



BUILDING PLATFORM FOR PROFITABILITY AND GROWTH

Investors Presentation
June 2016

Welcome
ἔρθατε Bem-vindo
Bienvenido Bienvenue
-vindo Welcome Willkommen
Willkommen Bienvenido Benvenuto
geldiniz Bienvenue Welkom
Benvenuto

FORWARD-LOOKING STATEMENTS



THIS PRESENTATION CONTAINS CERTAIN FORWARD-LOOKING STATEMENTS WITH RESPECT TO THE CORPORATION. THESE FORWARD-LOOKING STATEMENTS, BY THEIR NATURE, NECESSARILY INVOLVE RISKS AND UNCERTAINTIES THAT COULD CAUSE ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE CONTEMPLATED BY THESE FORWARD-LOOKING STATEMENTS. WE CONSIDER THE ASSUMPTIONS ON WHICH THESE FORWARD-LOOKING STATEMENTS ARE BASED TO BE REASONABLE, BUT CAUTION THE READER THAT THESE ASSUMPTIONS REGARDING FUTURE EVENTS, MANY OF WHICH ARE BEYOND OUR CONTROL, MAY ULTIMATELY PROVE TO BE INCORRECT SINCE THEY ARE SUBJECT TO RISKS AND UNCERTAINTIES THAT AFFECT US. THE CORPORATION DISCLAIMS ANY INTENTION OR OBLIGATION TO UPDATE OR REVISE ANY FORWARD-LOOKING STATEMENTS, WHETHER AS A RESULT OF NEW INFORMATION, FUTURE EVENTS OR OTHERWISE, OTHER THAN AS REQUIRED BY LAW.

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ONE OF THE LARGEST TOUR OPERATORS IN THE WORLD

FY2015

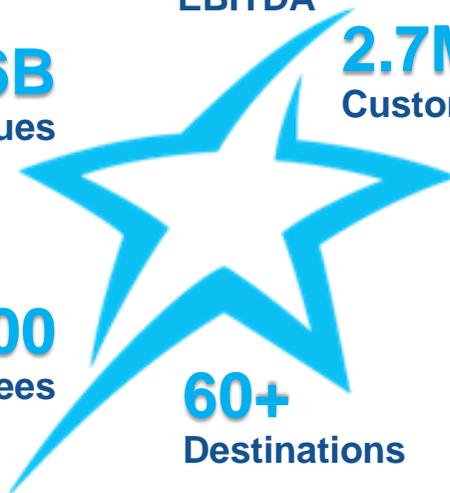
\$101M
EBITDA

\$3.6B
Revenues

2.7M
Customers

± 5,500
Employees

60+
Destinations



transat

ONE OF THE LARGEST TOUR OPERATORS IN THE WORLD

FY2015

(from continuing operations)

\$102M

EBITDA

\$2.9B

Revenues

2.3M

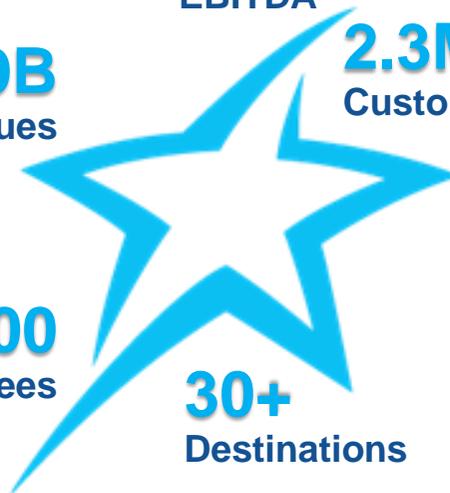
Customers

± 4,500

Employees

30+

Destinations



transat

TRUE VERTICALLY-INTEGRATED TRAVEL PROVIDER

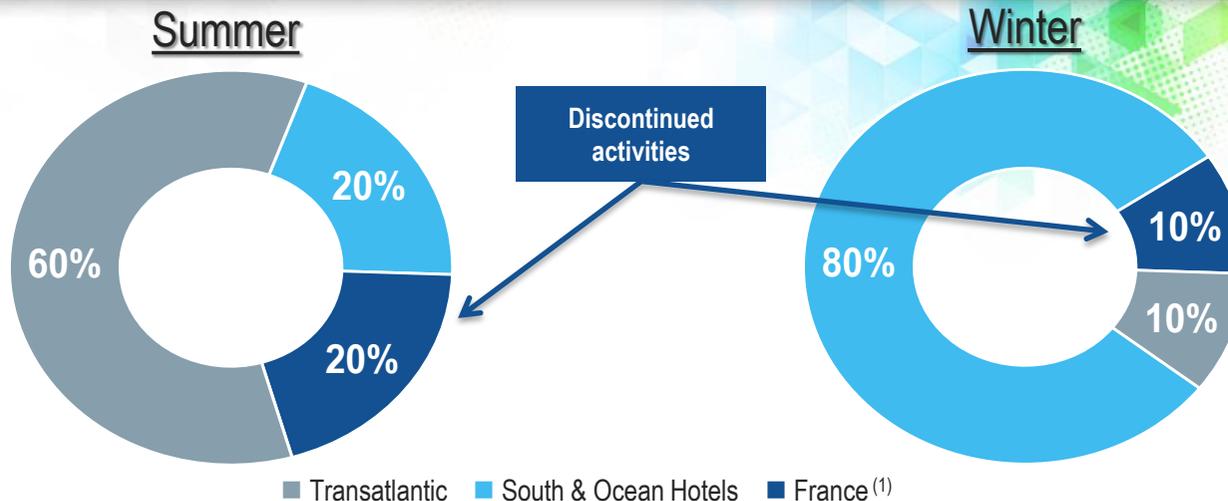


Outbound Tour Operator	<ul style="list-style-type: none"> ➤ Develops holiday travel packages for sun destinations and Europe ➤ Served 1.5M travelers from Canada and 0.6M from Europe in 2015 	
Distributor	<ul style="list-style-type: none"> ➤ Largest retail holiday travel distributor in Canada with 485 outlets ➤ Comprehensive online distribution platform 	
Airline	<ul style="list-style-type: none"> ➤ Operates flights to 35 sun and 31 European destinations with departures from 19 Canadian airports ➤ Served 2.1M passengers in 2015 	
Hotels	<ul style="list-style-type: none"> ➤ 35% interest in Ocean Hotels (65% held by H10) ➤ 3,225 rooms currently under management (1,618 owned & 1,607 managed-only) in Mexico, Dominican Republic and Cuba ➤ 5,000 rooms expected by 2017 	
Inbound Tour Operator	<ul style="list-style-type: none"> ➤ Provides onsite services, such as excursions, sightseeing tours and logistical support services 	

