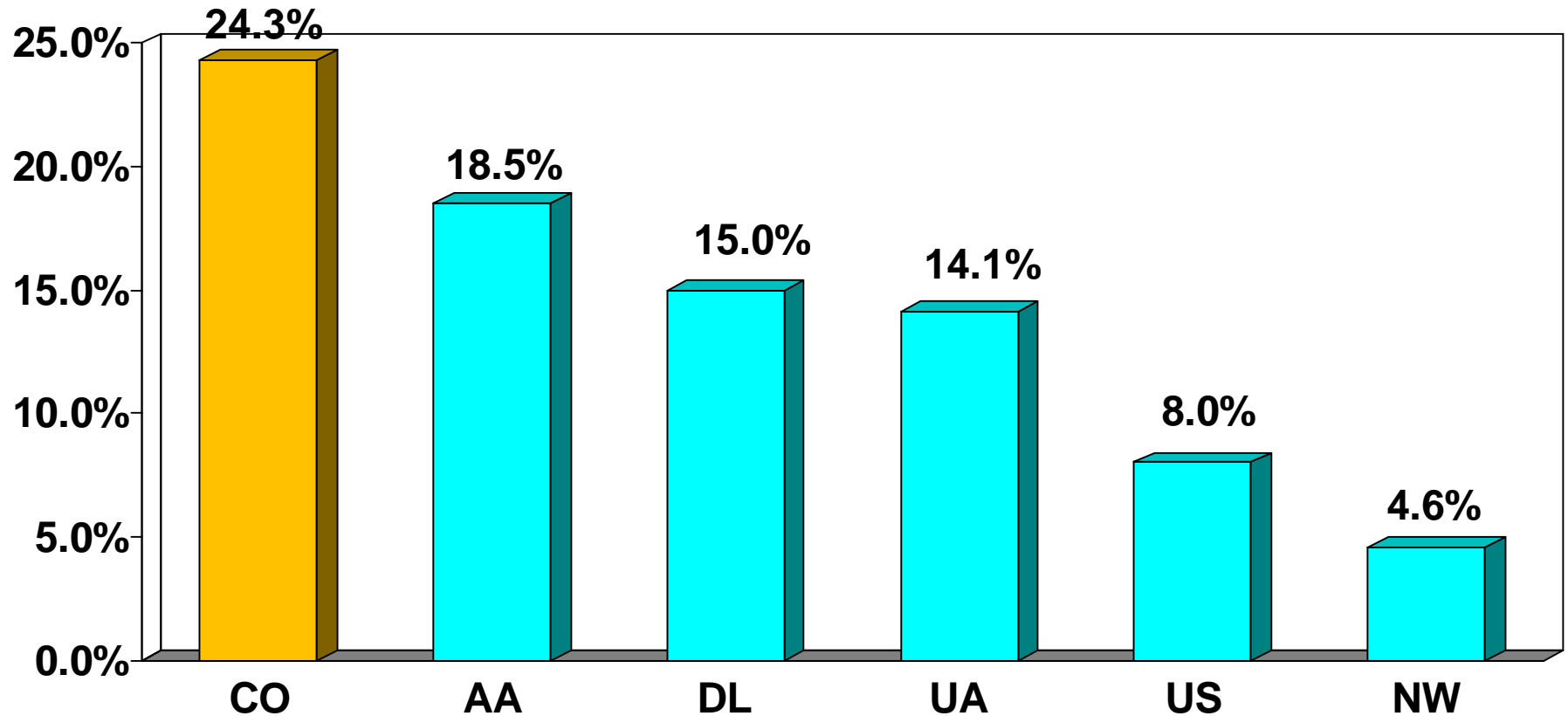


Source: LTM Q499 O&D Pax DB1A Data; US Domestic only



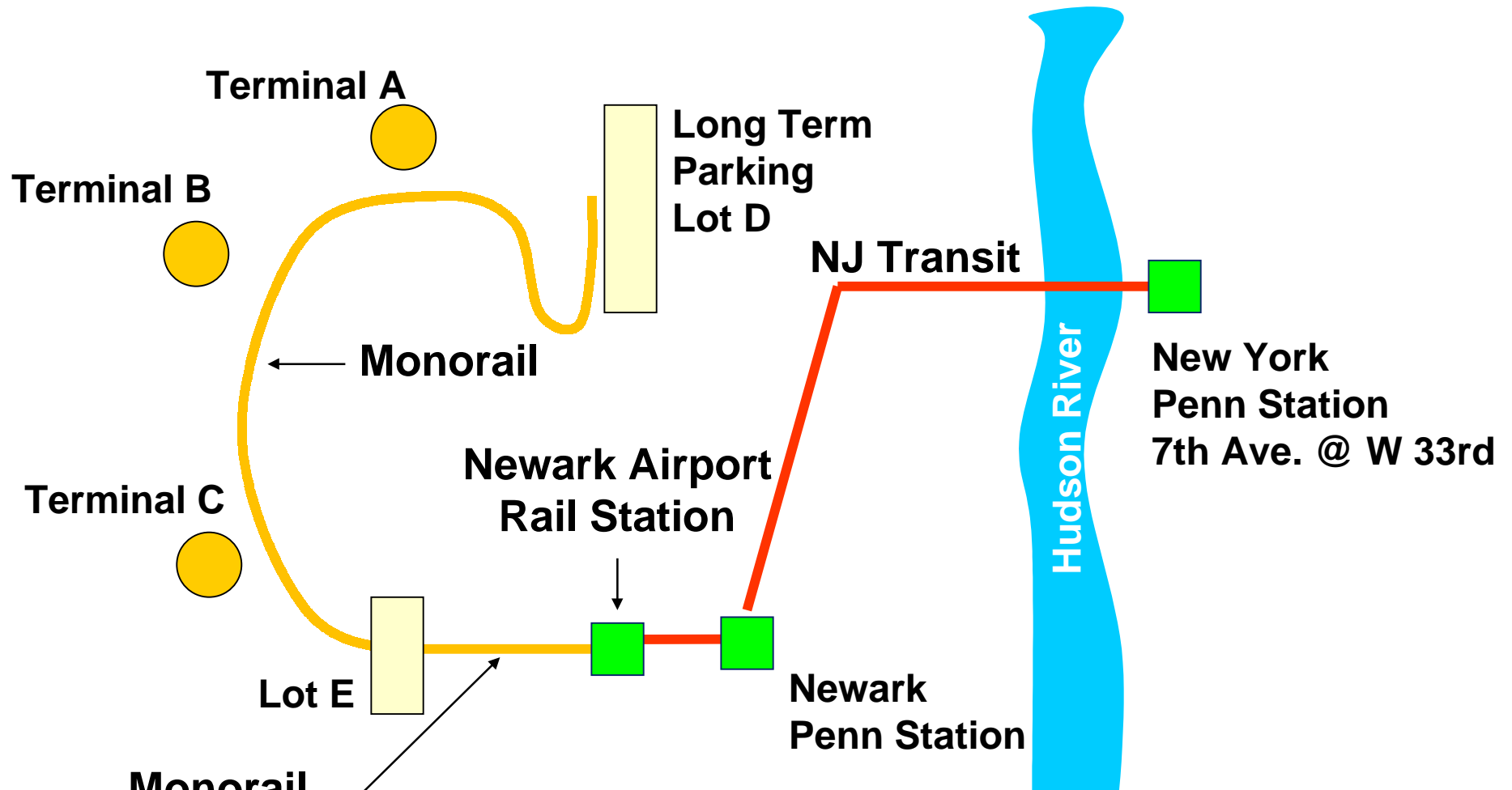
# New York Domestic Market Share Leader

New York City Revenue %  
First Six Months 2000



Source: O&D Plus database, Top 6 Major U.S. Carriers Shown

# Direct Rail Service to Newark



**Monorail  
Extension**

<u>Mode of Transport</u>	<u>Est. Travel Time*</u>	<u>Est. Cost</u>
Private Car Service	1 Hr 15 Min.	\$50-\$75
Direct Rail Service	30 Min.	\$9

\*between 5-6:30p

# Northwest Alliance Expands Network



# BEST . . .

## According to Customers . . .



# BEST . . .

## According to Employees . . .



**FORTUNE<sup>®</sup>**  
**100 BEST**  
**COMPANIES**  
**TO WORK FOR** **2001**

# BEST . . .

## According to Peers



A stylized, low-poly globe graphic in shades of gray and blue, positioned on the left side of the slide. It features a grid of lines representing latitude and longitude, with a circular pattern on the left side suggesting a globe's edge.

