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quarterly report



period ended april 30, 2000

## SUBSIDIARIES AND AFFILIATED COMPANIES

(Ownership)

### TRAVEL AGENCIES

100%	<b>CONSULTOUR</b> — CLUB VOYAGES, VOYAGES EN LIBERTÉ, INTER VOYAGE
100%	<b>VACANCES TOURBEC</b>
100%	<b>EXIT TRAVEL</b>
100%	<b>EURO CHARTER/CLUB VOYAGES</b>

### OUTGOING TOUR OPERATORS

100%	<b>AIR TRANSAT HOLIDAYS</b>
100%	<b>VOYAGES NOLITOUR</b>
100%	<b>REGENT HOLIDAYS</b>
35%	<b>WORLD OF VACATIONS</b>
100%	<b>BROK'AIR — ANYWAY</b>
100%	<b>VACANCES AIR TRANSAT (FRANCE)</b>
97.9%	<b>LOOK VOYAGES</b>

### INCOMING TOUR OPERATORS

66.7%	<b>DMC TRANSAT — KILOMÈTRE VOYAGES</b>
100%	<b>VACANCES AIR TRANSAT HOLIDAYS (FLORIDA)</b>

### HOTEL MANAGEMENT

100%	<b>CAMELEON</b>
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### AIR CARRIERS

100%	<b>AIR TRANSAT</b>
100%	<b>HANDLEX GROUNDHANDLING SERVICES</b>
100%	<b>STAR AIRLINES <sup>1</sup></b>

<sup>1</sup> 49.6% interest held by Look Voyages

**IN CANADA**

**IN FRANCE**

## REPORT TO THE SHAREHOLDERS

During the quarter ended April 30, 2000, Transat A.T. Inc. (the "Corporation") reported net income of \$13,292,000 or \$0.41 per share, compared with net income of \$7,553,000 or \$0.22 per share for the same period last year, an increase of \$0.19 per share or 86%. The revenues of the Corporation rose to \$594.6 million compared with \$451.4 million for the same period last year, an increase of 32%. This growth is mainly due to an increase in revenues of 143.2 million, representing more than 35% in the Canadian market. In France, revenues were up 20.4%. Were it not for the decline in the value of the euro in relation to the Canadian dollar, growth in this market would have been essentially the same as in the Canadian market.

In Canada, growth was again higher in the Ontario and Western Canada markets. In addition to a significant increase in sales volumes, selling prices increased considerably to offset the rise in costs, such as fuel costs. In France, both Look Voyages and Vacances Air Transat (France) recorded a significant increase in sales volumes, added to which was the effect of consolidating Brok'Air's results, at 100%, following the acquisition, on February 2 of this year, of the 69% balance of the company's outstanding shares.

For the six-month period ended April 30, 2000, the Corporation reported net income of \$12,740,000 or \$0.39 per share, compared with net income of \$4,674,000 or \$0.14 per share for the same period last year. Earnings per share are calculated based on a weighted average number of shares outstanding; that is, 32,451,335 shares for the first six months and 34,407,030 for 1999. For this six-month period, revenues totalled \$992 million, compared with \$815 million for the same period last year.

Despite the difficulties encountered in marketing vacation packages for millennium celebrations, the winter season posted excellent results. As we expected, many travellers simply delayed their departures, and this resulted in a higher number of reservations for the second part of the winter season. During the six-month period, the Corporation's total revenues increased \$177 million or 21.7%. For the same period, revenues in the Canadian market increased 28.1%, while in the French market they rose 8.3%. Were it not for the decline in the value of the euro in relation to the Canadian dollar, revenues in the French market would have increased by 26.1% during the same period.

A number of factors contributed to the increase in profitability during the second quarter, compared with the same quarter last year. Increased profitability in the Canadian market resulted from an increase in sales volumes and in selling prices, the increase in value of the Canadian dollar against its U.S. counterpart, an increase in interest income, and in the share of results of companies subject to significant influence. In France, an increase in sales volumes and in selling prices also had a positive impact on profitability.

However, various factors exerted downward pressure on the increase in profitability. In Canada, some subsidiaries experienced lower load factors due among other things to fierce competition in Ontario and Western Canada. In addition, the Corporation's operating expenses increased, in particular with respect to fuel costs. But as a result of surcharges introduced at the beginning of the season and the Corporation's management of risk related to fuel costs, the Corporation was able to avoid any negative impact on its profitability. Finally, with regard to French operations, results were affected by the drop in the share of results of companies subject to significant influence.