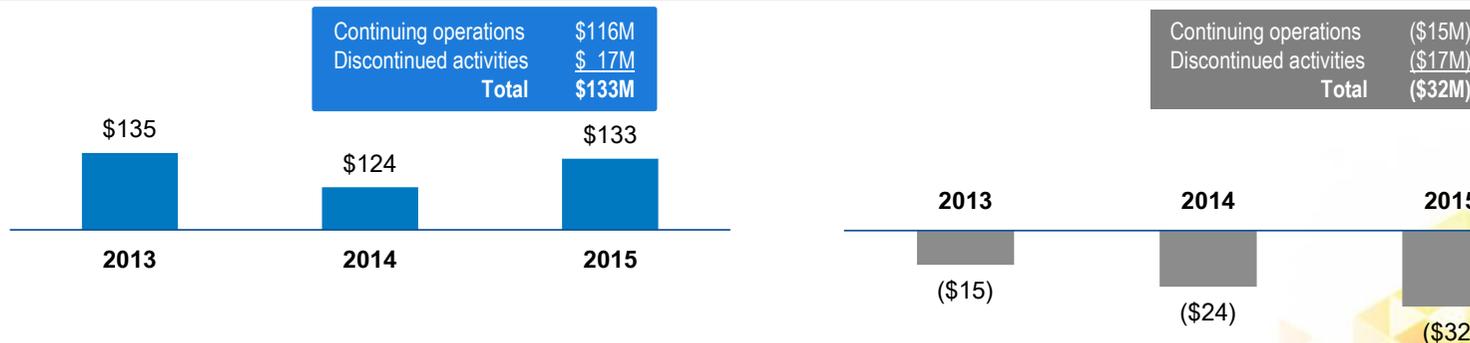
DISTINCT SUMMER AND WINTER MARKETS



PAX Distribution (FY2015)



Historical EBITDA



Good and consistent performance in summer

Focus on returning to profitability in winter

⁽¹⁾To destinations other than Canada.

2015-2017 STRATEGIC PLAN

Key Initiatives



- ✓ \$100mm cost reduction and margin improvement program
- ✓ Improve product offering
 - Introduce new European destinations
 - Optimize sun destinations offering
- ✓ Transform Distribution strategy
 - Develop Transat Travel brand
 - Improve new distribution website
- ✓ Market development and integration
 - Develop and grow Hotels
 - Expand in the United States
 - Enhance incoming tour operator presence

Update on \$100mm Cost Reduction and Margin Improvement Program (C\$ mm)



Cost Reductions and Margin Improvements (C\$ mm)	2015	2016	2017
Cost Reductions			
Narrow-body flexible fleet	18	20	20
Reduction in the number of flight attendants	2	5	6
Buy-on-Board (sun destinations)	3	3	3
Optimization of hotel costs (sun destinations)	2	9	12
Optimization of distribution costs	11	13	16
Other projects and initiatives	3	9	11
Sub-total (Costs)	39	59	68
Margin Improvement			
Ancillary revenues and cargo	5	12	20
Densification of three A330-300s	2	5	5
Online sales of third-party products	(2)	1	7
Sub-total (Margin)	5	18	32
Total	44	77	100

MULTIPLE VALUE DRIVERS



52Wk Range Share Price ⁽²⁾

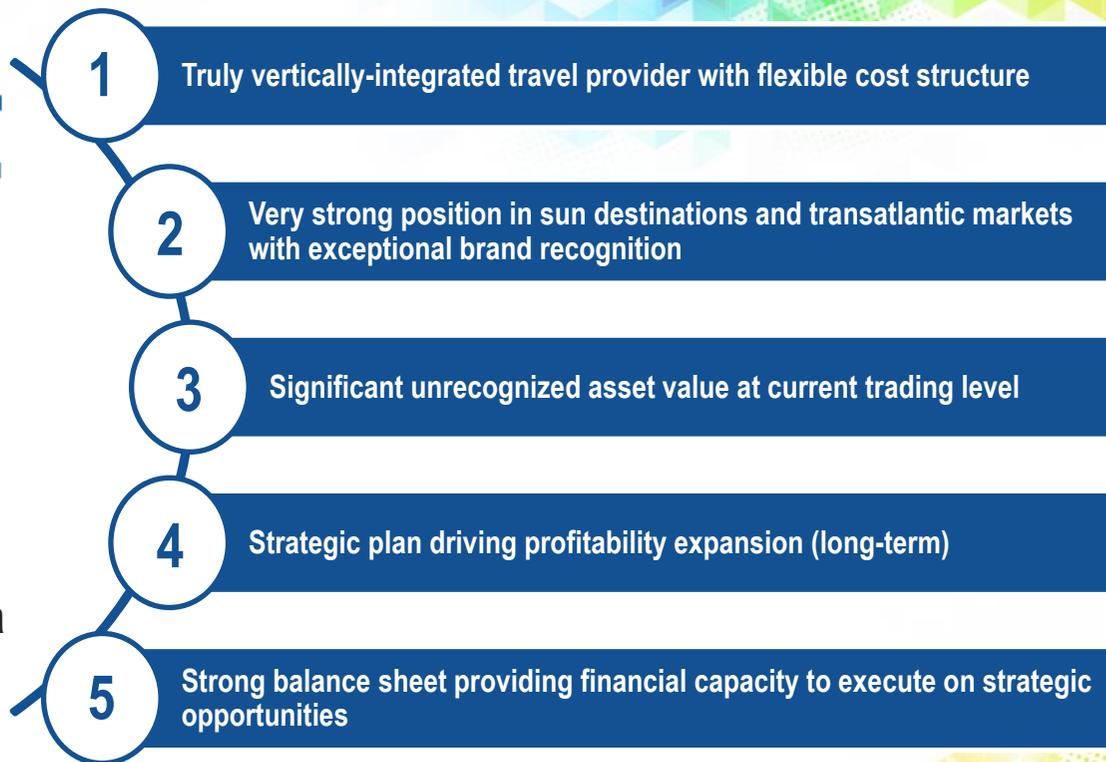
\$6.00-\$8.50

⁽¹⁾ Based on a multiple of 3.0x LTM EBITDA of C\$94mm.
⁽²⁾ Based on 52-week range price at the close of 16-May-16



- a) Since 2012, Transat did a turnaround to become more agile including a unique flexible aircraft fleet

- b) 2016 is an unusual year due to various external factors that had a direct impact on bottom line

