



**Management's Discussion and Analysis  
Of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30,  
2022**

This page intentionally left blank

**CARGOJET INC.**  
**Management’s Discussion and Analysis of Financial Condition  
and Results of Operations**  
For the Three and Nine Months Period Ended September 30, 2022

---

**TABLE OF CONTENTS**

1. INTRODUCTION AND KEY ASSUMPTIONS.....	2
2. FINANCIAL INFORMATION AND OPERATING STATISTICS HIGHLIGHTS.....	5
3. OUTLOOK AND STRATEGIC UPDATE.....	6
4. RECENT EVENTS.....	7
5. FLEET OVERVIEW.....	8
6. CORPORATE OVERVIEW .....	9
7. RESULT OF OPERATIONS AND SUPPLEMENTARY FINANCIAL INFORMATION .....	12
8. SUMMARY OF MOST RECENTLY COMPLETED CONSOLIDATED QUARTERLY RESULTS (UNAUDITED) .....	13
9. CALCULATION OF EBITDA, ADJUSTED EBITDA, FREE CASH FLOW AND ADJUSTED FREE CASH FLOW.....	14
10. RETURN ON INVESTED CAPITAL.....	15
11. NON-GAAP FINANCIAL MEASURES.....	16
12. REVIEW OF OPERATIONS FOR THE THREE MONTH PERIODS.....	17
13. QUARTERLY DIVIDEND.....	23
14. QUARTERLY LIQUIDITY AND CAPITAL RESOURCES.....	23
15. REVIEW OF OPERATIONS FOR NINE MONTH PERIODS.....	25
16. PERIOD TO DATE DIVIDENDS.....	31
17. PERIOD TO DATE LIQUIDITY AND CAPITAL RESOURCES.....	31
18. SUMMARY OF CONTRACTUAL OBLIGATION.....	33
19. CONTINGENCIES .....	34
20. RELATED PARTY TRANSACTIONS.....	35
21. RISK FACTORS.....	35
22. CRITICAL ACCOUNTING JUDGEMENTS.....	35
23. OUTSTANDING SHARE DATA.....	36
24. DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROLS.....	37
25. END NOTES.....	38

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

#### **INTRODUCTION AND KEY ASSUMPTIONS**

The following is the Management's Discussion and Analysis ("MD&A") of the condensed consolidated interim financial condition and results of operations of Cargojet Inc. ("Cargojet" or the "Company") for the three and nine months period ended September 30, 2022. The following also includes a discussion of and comparative operating results for the three and nine months periods ended September 30, 2021.

Cargojet is publicly listed with shares and hybrid debentures traded on the Toronto Stock Exchange ("TSX"). The Company is incorporated in Ontario and domiciled in Canada and the registered office is located at 2281 North Sheridan Way, Mississauga, Ontario, L5K 2S3.

The MD&A was approved by the Board of Directors on October 28, 2022 and authorized for issuance on October 31, 2022. The condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"). This MD&A should be read in conjunction with the condensed consolidated interim financial statements of the Company for the three and nine month periods ended September 30, 2022 and 2021 and with the audited consolidated financial statements of the Company for the years ended December 31, 2021 and 2020.

All amounts in the MD&A are expressed in Canadian dollars unless otherwise noted.

Certain comparative figures have been reclassified to conform to the management's discussion and analysis of financial condition and results of operations presentation adopted for the current year.

The results of operations, business prospects and the financial condition of the Company are subject to a number of risks and uncertainties and are affected by a number of factors outside the control of the management of the Company. On the System Electronic Document Analysis and Retrieval ("SEDAR"). See the MD&A for the three month period and year ended December 31, 2021 dated March 7, 2022, which was filed with SEDAR at [www.sedar.com](http://www.sedar.com) for a more complete discussion of the risks affecting the Company's business.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

### **CAUTION CONCERNING FORWARD LOOKING STATEMENTS**

This MD&A includes certain forward-looking statements that are based upon current expectations which involve risks and uncertainties associated with our business and the environment in which the business operates. Any statements contained herein that are not statements of historical facts may be deemed to be forward-looking statements including those identified by the expressions "anticipate", "believe", "plan", "estimate", "expect", "intend", "project" and similar expressions to the extent they relate to the Company or its management. The forward-looking statements are not historical facts, but reflect Cargojet's current expectations regarding future results or events. These forward-looking statements are subject to a number of risks and uncertainties that could cause actual results or events to differ materially from current expectations. Examples of the factors that can affect the results are government regulations, competition, seasonal fluctuations, international trade, weather patterns, retention of key personnel, labour relations, terrorist activity, general industry condition and economic sensitivity, the Company's ability to manage growth and profitability, fuel prices, other cost controls and foreign exchange fluctuations and capability of maintaining its fleet. The risk and uncertainties are detailed in the "Risk Factors" section of the MD&A for the three month period and year ended December 31, 2021 dated March 7, 2022, which was filed with SEDAR at [www.sedar.com](http://www.sedar.com) and the Company is not aware of any significant changes to its risk factors from those disclosed at that time.