# **Financial Performance**

## **Continental Airlines**

# Profits Continue

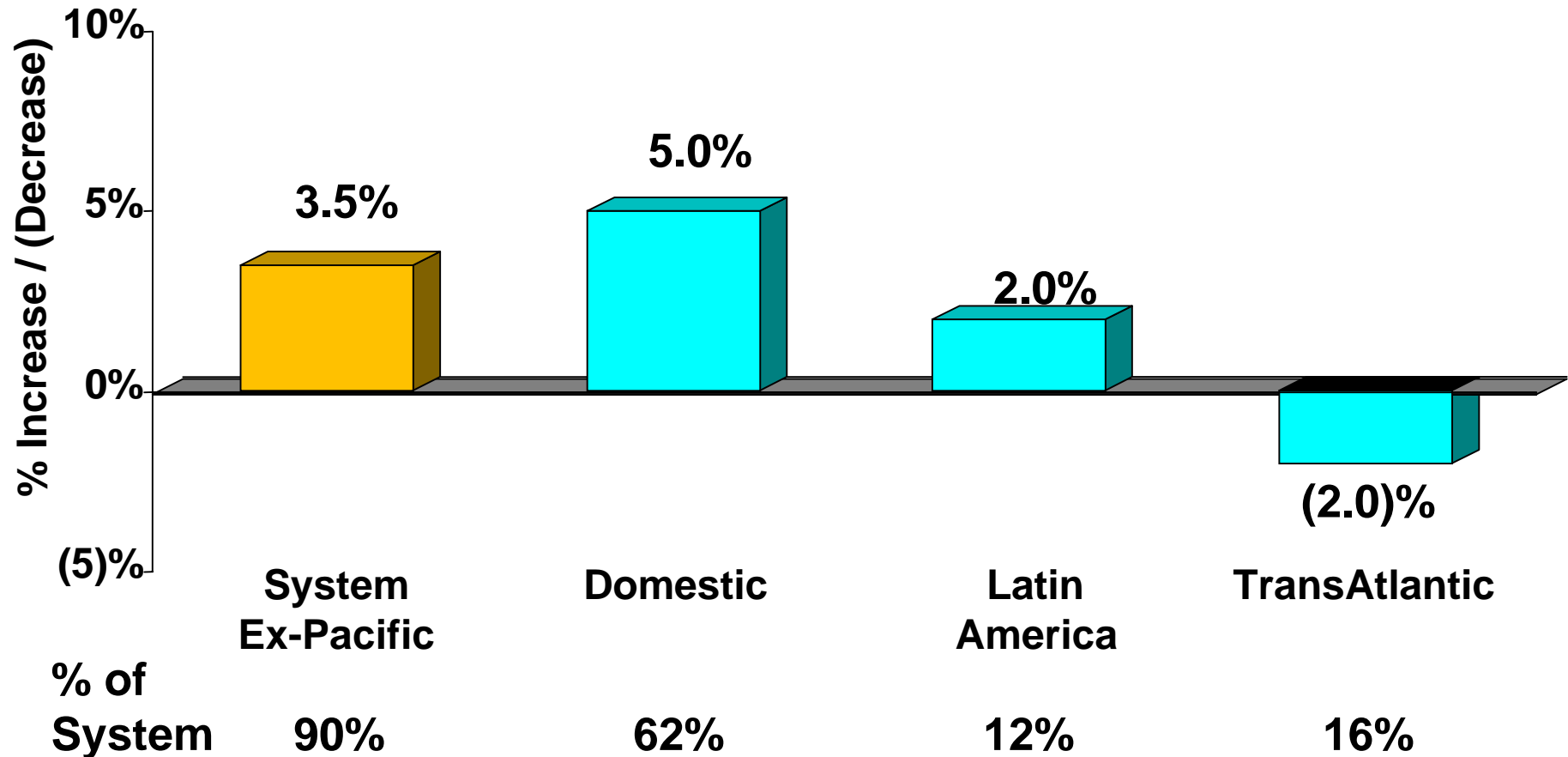
<b>(\$Millions)</b>	<b><u>2000</u></b>	<b><u>1999</u></b>	<b><u>2000 vs 1999</u> <u>Better/(Worse)</u></b>
Operating Revenue	\$ 9,899	\$ 8,639	\$ 1,260
Operating Expense	9,215	7,958	(1,257)
Operating Earnings	<u>684</u>	<u>681</u>	<u>3</u>
Net Interest Exp. / Non-Op	<u>122</u>	<u>129</u>	<u>7</u>
Net Income Before Taxes	562	552	10
Taxes/Other	220	214	(6)
Net Income	<u><u>\$ 342</u></u>	<u><u>\$ 338</u></u>	<u><u>\$ 4</u></u>
ASMs (millions)	86,100	81,946	5.1%
Load Factor	74.5%	73.2%	1.3pts
Total Revenue per ASM	10.67¢	9.86¢	8.2%
Cost per ASM	9.76¢	8.99¢	(8.6)%
Fuel Cost / Gallon	86.7¢	47.3¢	(83.2)%