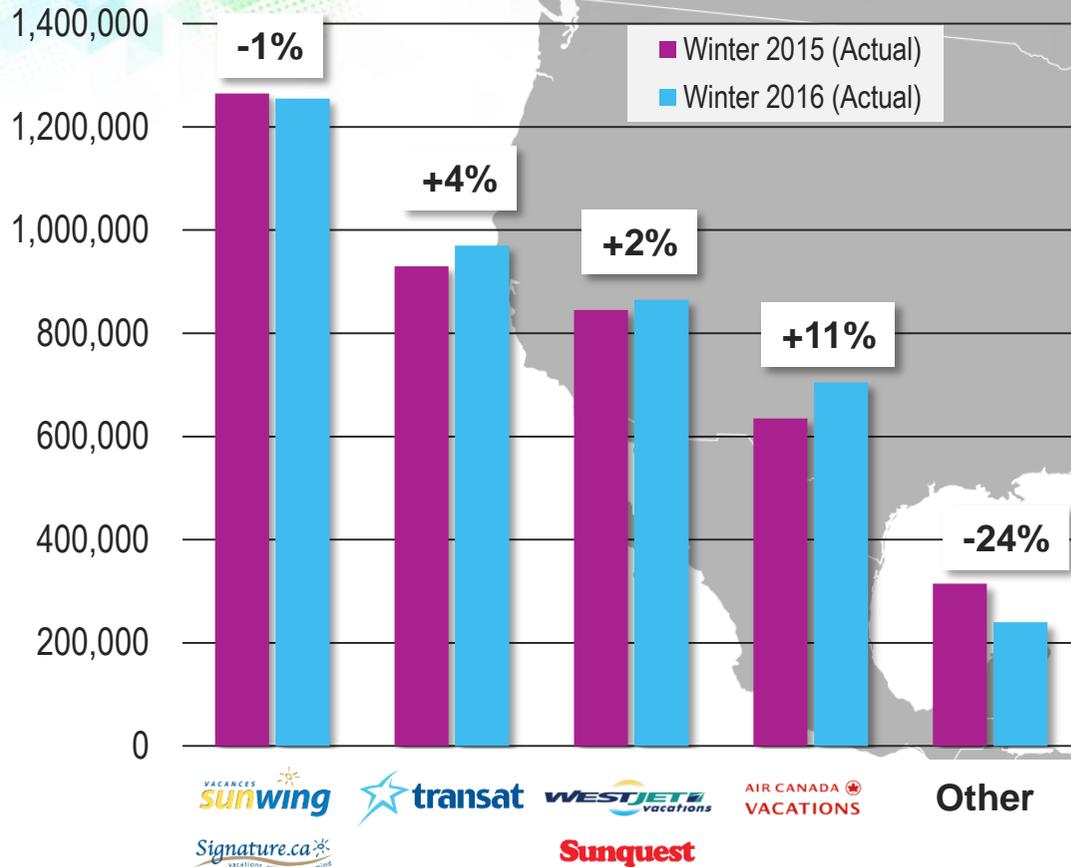


SECTION 1 – SUN DESTINATIONS MARKET OVERVIEW



SUN DESTINATIONS MARKET OVERVIEW

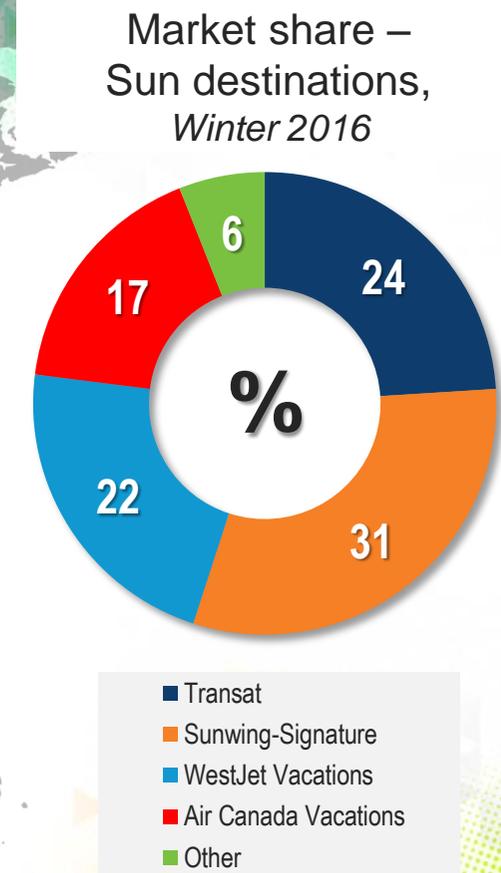
CAPACITY AND MARKET SHARE⁽¹⁾



TOTAL SEATS
WINTER 2015
3,990,000

TOTAL SEATS
WINTER 2016
4,035,000

+1%



(1) Capacity between Canada and sun destinations as : Mexico, Dominican Republic, Cuba, Caribbean, Jamaica and Central America

SUN DESTINATIONS MARKET OVERVIEW

OUTBOUND / DESTINATIONS OVERVIEW



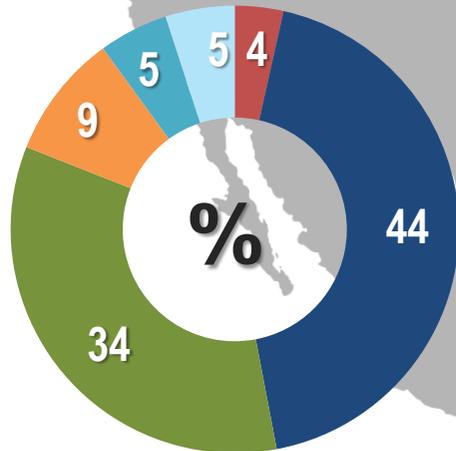
WINTER 2016: 970,000 TRAVELLERS

(excluding USA)



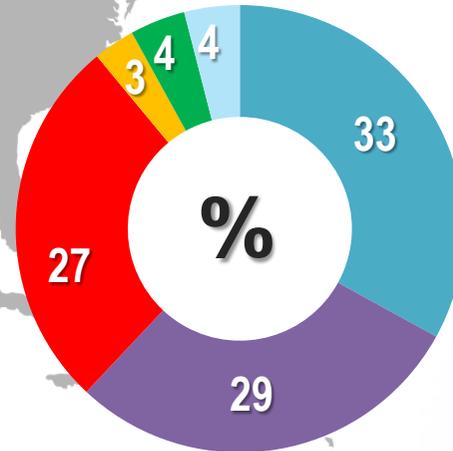
Origin of travellers

- Atlantic
- Quebec
- Ontario
- Alberta
- British Columbia
- Rest of Canada



Destination of travellers

- Mexico
- Dom. Rep.
- Cuba
- Caribbean
- Jamaica
- Central America



SUN DESTINATIONS MARKET OVERVIEW

RECENT PERFORMANCE



Q2 HIGHLIGHTS (vs. 2015)

Margin initiatives were offset by various factors :

- Canadian dollar depreciation
- Western Canada demand slowdown
- Possibility of aircraft pilots strike (avoided)
- Fear related to Zika virus

Sun destinations market

- Capacity up by 0.7%
- Bookings up by 0.1%
- Net impact (FX & Fuel) on costs of 4.9%
- Selling price higher : Offset 50% of this cost increase

Other markets

- Transatlantic: Same results

Trademarks depreciation for \$16M (not affecting adjusted results)

Discontinued activities

- France : Better results than previous year

(in thousands of C\$)

	2 nd quarter ended April 30				
	2016	2015	2016 vs. 2015		
	Actual	Actual	\$	%	
REVENUES	888,221	875,151	13,070	1.5%	
Adjusted EBITDAR (incl. hotels JV) ⁽¹⁾	33,747	32,435	1,312	4.0%	
Adjusted EBITDA (incl. hotels JV) ⁽¹⁾	(5,002)	7,751	(12,753)	-164.5%	
As % of revenues	-0.6%	0.9%			
Adjusted net income (loss) ⁽¹⁾	(11,868)	(2,738)	(9,130)	-333.5%	
As % of revenues	-1.3%	-0.3%			
Per share	(0.32)	(0.07)			
As per FS	Net income (loss) from continuing operations	(25,333)	26,434	(51,767) ⁽²⁾	-195.8%
	Net income (loss) from discontinued activities	381	(1,730)	2,111	122.0%
	Net income (loss) attributable to shareholders	(24,952)	24,704	(49,656)	-201.0%

⁽¹⁾ Refer to the Appendix VII at the end of this presentation and referred to EBITDA from continuing operations

⁽²⁾ Negative impact due mainly to the mark-to-market on derivatives contract

SUN DESTINATIONS MARKET OVERVIEW

RECENT PERFORMANCE



WINTER HIGHLIGHTS (vs. 2015)

