# creditrisk monitor<sup>®</sup>

## HIGH RISK REPORT TRANSAT A.T. INC.

03/30/2021

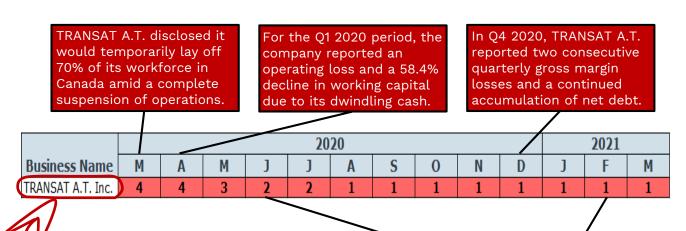


CreditRiskMonitor's assessment of TRANSAT A.T. Inc.'s ("TRANSAT A.T.") "high risk" status has been determined by a combination of factors:

| Monthly Average FRISK® Score                        | Page 2 |
|---|--------|
| The FRISK® Score Components                         | 3      |
| Company Report Detail                               | 4      |
| FRISK® Deep Dive and Adjusted Market Cap Volatility | 5      |
| FRISK® Stress Index                                 | 6      |
| Peer Analysis on Alternate Suppliers and Customers  | 7      |
| Quarterly Performance Ratios                        | .8     |
| Quarterly Leverage Ratios                           | 9      |
| Quarterly Liquidity Ratios and Rates of Return      | 10     |
| Year Over Year Statement of Cash Flows              | 11     |
| About This Report/Contact CreditRiskMonitor®        | 12     |

#### MONTHLY AVERAGE FRISK® SCORE

CreditRiskMonitor's proprietary FRISK® score signals that TRANSAT A.T. (TSE: TRZ) has a 10 to 50 times greater risk of bankruptcy¹ than the average public company.



The FRISK® score is 96% accurate² in predicting the risk of corporate failure/bankruptcy over a 12-month horizon.
All FRISK® scores are recalculated every night for each subsequent 12-month period.

Rumors circled that Air Canada considered canceling its proposed acquisition as COVID-19 impacted the industry. Air Canada stated it had the right to terminate its planned acquisition of TRANSAT A.T. due to regulatory hurdles.

#### FRISK® SCORE: PROBABILITY OF BANKRUPTCY WITHIN 12 MONTHS

|       | FRISK® | FROM  | TO     |
|-------|--------|-------|--------|
| 0     | 10     | 0.00% | 0.12%  |
| BES   | 9      | 0.12% | 0.27%  |
|       | 8      | 0.27% | 0.34%  |
|       | 7      | 0.34% | 0.55%  |
| WURSI | 6      | 0.55% | 0.87%  |
|       | 5      | 0.87% | 1.40%  |
|       | 4      | 1.40% | 2.10%  |
|       | 3      | 2.10% | 4.00%  |
| ×     | 2      | 4.00% | 9.99%  |
|       | 1      | 9.99% | 50.00% |

While the risk of bankruptcy varies at each FRISK® score, 96% of public companies that eventually go bankrupt enter the FRISK® "red zone" prior to filing. A FRISK® score of 5 or less is an important warning sign.

<sup>1 &</sup>quot;Bankruptcy" throughout this high risk report refers to various legal proceedings in Canada, which have several similarities to the U.S. Bankruptcy code.

<sup>2</sup> FRISK® score accuracy of 96% is based on backtesting of U.S. public companies; results may vary by country.