Excludes Special Gains and Charges



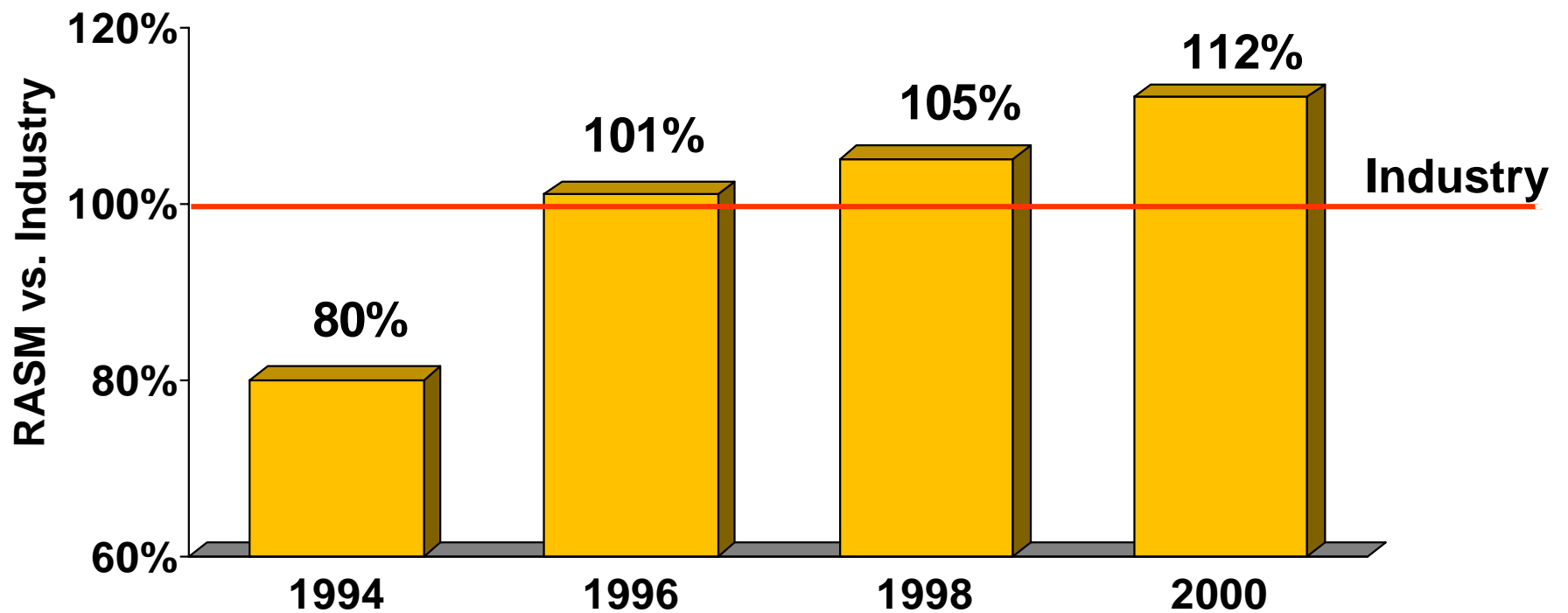
# Moderate Growth Plan for 2001

## Excluding Pacific Only 3.5%



Pacific region will grow 24% primarily from the addition of New York to Hong Kong