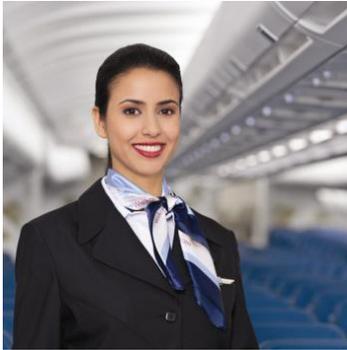
- ▣ Prevent from improving results due to various external factors occurred during the season
- ▣ Sun destinations market
 - Selling price higher : Offset more than 55% of the cost increase due to the depreciation of Canadian dollar occurred during the season
 - Result coming from Hotels JV improved by \$3M due to FX gain
- ▣ Firm offer from TUI AG for our French and Greek assets at €54.5M (\$CA 80.0M)
- ▣ As of today, the projected transaction had no impact on the results

	Results from continuing operations		
	Q1	Q2	Winter
Adj. EBITDA 2015 (incl. hotels) ⁽¹⁾	(23M)	8M	(15M)
Δ FX / Fuel on costs on sun destinations packages	(24M)	(25M)	(49M)
Adj. EBITDA incl. FX / Fuel impact ⁽¹⁾	(47M)	(17M)	(64M)
Yield management (price / load factor)			
1) Sun destinations market	16M	12M	28M
2) Transatlantic market	0M	0M	0M
Others	(1M)	0M	(1M)
Adj. EBITDA 2016 (incl. hotels) ⁽¹⁾	(32M)	(5M)	(37M)

⁽¹⁾ Refer to the Appendix VII at the end of this presentation and referred to EBITDA from continuing operations

SUN DESTINATIONS MARKET OVERVIEW

FLEET STRATEGY



WIDE-BODY	W13	W14	W15	W16
Air Transat Base Fleet	21	21	21	21
- Seasonally withdrawn ⁽¹⁾	-	(4)	(6)	(6)
- Sublease	(1)	(1)	(1)	(3)
Total	20	16	14	12

⁽¹⁾ As a result to improved leasing terms, three A330s are withdrawn from the fleet in winter. In addition, Transat has flexibility on the A310s it owns.

NARROW-BODY	W13	W14	W15	W16
Air Transat Base Fleet	-	-	4	4
+ CanJet	11	11	2	-
+ Seasonal Lease	-	1	8	15
Total	11	12	14	19
% passengers	30%	39%	42%	50%

SUN DESTINATIONS MARKET OVERVIEW

OCEAN HOTELS INVESTMENT

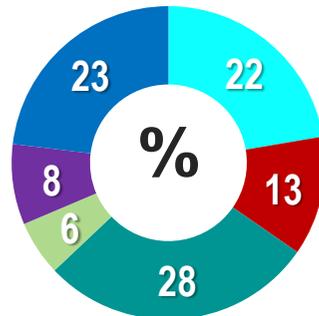


- ▣ **35% Interest (65% held by H10 Hotels)**
 - \$102M on balance sheet as of Apr 30
- ▣ **Grow Ocean Hotels from 3,225 as of today to 5,000 rooms by 2017**
 - Through a combination of owned and managed hotels
 - 2 new managed hotels opened this Winter in Cuba
 - 3 projects underway (Mexico, Dominican Republic, Jamaica)
- ▣ **Continuous growth in terms of operational contribution since 2010**
 - Positive free cash flow⁽¹⁾ used to reimburse debt
 - Debt to value lower than 10%
 - Dividends of CA\$6.7M received in 2015



Origin of travelers

- Europe
- Canada
- United States
- Local
- Latin America & Caribbean
- E-business, time share and other

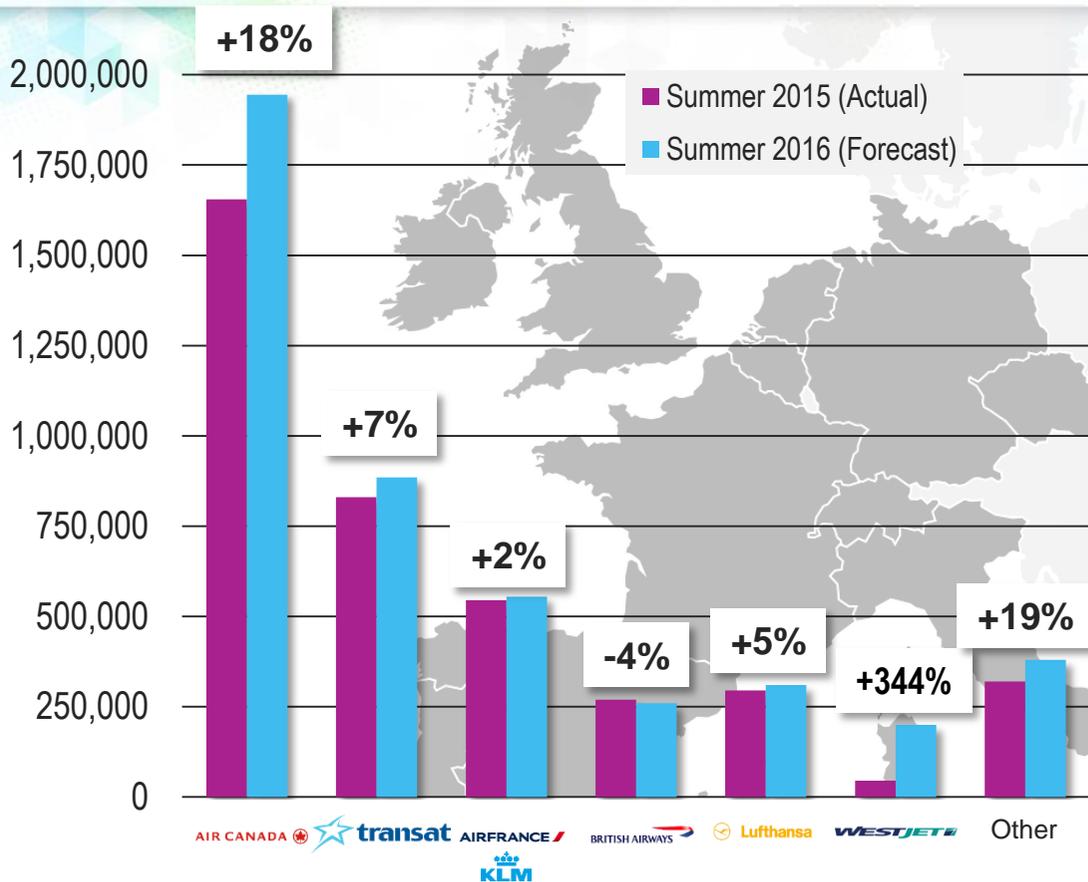


SECTION 2 – TRANSATLANTIC MARKET OVERVIEW

Bem-vindo
Bienvenue
Welcome
Willkommen
Willkommen
Bienvenido
Benvenuto
Bienvenue
Welkom



TRANSATLANTIC MARKET CAPACITY AND MARKET SHARE⁽¹⁾

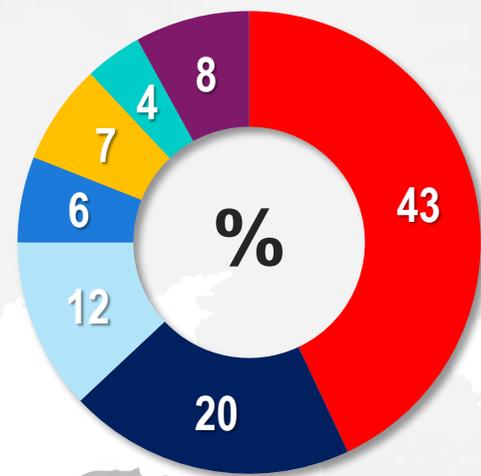


TOTAL SEATS
SUMMER 2015
3,960,000

TOTAL SEATS
SUMMER 2016
4,535,000

+15%

Market share –
Transatlantic routes,
Summer 2016



- Air Canada
- Transat
- Air France - KLM
- British Airways
- Lufthansa
- WestJet
- Other