#### THE FRISK® SCORE COMPONENTS

At the core of the CreditRiskMonitor® process is our 96% accurate FRISK® score, which indicates a company's level of financial stress on a scale of 1 to 10, based on the probability of bankruptcy over a 12-month horizon. When available, the FRISK® score incorporates a number of powerful risk indicators including:

Real-time subscriber crowdsourcing research patterns

A "Merton" type model using stock market capitalization and volatility Financial ratios, including those used in the Altman Z"-Score Model

Bond agency ratings from Moody's, Fitch, & DBRS Morningstar

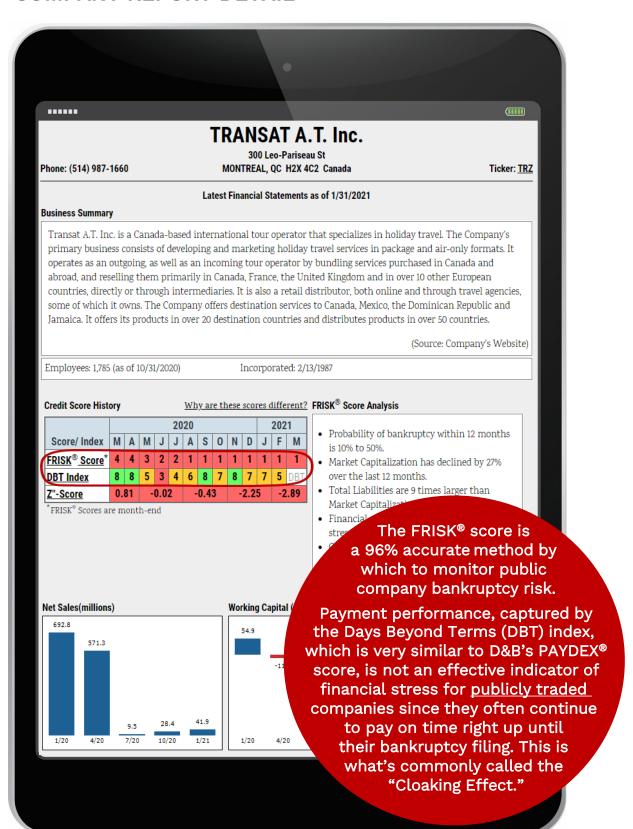
## Crowdsourced CreditRiskMonitor® Usage Data

<u>Crowdsourcing</u> has enhanced the accuracy and timeliness of the FRISK® score. We collect and analyze data patterns from thousands of CreditRiskMonitor® subscribers, including professionals from more than 35% of the Fortune 1000 and other large corporations worldwide.

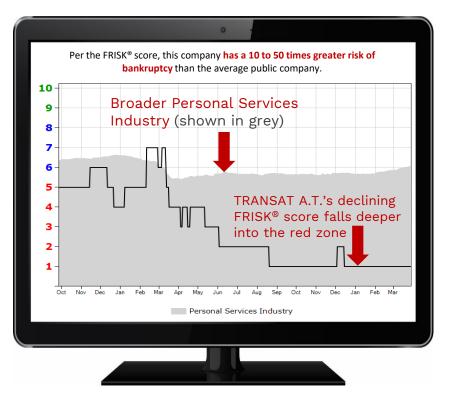
The crowdsourcing advantage is even more powerful in our FRISK® score since many of the professionals who use our service are credit managers:

- Credit managers control one of the largest sources of working capital going into a company
- They are not held to the same "Fair Disclosure" restrictions that prevent non-disclosed information sharing on public companies
- Credit managers use a variety of non-public information sources such as their own company's management and sales representatives to be alerted to concerns in a public company's performance
- It is commonly known credit managers confidentially share information with other credit managers, thus collectively, their behavior helps to provide advanced insight to financial problems in public companies