The Corporation's cash and cash equivalents totalled \$148,256,000 as at April 30, 2000, compared with \$197,791,000 as at January 31, 2000. During the quarter, the Corporation's operating cash flow amounted to \$18.6 million, compared with \$15.6 million for the same quarter last year. The net change in non-cash working capital balances and in the deposits for engine and airframe overhauls used more than \$16 million in cash, compared with \$8.6 million last year. The Corporation spent a net amount of \$28.6 million on investing activities. An amount of \$31.8 million was used for the acquisition of capital assets and rotatable aircraft spare parts and close to \$8.2 million for the acquisition of companies (net of cash from acquired companies) and other assets which was reduced by an amount of \$8.4 million following recovery of deposits. The Corporation thus completed the acquisition of all of the outstanding shares of Consultour/Club Voyages, in which it already held a 50% interest. Finally, close to \$23 million was used for financing activities, including \$19.5 million for the repayment of debt and more than \$5 million for the redemption of common shares as part of the normal course issuer bid.

The second half of the fiscal year is a very important period for the Corporation. In Canada, the trends experienced at the end of the first quarter continued to prevail in the second. Despite competition that remains fierce, the level of bookings for Canadian departures to all European destinations are encouraging. There is a marginal decline in bookings for travel to Canada from France, primarily due to the weakness of the euro against the Canadian dollar. Reservations for departures from the United Kingdom are up over last year. To offset the impact of fuel costs on profitability, the Corporation, as did its competitors, has imposed a surcharge on transatlantic flights—both for departures from Canada and from France—as well as on domestic flights and on flights to sunshine destinations. With regard to Look Voyages, bookings are at a good level, a promising indicator for the entire summer season.



Jean-Marc Eustache (signed)

Chairman of the Board and  
President and Chief Executive Officer  
Montreal, June 13, 2000

**CONSOLIDATED BALANCE SHEETS**

(in thousands of dollars)

	As at April 30, 2000 (Unaudited)	As at October 31, 1999 (Audited)
	\$	\$
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	148,256	173,868
Accounts receivable	68,754	63,259
Inventories	7,316	10,404
Deposits with suppliers	20,776	25,287
Prepaid expenses	31,533	29,525
<b>Total current assets</b>	<b>276,635</b>	<b>302,343</b>
Deposits	60,091	27,167
Tax benefits	25,284	19,788
Inventory of rotatable aircraft spare parts	14,042	12,877
Investments in companies subject to significant influence	3,169	17,151
Capital assets	157,563	118,200
Goodwill	47,742	33,484
Other assets	30,286	14,336
	<b>614,812</b>	<b>545,346</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>Current liabilities</b>		
Bank loans	7,095	5,154
Accounts payable and accrued liabilities	197,837	130,729
Customer deposits and deferred income	83,137	84,388
Income taxes payable	7,340	6,583
Current portion of long-term debt and obligations under capital leases	17,297	18,453
<b>Total current liabilities</b>	<b>312,706</b>	<b>245,307</b>
Long-term debt	31,190	43,464
Obligations under capital leases	50,526	42,426
Debenture	10,000	10,000
	<b>404,422</b>	<b>341,197</b>
<b>Shareholders' equity</b>		
Share capital <sup>1</sup>	108,435	111,126
Retained earnings	101,377	93,720
Deferred translation adjustments	578	(697)
	<b>210,390</b>	<b>204,149</b>
	<b>614,812</b>	<b>545,346</b>

<sup>1</sup> Share capital

## a) Authorized, issued and outstanding as at April 30, 2000

**Authorized**

An unlimited number of common shares.

An unlimited number of preferred shares, non-voting, issuable in series, each series bearing the number of shares, designation, rights, privileges, restrictions and conditions as determined by the Board of Directors.

**Issued and outstanding**

A total of 31,918,577 common shares and 123,800 preferred shares, series 3 are issued and outstanding for a total amounting to \$108,435,000.

## b) Options issued and outstanding as at April 30, 2000

Grant date	Exercise price (\$)	Number
1996	1.83	53,750
1997	12.32	722,750
1998	12.32 to 12.83	45,000
1999	6.45 to 7.05	750,281
2000	7.86	454,774
		<u>2,026,555</u>

## CONSOLIDATED STATEMENTS OF INCOME AND RETAINED EARNINGS

(in thousands of dollars, except per share amounts)  
(Unaudited)