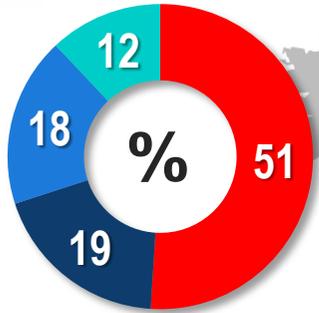
(1) Capacity between Canada and European countries as : France, United Kingdom, Italy, Spain, Portugal, Greece, Netherlands, Germany, Belgium, Ireland, Switzerland, Austria, Czech Republic, Hungary and Croatia

TRANSATLANTIC MARKET OVERVIEW

MARKET SHARE BY DESTINATIONS (SUMMER 2016)

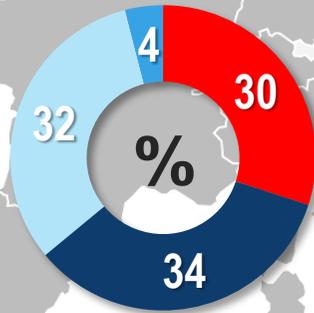


Market share
United Kingdom



■ Air Canada ■ Transat
■ British Airways ■ WestJet

Market share
France



■ Air Canada ■ Transat
■ Air France - KLM ■ Corsair

- ▣ Europe: largest tourism market in the world (more than 50% of travellers inbound & outbound)
- ▣ 4.5M seats in summer 2016 between Canada and Europe

TRANSAT STRATEGY AND MARKET POSITION

- ▣ Lowest-cost producer
- ▣ Wide portfolio of direct destinations
- ▣ Strong airline brand and enhanced customer experience
- ▣ Solid distribution networks on both sides of the Atlantic
- ▣ 40% of European passengers = sales in foreign currency
- ▣ Attractive offering of packages including accommodations, transfers, cruises, tours, rental cars and excursions

TRANSATLANTIC MARKET OVERVIEW

RECENT PERFORMANCE



SUMMER HIGHLIGHTS (vs. 2015)

- ▣ Global capacity up by 15%
- ▣ Transatlantic market
 - 60% of inventory sold
 - Capacity up by 7%
 - Load factor down by 3.3%
 - Price down by 6.3%
 - Cost down by 4.6% ⁽¹⁾
- ▣ Discontinued activities (high season)
 - France : expect better results than previous year
- ▣ If trends hold, the global results would be lower than last year which was our second best summer results in the history of Transat

	Results from continuing operations		
	Q3	Q4	Summer
Adj. EBITDA 2015 (incl. hotels) ⁽²⁾	45M	71M	116M
Δ FX / Fuel on costs on transatlantic flight	17M	17M	34M
Adj. EBITDA incl. FX / Fuel impact ⁽²⁾	62M	88M	150M
Yield management (price / load factor)			
1) Transatlantic market			
2) Sun destination market			
Others			
Adj. EBITDA 2016 (incl. hotels) ⁽²⁾			

⁽¹⁾ Not fully benefiting from the drop of fuel price in \$CA compared to last summer

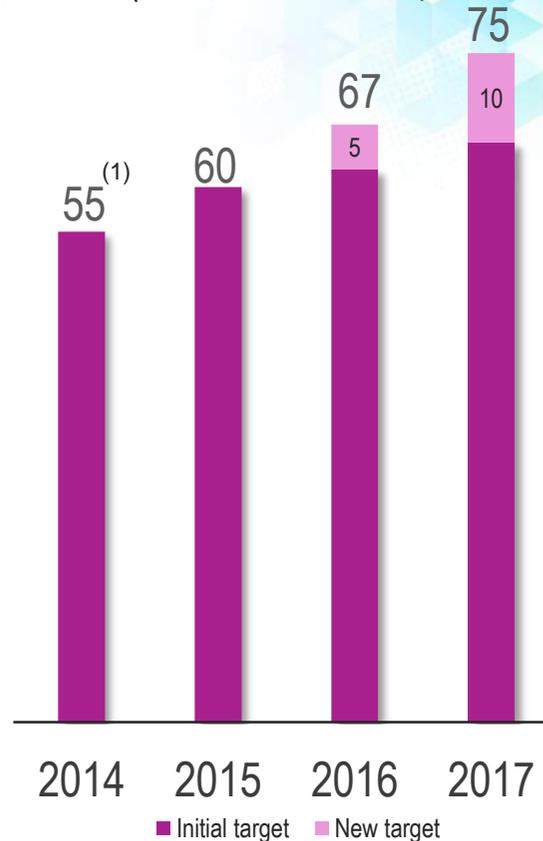
⁽²⁾ Refer to the Appendix VII at the end of this presentation and referred to EBITDA from continuing operations

TRANSATLANTIC MARKET OVERVIEW

ANCILLARY REVENUES



(In millions of dollars)



- Grow ancillary revenues to \$75M by 2017
- Introduction of the Datalex software to facilitate the sale of optional services
- New cargo agreement



⁽¹⁾ Including third party contribution

SECTION 3 – E-COMMERCE & DISTRIBUTION STRATEGY

Bem-vindo
Bienvenue
Welcome
Willkommen
Willkommen
Bienvenido
Benvenuto
Bienvenido
Bienvenue
Welkom
Benvenuto

E-COMMERCE & DISTRIBUTION STRATEGY

CANADA WEB + CALL CENTER RESULTS (6-MONTH PERIOD ENDED AS APRIL 30)



B2C

Web + Call Center

WEB only ⁽¹⁾

WWW



\$\$\$



\$\$\$

2015

21M
visits

188K
passengers

\$190M
sales

131K
passengers

\$126M
sales

2015 vs. 2014

0%

+16%

+14%

+26%

+21%

2016

26M
visits

229K
passengers

\$217M
sales

166K
passengers

\$149M
sales

2016 vs. 2015

+22%

+22%

+14%

+27%

+18%

E-COMMERCE & DISTRIBUTION STRATEGY

RENEWED DISTRIBUTION



Create a fully-integrated distribution ecosystem comprised of a new Transat Travel website, connected to our call centers and travel agencies

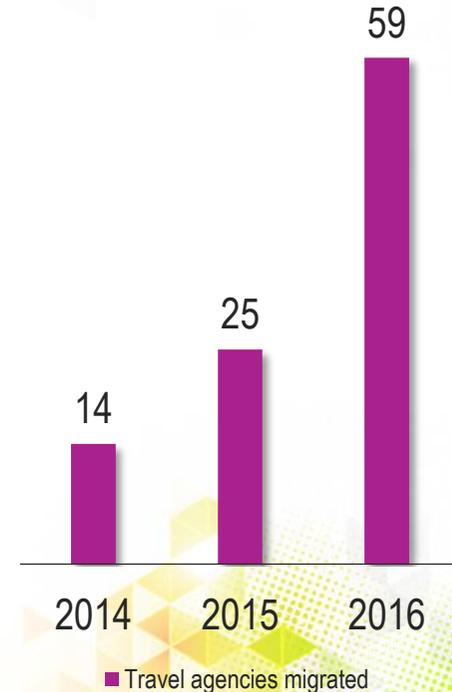
Make online tools fully responsive to mobile devices