#### COMPANY REPORT DETAIL



#### FRISK® DEEP DIVE



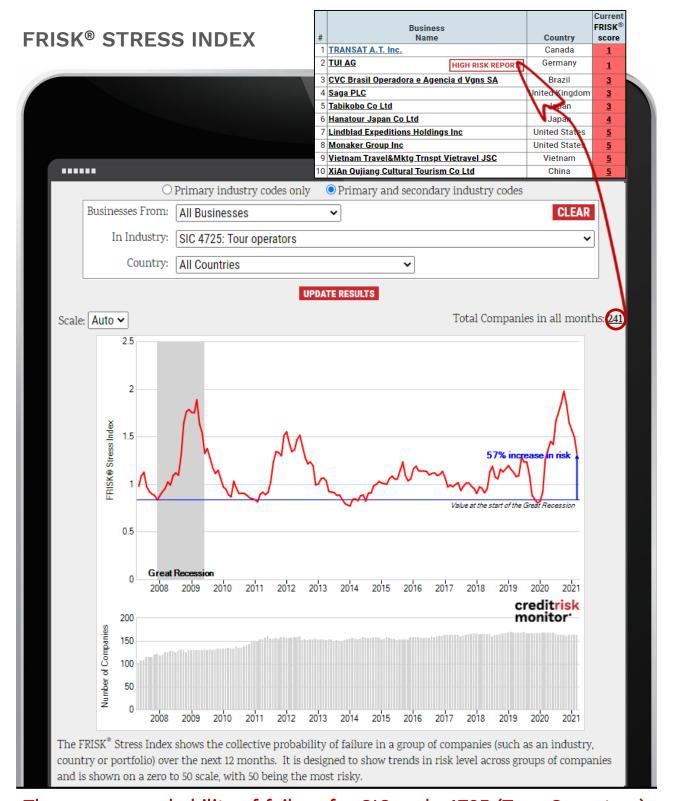
The FRISK® score relative to the broader Personal Services industry raises an additional red flag signaling heightened risk relative to peers, as well...

MAKING IMMEDIATE ATTENTION REQUIRED.

#### ADJUSTED MARKET CAP VOLATILITY



One of the inputs of the FRISK® score is a company's market cap volatility, adjusted for dividends, over the course of a year. Incorporating this information allows us to capture the "wisdom of markets" on a daily basis. This ensures our subscribers are getting the most up to date view of the risks they face since stocks tend to be more liquid and faster moving than bond prices and ratings.



The average probability of failure for SIC code 4725 (Tour Operators) has increased 57% since 2007. TRANSAT A.T. is among the weakest names in the industry as evidenced by its FRISK® score of 1.

#### PEER ANALYSIS ON ALTERNATE SUPPLIERS AND CUSTOMERS



TRANSAT A.T. demonstrates bottom quartile ranking in key financial ratios (shown in red) versus its industry peers.