	Three (3) months ended April 30		Six (6) month ended April 30	
	2000	1999	2000	1999
	\$	\$	\$	\$
<b>Revenues</b>	<b>594,582</b>	451,445	<b>991,943</b>	814,914
Operating expenses	560,441	427,580	947,357	784,231
<b>Income before the following accounts</b>	<b>34,141</b>	23,865	<b>44,586</b>	30,683
Amortization	8,553	9,007	16,783	16,923
Interest on long-term debt, obligations under capital leases and debenture	2,561	2,445	4,796	5,133
Other interest and financial expenses	427	558	843	1,518
Interest income	(2,723)	(1,985)	(5,200)	(4,560)
	<b>8,818</b>	10,025	<b>17,222</b>	19,014
<b>Income before share of net income (net loss) of companies subject to significant influence, income taxes and goodwill charges</b>	<b>25,323</b>	13,840	<b>27,364</b>	11,669
Share of net income (net loss) of companies subject to significant influence	370	687	(254)	(9)
Income taxes (recovered)				
Current	15,268	7,303	18,593	9,900
Deferred	(3,513)	(978)	(5,497)	(4,211)
	<b>11,755</b>	6,325	<b>13,096</b>	5,689
<b>Net income before goodwill charges</b>	<b>13,938</b>	8,202	<b>14,014</b>	5,971
Goodwill charges	646	649	1,274	1,297
<b>Net income for the period</b>	<b>13,292</b>	7,553	<b>12,740</b>	4,674
Retained earnings, beginning of period			93,720	69,156
Premium paid on redemption of common shares			(5,083)	(1,598)
<b>Retained earnings, end of period</b>	<b>13,292</b>	7,553	<b>101,377</b>	72,232
<b>Net earnings per share before goodwill charges</b>				
Earnings per share	0.43	0.25	0.43	0.17
Diluted earnings per share	0.42	0.25	0.42	0.17
<b>Net earnings per share</b>				
Earnings per share	0.41	0.22	0.39	0.14
Diluted earnings per share	0.38	0.22	0.38	0.14

## CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands of dollars)

(Unaudited)

	Three (3) months ended April 30		Six (6) month ended April 30	
	2000	1999	2000	1999
	\$	\$	\$	\$
<b>OPERATING ACTIVITIES</b>				
Net income for the period	13,292	7,553	12,740	4,674
Add items not involving an outlay (receipt) of cash				
Amortization and goodwill charges	9,199	9,656	18,057	18,220
Share of (net income) net loss of companies subject to significant influence	(370)	(687)	254	9
Deferred income taxes	(3,513)	(978)	(5,497)	(4,211)
<b>Operating cash flow</b>	<b>18,608</b>	<b>15,544</b>	<b>25,554</b>	<b>18,692</b>
Net change in non-cash working capital balances related to operations	(1,478)	(6,250)	65,123	25,128
Deposits for engine and airframe overhauls	(15,052)	(2,374)	(35,813)	(2,314)
<b>Cash flows from operating activities</b>	<b>2,078</b>	<b>6,920</b>	<b>54,864</b>	<b>41,506</b>
<b>INVESTING ACTIVITIES</b>				
Deposits	8,424	(1,988)	2,580	(2,885)
Cash from acquired companies	6,510	—	6,510	—
Dividends from companies subject to significant influence	2,913	7	2,913	513
Additions to capital assets	(31,295)	(7,502)	(34,129)	(9,657)
Consideration paid for companies acquired	(11,642)	—	(11,642)	—
Other assets	(3,044)	(544)	(4,959)	(1,025)
Purchase of rotatable aircraft spare parts	(475)	(4,033)	(2,649)	(4,351)
Loan to a joint venture	—	—	(11,700)	—
<b>Cash flows from investing activities</b>	<b>(28,609)</b>	<b>(14,060)</b>	<b>(53,076)</b>	<b>(17,405)</b>
<b>FINANCING ACTIVITIES</b>				
Long-term debt—revolving term loan	(13,483)	(16,537)	(11,717)	(16,076)
Issue of common shares	1,892	556	1,948	556
Repurchase of common shares	(5,383)	(3,170)	(9,721)	(3,170)
Repayment of other long-term debt and obligations under capital leases	(4,718)	(5,105)	(9,731)	(9,935)
Bank loans and others	(1,312)	(2,308)	1,821	(3,080)
Increase in other long-term debt	—	600	—	2,055
<b>Cash flows from financing activities</b>	<b>(23,004)</b>	<b>(25,964)</b>	<b>(27,400)</b>	<b>(29,650)</b>
<b>Decrease in cash and cash equivalents for the period</b>	<b>(49,535)</b>	<b>(33,104)</b>	<b>(25,612)</b>	<b>(5,549)</b>
<b>Cash and cash equivalents, beginning of period</b>	<b>197,791</b>	<b>183,275</b>	<b>173,868</b>	<b>155,720</b>
<b>Cash and cash equivalents, end of period</b>	<b>148,256</b>	<b>150,171</b>	<b>148,256</b>	<b>150,171</b>

Transat A.T. Inc. is an integrated company in the tourism industry. Through its subsidiaries and affiliated companies, it is active in every aspect of the organization and distribution of holiday travel: retail sales through travel agencies, organizing and distributing vacation packages through tour operators, air transportation, and hotel management.

Each member company of Transat specializes in its respective field. Together, they form a large holiday maker. They are all driven by the same corporate vision: offering quality vacation packages at affordable prices to an extensive clientele. Transat's objective is to maintain its position of leadership in Canada and to become a dominant player in the holiday travel industry in North America and Europe.

www.transat.com

#### **HEAD OFFICE**

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#### **TRANSFER AGENT AND REGISTRAR**

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Montreal Trust Company

#### **STOCK EXCHANGE**

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The common shares of the Corporation are listed on The Toronto Stock Exchange under the ticker symbol TRZ.