Enhance offering with third-party products so as to nurture repeat business and customer loyalty

Improved CRM (customer relationship management)



- By the end of 2016, we will have migrated our corporate travel agencies to the Transat Travel brand
- The brand change comes with a revamping of agencies
- Results so far are very positive:
 - More sales
 - More new customers
 - More sales of Transat products
 - Positive feedback from agents and customers



SECTION 4 – FINANCIAL PROFILE

Bem-vindo
Bienvenue
Welcome
Willkommen
Willkommen
Bienvenido
Benvenuto
Bienvenido
Bienvenue
Welkom
Benvenuto



FINANCIAL PROFILE

CURRENT FINANCIAL POSITION



HIGHLIGHTS

Free Cash: Flat vs. 2015

- Results of the last 12 months, working cap, net of capex
- Share buyback (\$15M)
- Cash from discontinued activities (\$13M)

Customer deposits and payables

- Decreased respectively by (\$95M) and (\$66M) due the projected transaction of Transat France and Tourgreece

Debt and operating leases

- Unused credit facilities of \$50M
- Off balance sheet debt (aircraft leases) increased in the last 12-month period due to the introduction of new aircraft

2016 CAPEX: \$60-65M

- Maintenance of aircraft owned (A310)
- IT system improvement

NCIB program potentially renewed

Net investment in hotels JV

- 35% Interest (65% held by H10 Hotels)
- \$102M on balance sheet as of Apr 30

(in thousands of C\$, except ratios)

	As at			
	Apr. 30, 2016	Apr. 30, 2015	2016 vs. 2015	
	Actual	Actual	\$	%
Free cash	440,559	441,536	(977)	-0.2%
Cash in trust or otherwise reserved	247,321	291,300	(43,979)	-15.1%
Trade and other payables	314,683	380,712	(66,029)	-17.3%
Customer deposits	483,739	578,449	(94,710)	-16.4%
Working capital ratio	1.02	1.01	0.01	1.7%
Balance sheet debt	0	0	0	0.0%
Obligations under operating leases	745,849	656,186	89,663	13.7%
Net investment (Ocean hotels)	101,909	94,532	7,377	7.8%
Capital expenditures (TTM)	51,926	61,083	(9,157)	-15.0%
Free cash flow (TTM)⁽¹⁾	38,560	91,094	(52,534)	-57.7%

⁽¹⁾ Refer to the Appendix VII at the end of this presentation

FINANCIAL PROFILE

CONSOLIDATED RECENT PERFORMANCE



HIGHLIGHTS

▣ Profitability maintained in the last years

- Range of 100-120M Adjusted EBITDA⁽¹⁾

▣ 5 record summers in last 6 years

- Very good results across the board on transatlantic during summer despite global capacity increase

▣ Vision for coming years

- Ready for growth
- Improve profitability in winter
- Protect profitability in summer

▣ Continue cost- and margin-initiatives

(in thousands of C\$)

	Global results (from continuing and discontinued activities)			
	12-month ended October 31			
	2015	2014	2013	Avg. 2013-2015
	Actual	Actual	Actual	
REVENUES	3,566,368	3,752,198	3,648,158	3,655,575
Adjusted EBITDAR (incl. hotels JV)⁽¹⁾	199,680	187,158	201,592	196,143
Adjusted EBITDA (incl. hotels JV)⁽¹⁾	100,821	99,929	120,322	107,024
As % of revenues	2.8%	2.7%	3.3%	2.9%
Adjusted net income (loss)⁽¹⁾	42,943	45,242	62,567	50,251
As % of revenues	1.2%	1.2%	1.7%	1.4%
Per share	1.11	1.16	1.63	1.30
Net income (loss) attributable to shareholders	42,565	22,875	57,955	41,132

⁽¹⁾ Refer to the index at the end of this presentation

FINANCIAL PROFILE

TRADING COMPARABLES (VALUATION METRICS)



<i>(in millions of C\$, except ratios)</i>	Share price	Latest Quarter	Equity Value	Adj. Enterprise Value	Adj. EV / EBITDAR ⁽¹⁾		P/E		Margins (LTM)	
	06/06/2016				CY2016E ⁽²⁾	CY2017E ⁽²⁾	CY2016E ⁽²⁾	CY2017E ⁽²⁾	EBITDAR	EBITDA
Direct comparables										
TUI AG	€13.36	Mar-16	\$11,441	\$20,882	5.7x	5.4x	12.2x	10.7x	10.8%	6.0%
Thomas Cook	£0.71	Mar-16	\$2,037	\$6,428	4.9x	4.7x	7.4x	5.9x	9.2%	6.6%
Flight Centre	AUD 30.91	Mar-16	\$2,952	\$3,530	6.4x	6.3x	12.3x	11.9x	23.2%	17.2%
Group Average					5.7x	5.5x	10.6x	9.5x	14.4%	9.9%
Canadian airlines										
Air Canada	\$9.81	Mar-16	\$2,788	\$9,161	3.4x	3.3x	2.7x	2.9x	18.1%	15.4%
WestJet Airlines	\$23.24	Mar-16	\$2,842	\$4,224	4.5x	4.4x	10.1x	10.0x	24.1%	19.7%
Group Average					4.0x	3.9x	6.4x	6.5x	21.1%	17.6%
Transat	\$7.92	Apr-16	\$300	\$703	3.2x	3.0x	10.1x	7.5x	6.8%	2.7%

Source: Bloomberg, Factset, Company filings

Note: All values updated as of 6-Jun-2016.

(1) Adjusted Debt and EV include aircraft and ship leases capitalized at 7.5x LTM rent expenses

(2) Estimates from Factset and calendarized

FINANCIAL PROFILE

TRADING COMPARABLES (CAPITAL STRUCTURE)



(in millions of C\$, unless otherwise noted)

	Cash	Adj. Net Debt ⁽¹⁾	Capital Structure						Capital Structure (%)					
			Market Cap	Total debt	Leases	Cash Adj.	Other	Adj. EV ⁽¹⁾	Market Cap	Total debt	Leases	Cash	Other	Adj. EV ⁽¹⁾
Direct comparables														
TUI AG	\$3,010	\$10,688	\$11,441	\$3,656	\$10,042	(\$3,010)	(\$1,247)	\$20,882	55%	18%	48%	(14%)	(6%)	100%
Thomas Cook	\$944	\$4,388	\$2,037	\$2,476	\$2,856	(\$944)	\$4	\$6,429	32%	39%	44%	(15%)	0%	100%
Flight Centre	\$406	\$691	\$2,952	\$20	\$1,077	(\$406)	(\$113)	\$3,530	84%	1%	31%	(12%)	(3%)	100%
Group Average									57%	19%	41%	(14%)	(3%)	100%
Canadian airlines														
Air Canada	\$2,947	\$6,374	\$2,788	\$6,448	\$2,873	(\$2,947)	\$0	\$9,162	30%	70%	31%	(32%)	0%	100%
WestJet Airlines	\$1,407	\$1,382	\$2,842	\$1,493	\$1,296	(\$1,407)	\$0	\$4,224	67%	35%	31%	(33%)	0%	100%
Group Average									49%	53%	31%	(33%)	0%	100%
Transat	\$440	\$475	\$300	\$0	\$915	(\$440)	(\$72)	\$703	43%	0%	130%	(63%)	(10%)	100%

Source: Bloomberg, Factset, Company filings
Note: All values updated as of 3-Mar-2016.