## **QUARTERLY PERFORMANCE RATIOS**

Collapse in revenue causes steep operating and net losses

Poor interest coverage ratio & cumulatively negative free cash flow

## Performance Ratios - Sequential Quarters (Thousands of Canadian Dollars)

|                                   | (Thousands of Canadian Dollars) |                       |                    |                      |                    |
|-----------------------------------|---------------------------------|-----------------------|--------------------|----------------------|--------------------|
| Period Ended                      | 3 mos<br>1/31/2021              | 3 mos<br>10/31/2020   | 3 mos<br>7/31/2020 | 3 mos<br>4/30/2020   | 3 mos<br>1/31/2020 |
| Net Sales \$                      | \$41,920                        | \$28,426              | \$9,546            | \$571,298            | \$692,799          |
| % change                          | 47.47%                          | 197.78%               | -98.33%            | -17.54%              | -0.06%             |
| Gross Margin \$                   | \$7,905                         | (\$16,751)            | (\$33,757)         | \$248,212            | \$303,443          |
| % change                          | 147.19%                         | 50.38%                | -113.60%           | -18.20%              | -20.57%            |
| % of sales                        | 18.86%                          | -58.93%               | -353.62%           | 43.45%               | 43.80%             |
| change as % of incremental sales  | 182.72%                         | 90.07%                | n/m                | n/m                  | n/m                |
| SG&A \$                           | \$34,950                        | \$42,490              | \$27,752           | \$166,187            | \$201,965          |
| % change                          | -17.75%                         | 53.11%                | -83.30%            | -17.72%              | 5.23%              |
| % of sales                        | 83.37%                          | 149.48%               | 290.72%            | 29.09%               | 29.15%             |
| change as % of incremental sales  | -55.88%                         | 78.06%                | n/m                | n/m                  | n/m                |
| Operating margin \$               | (\$98,048)                      | (\$239,332)           | (\$132,013)        | (\$29,551)           | (\$25,066)         |
| % change                          | 59.03%                          | -81.29%               | -346.73%           | -17.89%              | -167.61%           |
| % of sales                        | -233.89%                        | -841.95%              | -1,382.91%         | -5.17%               | -3.62%             |
| change as % of incremental sales  | 1,047.01%                       | -568.43%              | n/m                | n/m                  | n/m                |
| EBITDA \$                         | (\$42,586)                      | (\$184,661)           | (\$11,473)         | (\$66,655)           | \$11,218           |
| % change                          | 76.94%                          | -1,509.53%            | 82.79%             | -694.18%             | -87.17%            |
| % of sales                        | -101.59%                        | -649.62%              | -120.19%           | -11.67%              | 1.62%              |
| change as % of incremental sales  | 1,052.88%                       | -917.31%              | n/m                | n/m                  | n/m                |
| EBIT \$                           | (\$80,076)                      | (\$234,153)           | (\$64,654)         | (\$119,809)          | (\$37,067)         |
| % change                          | 65.80%                          | -262.16%              | 46.04%             | -223.22%             | -199.82%           |
| % of sales                        | -191.02%                        | -823.73%              | -677.29%           | -20.97%              | -5.35%             |
| change as % of incremental sales  | 1,141.82%                       | -897.77%              | n/m                | n/m                  | n/m                |
| Pre-tax income \$                 | (\$60,305)                      | (\$241,307)           | (\$45,850)         | (\$157,852)          | (\$43,964)         |
| % change                          | 75.01%                          | -426.30%              | 70.95%             | -259.05%             | -236.59%           |
| % of sales                        | -143.86%                        | -848.90%              | -480.31%           | -27.63%              | -6.35%             |
| change as % of incremental sales  | 1,341.35%                       | -1,035.26%            | n/m                | n/m                  | n/m                |
| Net income (loss) \$              | (\$60,534)                      | (\$238,077)           | (\$45,115)         | (\$179,548)          | (\$33,805)         |
| % change                          | 74.57%                          | -427.71%              | 74.87%             | -431.13%             | -246.67%           |
| % of sales                        | -144.40%                        | -837.53%              | -472.61%           | -31.43%              | -4.88%             |
| change as % of incremental sales  | 1,315.72%                       | -1,022.04%            | n/m                | n/m                  | n/m                |
| Tax expense \$                    | \$198                           | (\$2,937)             | (\$129)            | \$21,860             | (\$11,002)         |
| Effective tax rate                | -0.33%                          | 1.22%                 | 0.28%              | -13.85%              | 25.03%             |
| Depreciation expense \$           | \$37,490                        | \$49,492              | \$53,181           | \$53,154             | \$48,285           |
| % of sales                        | 89.43%                          | 174.11%               | 557.10%            | 9.30%                | 6.97%              |
| % of capital expenses             | 1,632.84%                       | -9,338.11%            | 3,002.88%          | 196.26%              | 145.88%            |
| % of PP&E, net (annualized)       | 16.13%                          | 19.86%                | 20.87%             | 22.57%               | 21.29%             |
| Capital expenditures \$           | \$2,296                         | (\$530)               | \$1,771            | \$27,083             | \$33,098           |
| % change                          | 533.21%                         | -129.93%              | -93.46%            | -18.17%              | -26.20%            |
| % of PP&E, net (annualized)       | 0.99%                           | -0.21%                | 0.69%              | 11.50%               | 14.60%             |
| % of working capital (annualized) | -4.86%                          | 1.78%                 | -16.43%            | 498.48%              | 141.88%            |
| Interest coverage ratio % change  | (2.93)<br>79.76%                | (14.46)<br>-1,364.39% | (0.99)<br>43.37%   | (1.74)<br>-238.93%   | 1.26<br>-85.73%    |
| % change<br>Free cash flow \$     | (\$108,591)                     | (\$123,018)           | (\$147,160)        | -238.93%<br>\$22,511 | \$140,109          |
| % change                          | 11.73%                          | 16,41%                | -753.72%           | -83.93%              | 202.69%            |
| Source:                           | Interim Report                  | ARS                   | Interim Report     | Interim Report       | Interim Report     |
| Source.                           | 3/10/2021                       | 12/11/2020            | 9/9/2020           | 6/10/2020            | 3/11/2020          |
|                                   | 3/10/2021                       | . 2/ 11/2020          | 2/ 2/2020          | 0/10/2020            | 0/11/2020          |