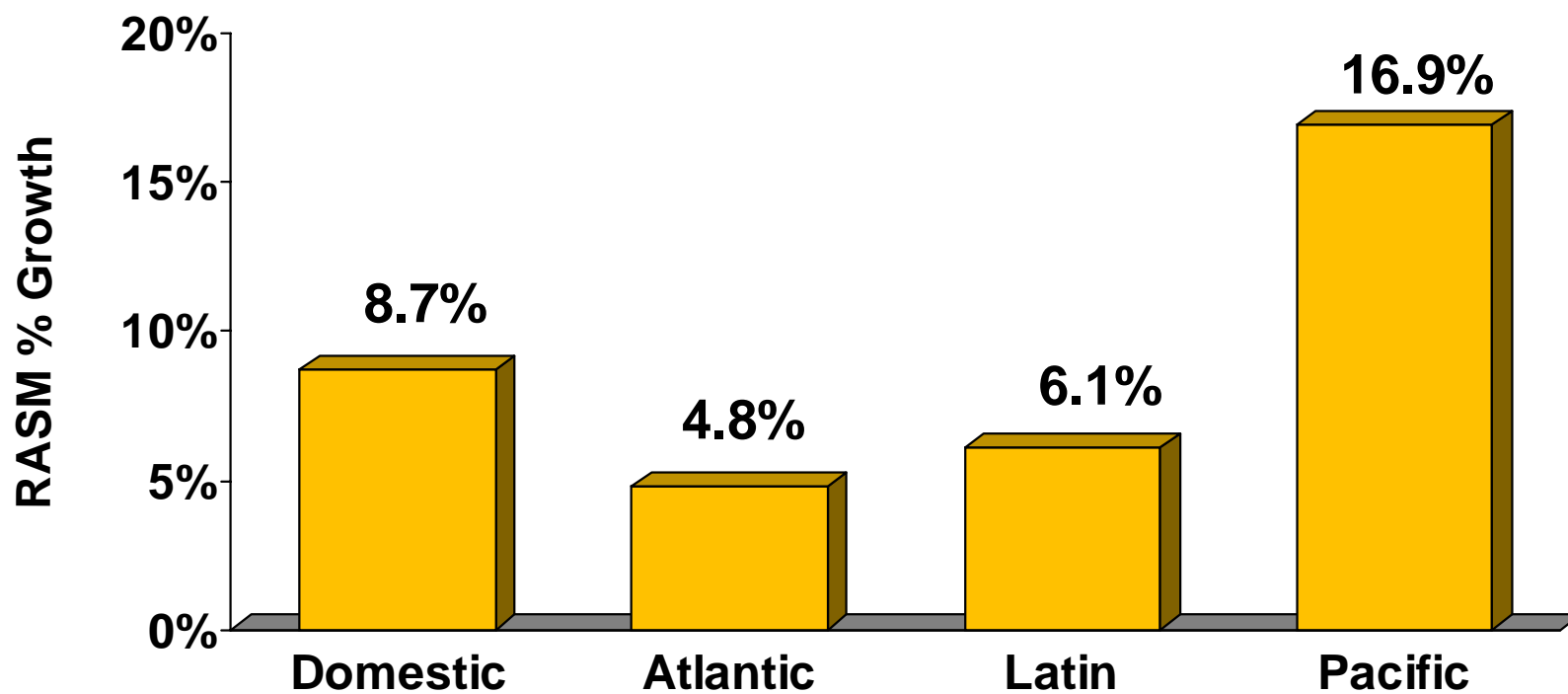
# Strong Domestic RASM



Length of Haul Adjusted

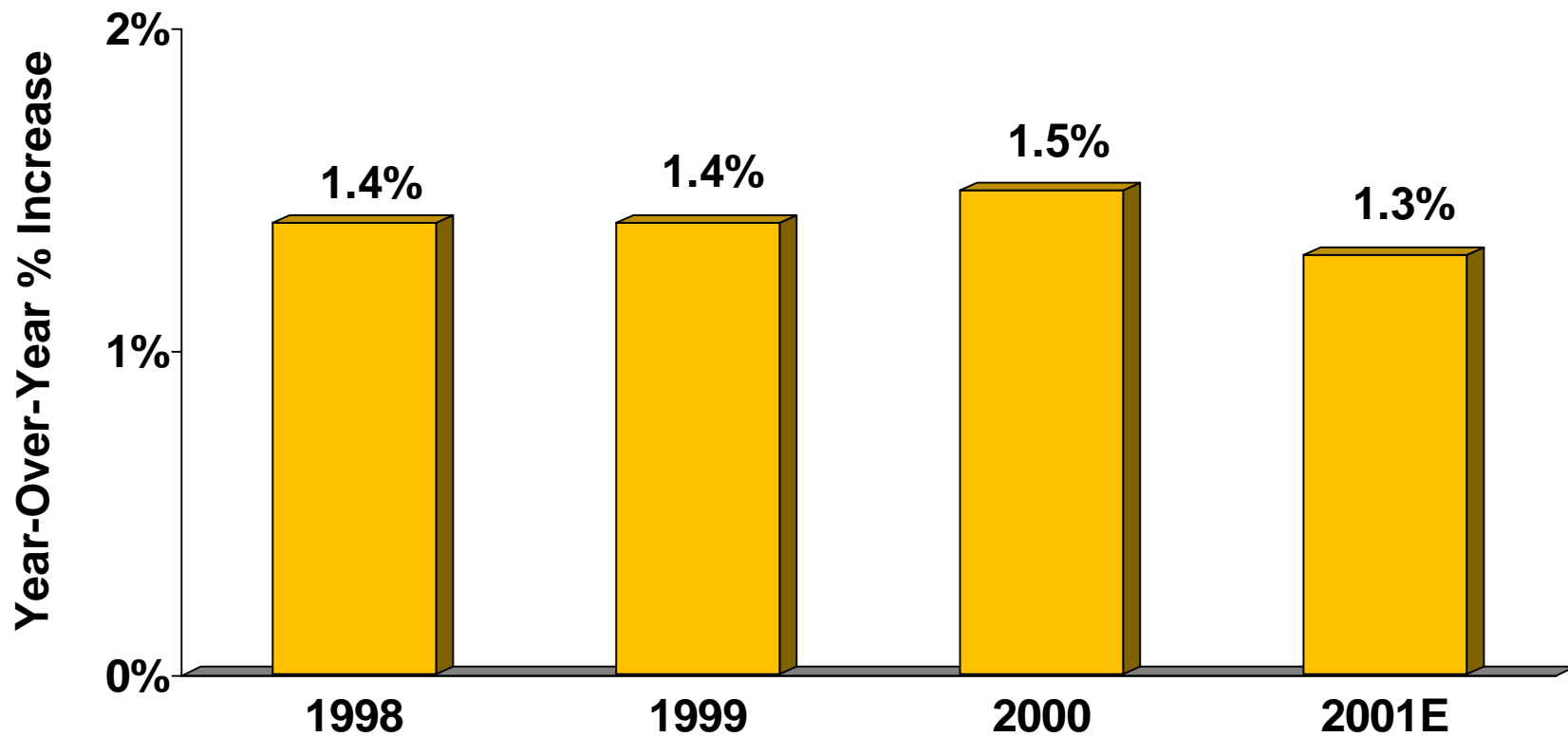
# RASM Gains in All Regions

2000

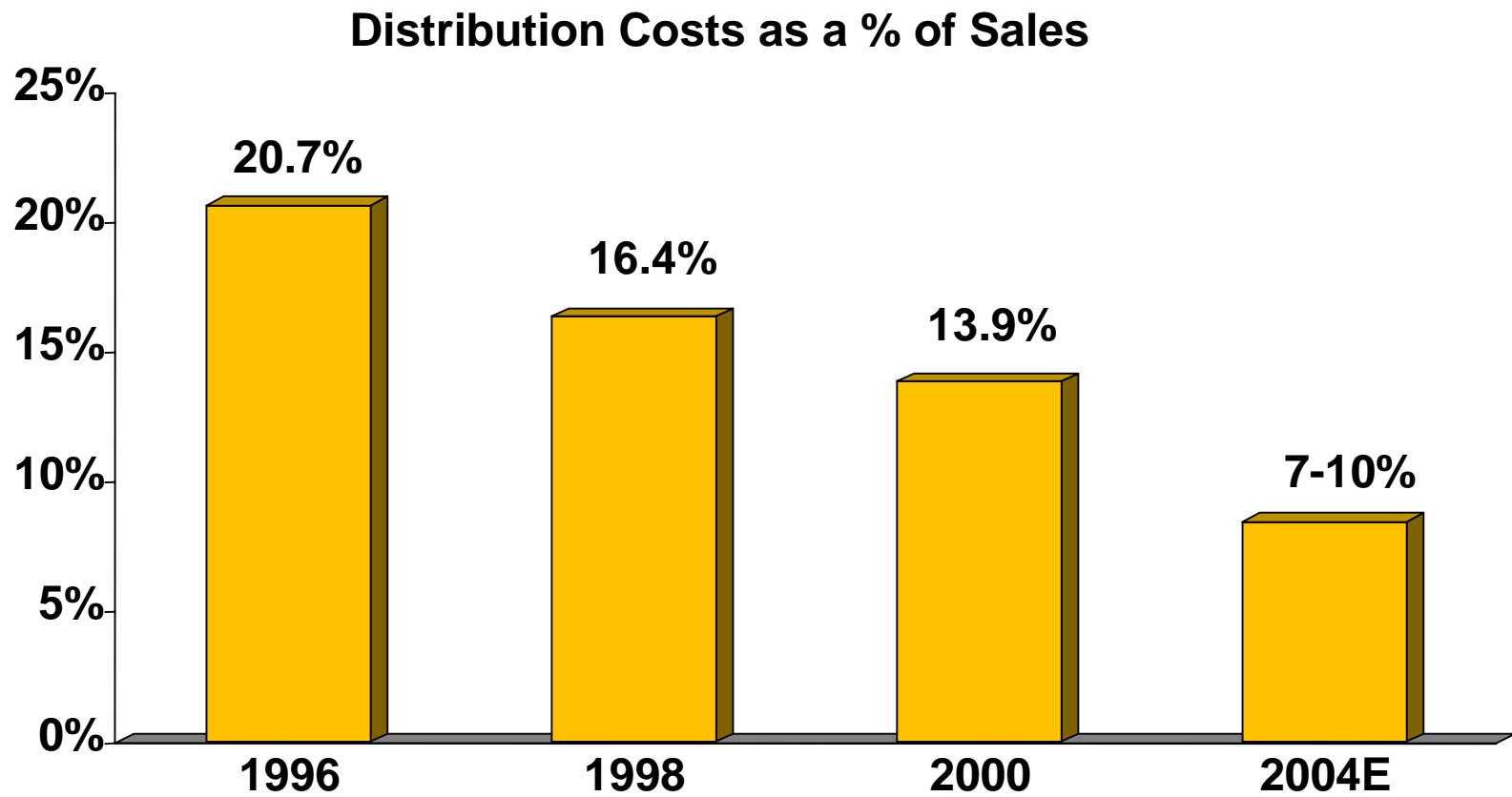


# Costs are Being Managed

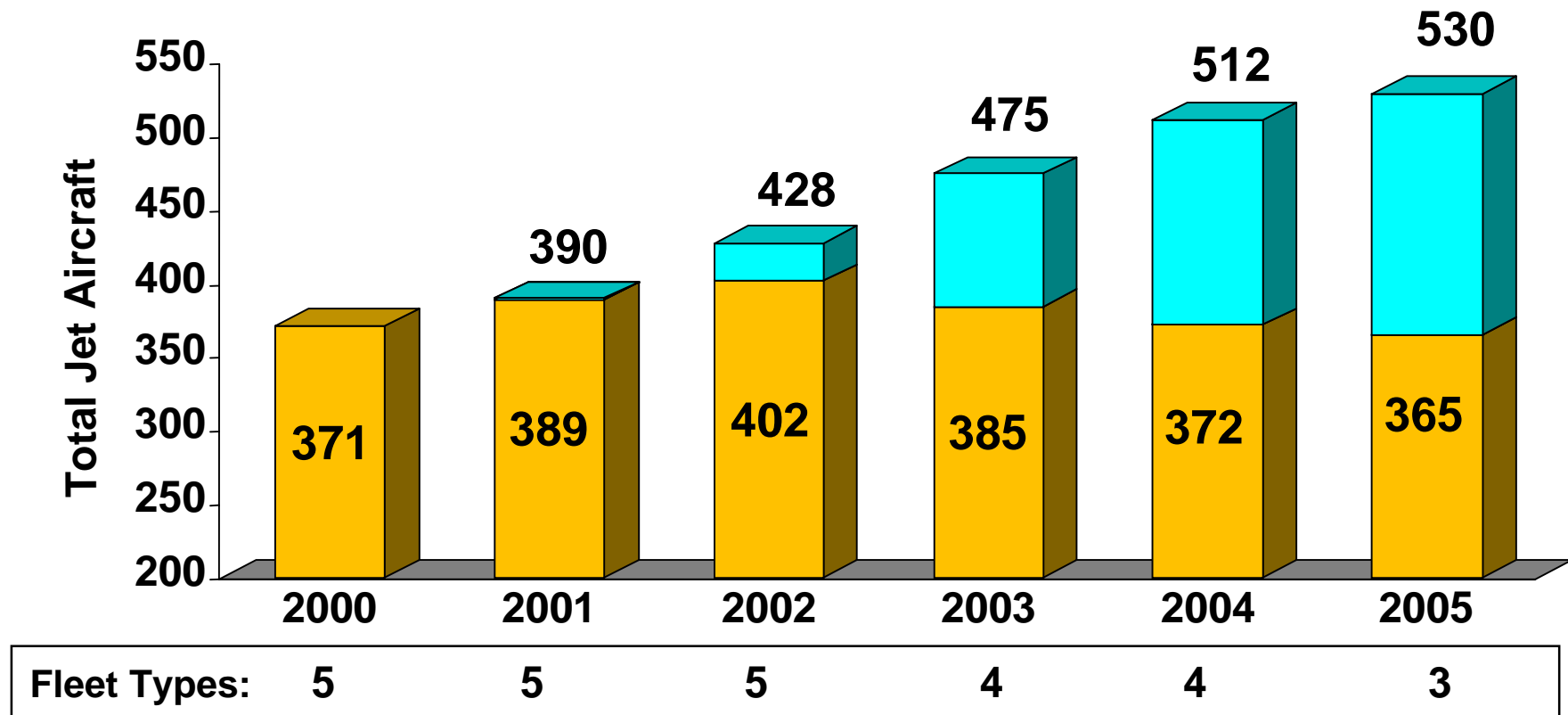
CASM Holding Fuel Rate Constant



# Distribution Costs Decline

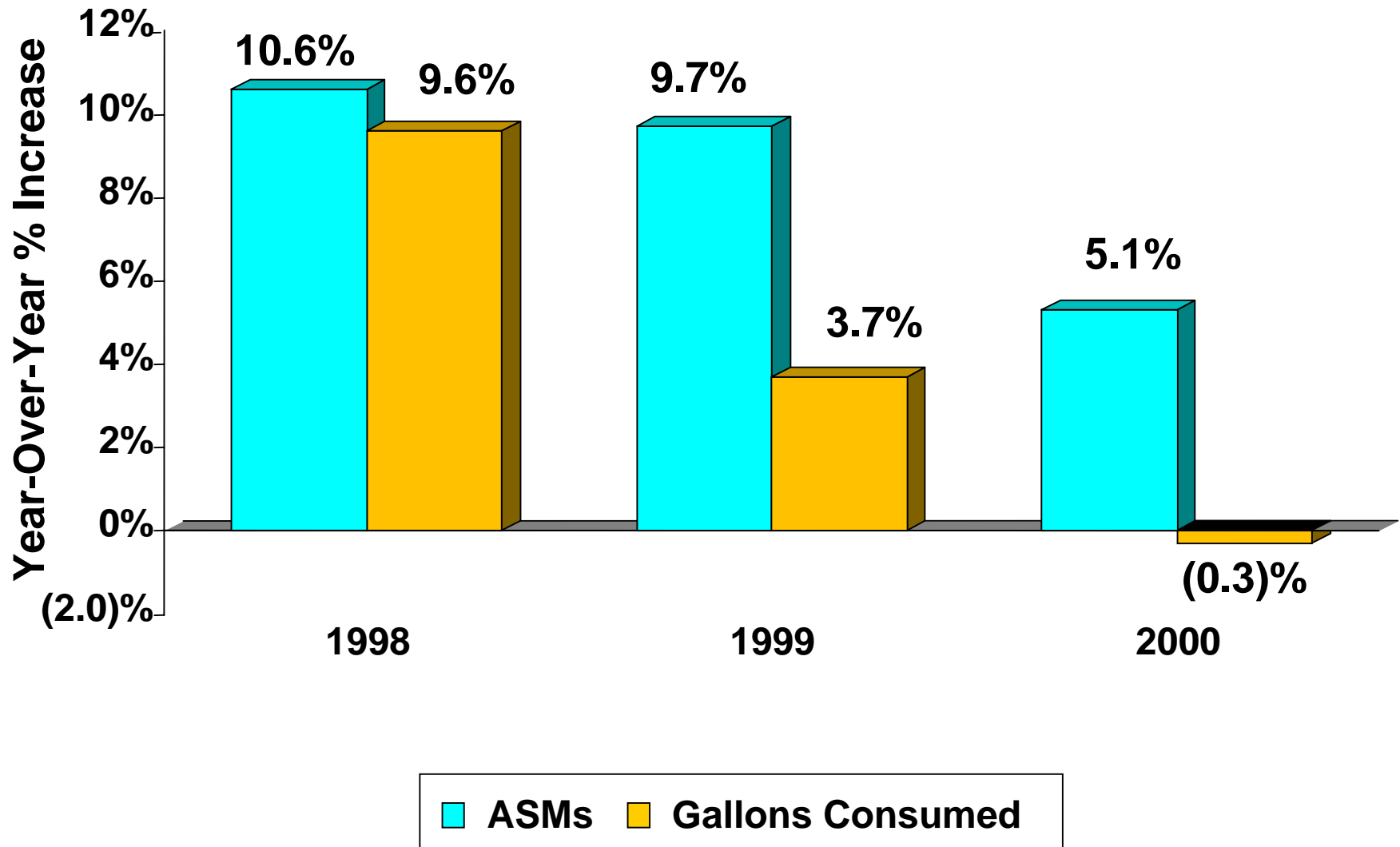


# Market Driven Fleet Plan



- Minimum = Committed fleet less lease expirations