(1) Adjusted Debt and EV include aircraft and ship leases capitalized at 7.5x LTM rent expenses

APPENDIX

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APPENDIX I: WINTER FINANCIAL RESULTS

(5-YEAR HISTORICAL)



	Winter (6-month period ended on April 30)				
	2016	2015	2014	2013	2012
<i>(in thousands of CAD)</i>					
REVENUES	1,613,944	1,559,102	1,965,842	1,912,538	2,041,722
Adjusted EBITDAR (incl. hotels JV)⁽¹⁾	34,339	32,856	15,135	26,312	(14,255)
Adjusted EBITDA (incl. hotels JV)⁽¹⁾	(36,685)	(14,995)	(23,888)	(14,663)	(55,726)
As % of revenues	-2.3%	-1.0%	-1.2%	-0.8%	-2.7%
Adjusted net income (loss)⁽¹⁾	(42,248)	(25,620)	(30,841)	(22,996)	(54,477)
As % of revenues	-2.6%	-1.4%	-1.6%	-1.2%	-2.7%
Net income (loss) attributable to shareholders	(86,107)	(39,610)	(33,552)	(37,897)	(42,688)
Adjustments net of tax :	(43,859)	(13,990)	(2,711)	(14,901)	11,789
Net income (loss) from discontinued activities	(7,380)	(12,437)	-	-	-
Change in fair value of derivative financial instruments	(37,964)	(2,121)	(1,480)	(16,440)	6,025
Non-monetary gain on investments in ABCP	-	-	-	-	8,032
Gain (loss) on disposal of a subsidiary	(843)	-	-	-	-
Asset impairment	(15,809)	-	-	-	-
Premium related to fuel-related derivatives and other derivatives matured during the period	5,666	-	-	-	-
Restructuring (Charge) / Gain	-	-	(2,226)	(3,915)	-
Tax Impact	12,471	568	995	5,454	(2,268)

⁽¹⁾ Refer to the Appendix VII at the end of this presentation

APPENDIX II: SUMMER FINANCIAL RESULTS

(5-YEAR HISTORICAL)



	Summer (6-month period ended on October 31)				
	2015	2014	2013	2012	2011
<i>(in thousands of CAD)</i>					
REVENUES	1,759,289	1,786,357	1,735,620	1,672,497	1,742,904
Adjusted EBITDAR (incl. hotels JV)⁽¹⁾	184,187	172,023	175,280	123,066	81,465
Adjusted EBITDA (incl. hotels JV)⁽¹⁾	133,179	123,817	134,985	76,176	38,012
As % of revenues	7.6%	6.9%	7.8%	4.6%	2.2%
Adjusted net income (loss)⁽¹⁾	82,013	76,083	85,563	39,205	10,192
As % of revenues	4.7%	4.3%	4.9%	2.3%	0.6%
Net income (loss) attributable to shareholders	82,175	56,427	95,852	26,019	(10,048)
Adjustments net of tax :	162	(19,656)	10,289	(13,186)	(20,240)
Net income (loss) from discontinued activities	-	-	-	-	-
Change in fair value of derivative financial instruments	137	(22,342)	15,947	(5,324)	(13,271)
Non-monetary gain on investments in ABCP	-	-	-	(96)	1,476
Gain (loss) on disposal of a subsidiary	-	-	-	5,655	-
Asset impairment	-	(369)	-	(15,000)	-
Premium related to fuel-related derivatives and other derivatives matured during the period	-	-	-	-	-
Restructuring (Charge) / Gain	-	(4,161)	(1,825)	-	(16,543)
Tax Impact	25	7,216	(3,833)	1,579	8,098

⁽¹⁾ Refer to the Appendix VII at the end of this presentation

APPENDIX III: ANNUAL FINANCIAL RESULTS

(5-YEAR HISTORICAL)



	Annual (12-month period ended on October 31)				
	2015	2014	2013	2012	2011
<i>(in thousands of CAD)</i>					
REVENUES	3,566,368	3,752,198	3,648,158	3,714,219	3,654,167
Adjusted EBITDAR (incl. hotels JV)⁽¹⁾	199,680	187,158	201,592	108,811	102,703
Adjusted EBITDA (incl. hotels JV)⁽¹⁾	100,821	99,929	120,322	20,450	33,853
As % of revenues	2.8%	2.7%	3.3%	0.6%	0.9%
Adjusted net income (loss)⁽¹⁾	42,943	45,242	62,567	(15,272)	(9,702)
As % of revenues	1.2%	1.2%	1.7%	-0.4%	-0.3%
Net income (loss) attributable to shareholders	42,565	22,875	57,955	(16,669)	(14,711)
Adjustments net of tax :	162	(19,656)	10,289	(13,186)	(20,240)
Net income (loss) from discontinued activities	-	-	-	-	-
Change in fair value of derivative financial instruments	(528)	(23,822)	(493)	701	(1,278)
Non-monetary gain on investments in ABCP	-	-	-	7,936	8,113
Gain (loss) on disposal of a subsidiary	-	-	-	5,655	-
Asset impairment	-	(369)	-	(15,000)	-
Premium related to fuel-related derivatives and other derivatives matured during the period	-	-	-	-	-
Restructuring (Charge) / Gain	-	(6,387)	(5,740)	-	(16,543)
Tax Impact	150	8,211	1,621	(689)	4,699

⁽¹⁾ Refer to the Appendix VII at the end of this presentation

APPENDIX IV: WINTER FINANCIAL POSITION

(5-YEAR HISTORICAL)



<i>(in thousands of CAD)</i>	As at January 31					As at April 30				
	2016	2015	2014	2013	2012	2016	2015	2014	2013	2012
Free cash + ABCP investment (<i>fair value</i>)	431,411	393,631	359,596	247,877	291,234	440,559	441,536	404,554	336,148	349,457
Cash in trust or otherwise reserved	395,623	394,896	418,504	407,153	426,671	247,321	291,300	300,848	296,747	289,806
Trade and other payables	459,162	402,516	421,172	351,866	352,040	314,683	380,712	373,840	372,094	366,742
Customer deposits	658,197	636,303	621,618	591,969	598,424	483,739	578,449	540,293	514,674	464,722
Working capital ratio	1.01	1.05	1.07	1.02	0.99	1.02	1.01	1.04	0.98	0.93
Balance sheet debt	0	0	0	0	0	0	0	0	0	0
Obligations under operating leases	709,594	684,551	633,475	504,374	612,374	745,849	624,156	626,816	480,199	576,346
Net investment (Ocean hotels)	107,317	85,322	74,579	64,011	60,689	101,909	94,532	77,510	68,300	62,651
Capital expenditures (TTM)	(59,232)	68,406	54,463	62,203	56,089	51,926	62,822	63,239	61,561	57,265
Free cash flow (TTM) ⁽¹⁾	61,629	37,588	104,940	(42,695)	37,745	38,560	52,527	54,745	(5,778)	3,261

⁽¹⁾ Refer to the Appendix VII at the end of this presentation

APPENDIX V: SUMMER FINANCIAL POSITION

(5-YEAR HISTORICAL)