### **QUARTERLY LEVERAGE RATIOS**

Prior increase
in debt resulted
from the company
drawing down on
its renewable
revolving credit

Tangible
net worth
turned negative,
which could limit
future borrowing
capacity

## Leverage Ratios - Sequential Quarters

(Thousands of Canadian Dollars) facility d Ended 1/31/2021 10/31/2020 7/31/2020 4/30/2020 1/31/2020 Total debt \$ \$902.942 \$903,886 \$959,133 \$820,959 \$689,564 % change -0.10% -5.76% 16.83% 19.05% 3.55% Stockholders' equity \$ \$5,321 \$66,307 \$310,342 \$357,431 \$525,971 % change -91.98% -78.63% -13.17% -32.04% -5.65% Total debt to equity ratio 169.69 13.63 3.09 2.30 1.31 % change 1,144.84% 341.07% 34.56% 75.19% 9.74% Tangible net worth \$ (\$17,895) \$40,798 \$281,212 \$323,537 \$490,721 % change -143.86% -85.49% -13.08% -5.74% -34.07% Total debt to tangible net worth n/a 22.16 3.41 2.54 1.41 % change 549.58% 34.41% 80.58% 9.85% n/a Total assets \$ \$1,879,237 \$2,016,071 \$2,413,356 \$2,487,860 \$2,634,064 % change -6.79% -16.46% -2.99% -5.55% 13.32% Total debt to assets ratio 0.26 0.48 0.45 0.40 0.33 % change 7.18% 12.81% 20.42% 26.05% -8.62% Tangible assets \$ \$1,856,021 \$1,990,562 \$2,384,226 \$2,453,966 \$2,598,814 % change -6.76% -16.51% -2.84% -5.57% 13.60% Short-term debt \$ \$130,036 \$147,980 \$172,590 \$135,810 \$112,001 % change -12.13% -14.26% 27.08% 21.26% 12.21% Short-term debt % of total debt 14.40% 16.37% 17.99% 16.54% 16.24% -12.03% -9.02% 8.77% 8.36% % change 1.85% Short-term debt % of working capital -1,192,15% -60.51% -90.68% -230.66% 204.17% % change 33.27% 60.69% 80.65% -683.90% 169.54% Total liabilities \$ \$1,873,916 \$1,949,764 \$2,103,014 \$2,108,093 \$2,130,429 % change -3.89% -7.29%-1.29%1.06% 19.30% Total liabilities to equity ratio 352.17 29.41 6.78 5.96 4.01 % change 1.097.66% 333.93% 13.69% 48.71% 26.44% Total liabilities to tangible net worth ratio n/a 47.79 7.48 6.58 4.30 13.57% % change n/a 539.05% 53.28% 26.57% Total debt to EBITDA ratio (annualized) n/a n/a n/a n/a 15.37 % change n/a n/a 707.28% n/a Source: Interim Report Interim Report Interim Report Inte Debt to 9/9/2020 6/10/2020 3/11/2020