- Maximum = Committed fleet and all options are exercised

# Young Fleet is Fuel Efficient



# **2001 Fleet Financing**

- **24 Boeing Aircraft**
- **Amount Financed: \$889 Million**
- **Average Interest Rate: 7.81%**
- **New Aircraft: 17 Boeing 737  
7 Boeing 767**
- **Completes Aircraft Financing through September 2001**



A stylized graphic of a globe or sphere, composed of a grid of intersecting lines in shades of gray and blue. The lines are thicker at the edges, creating a 3D effect. The globe is positioned on the left side of the slide, partially obscured by the text.

# **Opportunities**

## **Continental Airlines**

# **2001 - CO Poised for a Great Year**

- **Excellent Employee Relations - No Open Labor Contracts**
- **Industry Leading Product**
- **RASM Premium to Industry**
- **Industry Growth in Line with GDP**
- **Strong Local Market Provides Stability**
- **Fuel Price Expectations Better 2001 vs 2000**
- **Strong Alliance Relationships**
- **Young, Fuel-Efficient Fleet**
- **Strong Management Team**

# Continental's High Return Low Risk Opportunities

			-----Goal----- Annual <u>Pretax Benefits</u>
	<u>Today</u>	<u>2005</u>	
● Dist. Cost % of Revenue	13.9%	7-10%	\$275 Million
● Low Risk Growth (Daily Departures)	2,455	3,400	\$175 Million
● Fleet Types	5	3	\$125 Million
● Alliance Partners	19	20	\$100 Million
● Business Mix	47.2%	50-55%	\$100 Million
			<hr/> \$775 Million