<i>(in thousands of CAD)</i>	As at July 31					As at October 31				
	2015	2014	2013	2012	2011	2015	2014	2013	2012	2011
Free cash + ABCP investment (<i>fair value</i>)	515,552	497,072	389,337	318,692	385,777	336,423	308,887	265,818	198,525	260,327
Cash in trust or otherwise reserved	266,700	262,803	290,558	268,287	301,759	367,199	340,704	361,743	331,172	323,314
Trade and other payables	466,644	463,785	443,189	383,557	419,918	355,656	338,633	326,687	307,219	381,748
Customer deposits	527,868	485,867	456,215	395,862	386,703	489,622	424,468	410,340	382,823	347,957
Working capital ratio	1.04	1.06	1.02	0.99	1.02	1.09	1.12	1.10	1.00	0.97
Balance sheet debt	0	0	0	0	6,879	0	0	0	0	0
Obligations under operating leases	624,047	562,821	658,885	552,287	594,067	675,385	657,639	632,804	530,907	636,618
Net investment (Ocean hotels)	96,453	78,026	69,281	65,356	58,625	97,897	83,949	70,041	64,189	60,612
Capital expenditures (TTM)	61,460	58,436	62,029	65,416	51,042	59,295	64,976	55,457	64,639	54,194
Free cash flow (TTM) ⁽¹⁾	28,829	100,580	71,220	(59,984)	110,804	39,658	41,264	67,582	(55,767)	36,479

⁽¹⁾ Refer to the Appendix VII at the end of this presentation

APPENDIX VI: EXPERIENCED MANAGEMENT TEAM



Jean-Marc Eustache
Chairman of the Board
President and Chief Executive Officer
Transat A.T. Inc.

Jean-Marc Eustache was the principal architect of the 1987 creation of Transat A.T. Inc. His forward-thinking business vision — focused on vertical integration — combined with outstanding leadership skills have helped elevate Transat A.T. Inc. to the rank of Canada's tourism industry leader. With its subsidiaries and affiliates, the Company has also become international in scope and one of the world tourism industry's largest players.

He holds a Bachelor of Science degree in Economics (1974) from l'Université du Québec à Montréal. He began his career in the tourism industry in 1977 at Tourbec, a travel agency specializing in youth and student tourism, before founding Trafic Voyages — the foundation for the creation of Transat A.T. — in 1982.



Denis Pétrin
Vice-President, Finance & Administration
and Chief Financial Officer
Transat A.T. Inc.

Denis Pétrin, CPA has held the position of Vice-President, Finance and Administration and Chief Financial Officer for Transat A.T. inc. since 2009.

He began his career with Ernst & Young before joining Air Transat in 1990. In 1997, he was appointed Vice-President, Finance and Administration for Air Transat to which was added the equivalent position for Transat Tours Canada in 2003.

Mr. Pétrin holds a bachelor's degree in Business Administration from Université du Québec à Trois-Rivières.



André De Montigny
President, Transat International.

Vice-President, Corporate Development,
Transat A.T. Inc.

André De Montigny is President of Transat International and Vice-President, Business Development of Transat. He joined the Transat team in 2000 as Vice-President, Business Development. He served previously as Vice-President, Telecommunications for Capital Communications CDPQ, a subsidiary of the Caisse de dépôt et placement du Québec. He also worked for Videotron Ltd and Teleglobe Canada as, respectively, Vice-President, Business Development and Director, Business Development. He also holds a Bachelor and Master degree in Economics from Université de Montréal. He also holds an MBA from HEC Montréal.

As President of Transat International, he is responsible for the strategy and financial results of Transat's entities at destination, namely the incoming operators in Greece, Mexico and Dominican Republic, as well as the hotel management joint venture with Ocean in the Caribbean. As Vice-President, Business Development, he is responsible for the development of Transat's Strategic Plan and for the identification of external growth opportunities and ensuing acquisition transactions.



Jean-François Lemay
General Manager
Air Transat

Jean-François Lemay joined Transat's senior management team in October 2011. He has some 30 years of experience in the practise of law, including with the firms Desjardins Ducharme, then Bélanger Sauvé and finally Dunton Rainville, where he was a partner and member of the executive committee. A specialist in labour law, he has advised many clients on issues related to labour relations, human rights and freedoms, and occupational health and safety. He is invited regularly to speak to professional associations and is the author of numerous articles on labour relations. He has also served as a lecturer in labour law with the Law Faculty of Université de Montréal, where he obtained his law degree, and as a professor in labour law with the École du Barreau of the Quebec Bar.



Annick Guérard
General Manager
Transat Tours Canada

Annick Guérard began her professional career in the transportation industry as a Project Manager in engineering consulting, and then worked as a Senior Consultant in organizational management for the Deloitte management consulting firm.

Since 2002, Ms. Guérard has held a variety of management positions within different Transat A.T. Inc. business units, including working four years as Senior Director, Customer Service, for Air Transat. In 2006, she joined Transat Tours Canada's team as Director, Brands, then served as its Interim Director, Marketing. A year later, she took over the leadership of Jonview Canada in Toronto. In 2009, she was appointed Vice-President, Marketing and Web Commercialization, for Transat Tours Canada. Since October 2011, Annick has acted as Vice-President, South Market, and was then appointed to the position of General Manager of Transat Tours Canada, on the 3rd of December 2012.

Ms. Guérard holds an MBA from HEC Montréal and a Bachelor's degree in Engineering from l'école Polytechnique de Montréal.



Joseph Adamo
General Manager
Transat Distribution Canada

Joseph Adamo joined Transat in 2011, first as Senior Director, then Vice-President, Marketing and e-commerce, for Transat Tours Canada (TTC). In June 2013, he was appointed General Manager of Transat Distribution Canada (TDC). Mr. Adamo has over 25 years of sales, marketing and customer service experience. Prior to joining Transat he held key positions in several large corporations, among them the Marketel/McCann-Erickson Ltd. advertising agency, TELUS Mobility, Bell Canada and the Yellow Pages Group. He holds a Bachelor of Commerce degree and an MBA from McGill University.

APPENDIX VII: NON-IFRS FINANCIAL MEASURES



Adjusted net income (loss):

Net income (loss) attributable to shareholders before net income (loss) from discontinued operations, change in fair value of fuel-related derivatives and other derivatives, gain on disposal of a subsidiary, restructuring charge, impairment of assets and other significant unusual items, including premium related to fuel-related derivatives and other derivatives matured during the period, net of related taxes.

Adjusted EBITDA (Adjusted operating income (loss)) :

Operating income (loss) before depreciation and amortization expense, restructuring charge and other significant unusual items, including premium related to fuel-related derivatives and other derivatives matured during the period.

Adjusted EBITDAR:

Operating income (loss) before aircraft rent, depreciation and amortization expense, restructuring charge and other significant unusual items, including premium related to fuel-related derivatives and other derivatives matured during the period.

Free cash flow:

Cash flows related to operating activities, net of capital expenditures.

Discontinued operations:

On May 11, 2016, the Corporation announced that it had received a firm offer from TUI AG to purchase our tour operating business in France (Transat France) and Greece (Tourgreece). Accordingly, as at April 30, 2016 the assets and liabilities of Transat France and Tourgreece have been reported as held for sale in the consolidated statements of financial position and their results, as discontinued operations in the consolidated statements of income (loss) and comprehensive loss. The projected transaction had no other impact in the financial statements of the Corporation for the period ended April 30, 2016



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**BUILDING PLATFORM FOR PROFITABILITY
AND GROWTH**