assets ratio
deteriorates
towards the
bottom quartile of
industry peers
at 50%

## QUARTERLY LIQUIDITY RATIOS AND RATES OF RETURN

| Working capital falls into a deficit |                             | atios - Sequ      | iential Quart<br>an Dollars) | ers                         | Quick<br>assets<br>rapidly<br>decline |
|--------------------------------------|-----------------------------|-------------------|------------------------------|-----------------------------|---------------------------------------|
| Period Ended                         | 1/31/2021                   | 10/31/2020        | 7/31/2020                    | 4/30/2020                   | 1/31/2020                             |
| Current assets \$                    | \$702,611                   | \$851,146         | \$1,037,465                  | \$1,218,840                 | \$1,375,589                           |
| % change                             | -17.45%                     | -17.96%           | -14.88%                      | -11.40%                     | 22.96%                                |
| % of short-term debt                 | 540.32%                     | 575.18%           | 601.12%                      | 897.46%                     | 1,228.19%                             |
| Current liabilities \$               | \$917,506                   | \$1,014,334       | \$1,112,291                  | \$1,230,232                 | \$1,320,732                           |
| % change                             | -9.55%                      | -8.81%            | -9.59%                       | -6.85%                      | 33.82%                                |
| Working capital \$                   | (\$214,895)                 | (\$163,188)       | (\$74,826)                   | (\$11,392)                  | \$54,857                              |
| % change                             | -31.69%                     | -118.09%          | -556.83%                     | -120.77%                    | -58.37%                               |
| % of sales (annualized)              | -128.16%                    | -143.52%          | -195.96%                     | -0.50%                      | 1.98%                                 |
| Cash \$                              | \$302,846                   | \$426,433         | \$576,431                    | \$733,679                   | \$682,181                             |
| % change                             | -28.98%                     | -26.02%           | -21.43%                      | 7.55%                       | 20.77%                                |
| % of short-term debt                 | 232.89%                     | 288.17%           | 333.99%                      | 540.22%                     | 609.08%                               |
| Cash ratio                           | 0.33                        | 0.42              | 0.52                         | 0.60                        | 0.52                                  |
| % change                             | -21.48%                     | -18.87%           | -13.11%                      | 15.47%                      | -9.75%                                |
| Quick assets \$                      | \$309,217                   | \$521,767         | \$691,752                    | \$861,269                   | \$829,345                             |
| % change                             | -40.74%                     | -24.57%           | -19.68%                      | 3.85%                       | 18.01%                                |
| % of short-term debt                 | 237.79%                     | 352.59%           | 400.81%                      | 634.17%                     | 740.48%                               |
| Quick ratio                          | 0.34                        | 0.51              | 0.62                         | 0.70                        | 0.63                                  |
| % change                             | -34.49%                     | -17.29%           | -11.17%                      | 11.50%                      | -11.82%                               |
| Current ratio                        | 0.77                        | 0.84              | 0.93                         | 0.99                        | 1.04                                  |
| % change                             | -8.74%                      | -10.04%           | -5.85%                       | -4.88%                      | -8.12%                                |
| Source:                              | Interim Report<br>3/10/2021 | ARS<br>12/11/2020 | Interim Report<br>9/9/2020   | Interim Report<br>6/10/2020 | Interim Report<br>3/11/2020           |

| Jnable to generate            |   |                     |                            |                             |                             |  |
|-------------------------------|---|---------------------|----------------------------|-----------------------------|-----------------------------|--|
| ny positive                   | Rate of Return - Sequential Quarters  (Thousands of Canadian Dollars) |                     |                            |                             |                             |  |
| returns eriod Ended           | 3 mos<br>1/31/2021  | 3 mos<br>10/31/2020 | 3 mos<br>7/31/2020         | 3 mos<br>4/30/2020          | 3 mos<br>1/31/2020          |  |
| Return on equity              | -91.29%   | -76.71%             | -12.62%                    | -34.14%                     | -6.06%                      |  |
| % change                      | -19.00%   | -507.78%            | 63.02%                     | -462.92%                    | -235.63%                    |  |
| Return on net tangible equity | -148.37%  | -84.66%             | -13.94%                    | -36.59%                     | -6.49%                      |  |
| % change                      | -75.26%   | -507.14%            | 61.89%                     | -463.47%                    | -234.30%                    |  |
| Return on total assets        | -3.11%  | -10.75%             | -1.84%                     | -7.01%                      | -1.36%                      |  |
| % change                      | 71.09%  | -483.91%            | 73.74%                     | -414.19%                    | -217.31%                    |  |
| Return on tangible assets     | -3.15%  | -10.88%             | -1.87%                     | -7.11%                      | -1.38%                      |  |
| % change                      | 71.08%  | -483.59%            | 73.76%                     | -413.65%                    | -216.77%                    |  |
| Source:                       | Interim Report<br>3/10/2021   | ARS<br>12/11/2020   | Interim Report<br>9/9/2020 | Interim Report<br>6/10/2020 | Interim Report<br>3/11/2020 |  |

#### YEAR OVER YEAR STATEMENT OF CASH FLOWS

Cash from operating Net losses activities materially turns expand nt of Cash Flows - Year-over-Year - Standardized - Year negative (Thousands of Canadian Dollars) 3 mos 3 mos 3 mos 3 mos 3 mos Period Ended 1/31/2020 1/31/2018 1/31/2017 1/31/2021 1/31/2019 Reclassified 1/31/2020 Cash Flows from Operating Activities: Net income (\$60,503) (\$32,962) (\$51,970) (\$5,233)(\$31,054) Depreciation/depletion 37.490 48.285 14,769 41,160 14.206 Deferred taxes 75 (9,112)(15,284)(7,285)880 Non-cash Items (52.092)14,957 19,970 2.248 (6.937)Changes in working capital (31,265)152,039 89,035 129,599 139,288 Total cash from operating activities (106,295) 173,207 82,911 134,098 116,383 Cash Flows from Investing Activities: Capital expenditures (2,296)(33,098)(39, 259)(9,761)(19,303)Other investing cash flow items, total 422 0 1,100 29,261 (4,983)Total cash from investing activities (33,098)(1,874)(38, 159)19,500 (24,286)Cash Flows from Financing Activities: Financing cash flow items (630)n/a n/a (191)n/a Issuance/retirement of stock, net 341 1.606 273 n/a Issuance/retirement of debt, net (24,066)(15,143)(19.642)n/a n/a Total cash from financing activities (15,143)(24,066)(19,301)1,415 (357)Foreign exchange effects (275)1,294 1,340 747 (577)Net change in cash 117,337 26,791 155,760 91,163 (123,587) Net cash-beginning balance 426,433 564,844 593,654 593,582 363,664 Net cash-ending balance \$302,846 \$749,342 \$454,827 \$682,181 \$620,445 Supplemental Disclosures: Cash interest paid \$221 \$746 \$186 \$117 \$129 Cash taxes paid, supplemental \$822 (\$158)\$1,009 \$344 \$7,479 Source: Interim Report Interim Report Interim Report Interim Report Interim Report 3/10/2021 3/11/2020 3/11/2020 3/14/2018 3/15/2017

#### ABOUT THIS REPORT/CONTACT CREDITRISKMONITOR®



CreditRiskMonitor® is a financial risk analysis and news service that helps credit, supply chain and financial professionals stay ahead of and manage risk quickly, accurately and cost effectively. More than 35% of the Fortune 1000, plus over a thousand other large corporations worldwide, rely on our financial risk coverage of over 57,000 global public companies.

CreditRiskMonitor's High Risk Reports feature companies that are exhibiting a significantly high level of financial distress, as indicated by our proprietary FRISK® score.

The ultimate goal of the High Risk Report series is two-part: provide an early warning for those doing business with an increasingly distressed company and inform of the many signals that should be examined when assessing financial risks.

#### Request a Personalized Demo and Risk Assessment

Read more Bankruptcy Case Studies, High Risk Reports and other resources

Contact us at: 845.230.3000 creditriskmonitor.com/contact-us