Forward-looking statements are based on a number of material factors, expectations or assumptions of the Company which have been used to develop such statements and information but which may prove to be incorrect. Although the Company believes that the expectations reflected in such forward-looking statements or information are reasonable, undue reliance should not be placed on forward-looking statements because the Company can give no assurance that such expectations will prove to be correct. The statements are based on the following factors: the continued and timely development of infrastructure, continued availability of debt financing and cash flows, future commodity prices, currency, exchange and interest rates, regulatory framework regarding taxes and environmental matters in the jurisdictions in which the Company operates.

This document contains forward-looking statements that reflect management's current expectations related to matters such as future financial performance and liquidity and capital resources of the Company. Specific forward-looking statements in this document include, but are not limited to, statements with respect to:

- Outlook and strategic update– Page 6.
- Recent Events – Page 7.
- Fleet Overview – Page 8.
- Off-Balance Sheet Arrangements – Page 33.

Many factors could cause our actual results, level of activity, performance or achievements or future events or developments to differ materially from those expressed or implied by the forward-looking statements, including, without limitation, the factors discussed in the "Risk Factors" section of the Company's annual information form dated March 7, 2022 for the fiscal year ended December 31, 2021 (the "AIF"). A copy of the AIF and the Company's other publicly filed documents can be accessed under the Company's profile at [www.sedar.com](http://www.sedar.com).

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

The Company cautions that the list of risk factors and uncertainties described in this MD&A and the AIF is not exhaustive and other factors could also adversely affect its results. Readers are urged to consider the risks, uncertainties and assumptions carefully in evaluating the forward-looking information and are cautioned not to place undue reliance on such information. The forward-looking information contained herein represents our expectations as of the date hereof (or as the date they are otherwise stated to be made) and are subject to change after such date. However, we disclaim any intention or obligation or undertaking to update or revise any forward-looking information whether as a result of new information, future events or otherwise, except as required under applicable securities laws.

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

### Financial Information and Operating Statistics Highlights

(Canadian dollars in millions, except where indicated)

	Three Month Period Ended September 30,				Nine Month Period Ended September 30,			
	2022	2021	Change	%	2022	2021	Change	%
Revenues	<b>\$232.7</b>	\$189.5	\$43.2	22.8%	<b>\$712.9</b>	\$521.9	\$191.0	36.6%
Direct expenses	<b>175.1</b>	135.5	39.6	29.2%	<b>527.3</b>	367.7	159.6	43.4%
<b>Gross margin</b>	<b>57.6</b>	54.0	3.6	6.7%	<b>185.6</b>	154.2	31.4	20.4%
Gross margin - (%)	<b>24.8%</b>	28.5%	-3.7%		<b>26.0%</b>	29.5%	-3.5%	
Selling, general and administrative expenses	<b>46.6</b>	11.2	35.4	316.1%	<b>84.1</b>	51.3	32.8	63.9%
Net finance costs and other gains and losses	<b>(75.4)</b>	46.6	(122.0)	-261.8%	<b>(110.7)</b>	16.5	(127.2)	-770.9%
Share of loss of associate	<b>1.1</b>	-	1.1	100.0%	<b>2.3</b>	-	2.3	100.0%
<b>Earnings (loss) before income taxes</b>	<b>85.3</b>	(3.8)	89.1	2344.7%	<b>209.9</b>	86.4	123.5	142.9%
Income taxes	<b>1.9</b>	9.1	(7.2)	-79.1%	<b>22.1</b>	21.0	1.1	5.2%
<b>Net earnings (loss)</b>	<b>83.4</b>	(12.9)	96.3	746.5%	<b>187.8</b>	65.4	122.4	187.2%
Earnings (loss) per share								
Basic	<b>4.84</b>	(0.74)	5.58	754.1%	<b>10.86</b>	3.82	7.04	184.3%
Diluted	<b>4.77</b>	(0.74)	5.51	744.6%	<b>10.64</b>	3.73	6.91	185.3%
Adjusted <sup>(1)</sup>	<b>2.18</b>	1.39	0.79	56.8%	<b>6.00</b>	3.83	2.17	56.7%
<b>EBITDA <sup>(2)</sup></b>	<b>128.4</b>	33.4	95.0	284.4%	<b>331.0</b>	196.0	135.0	68.9%
EBITDA margin <sup>(2)</sup> - (%)	<b>55.2%</b>	17.6%	37.6%		<b>46.4%</b>	37.6%	8.8%	
<b>Adjusted EBITDA <sup>(2)</sup></b>	<b>82.1</b>	70.9	11.2	15.8%	<b>246.1</b>	202.5	43.6	21.5%
Adjusted EBITDA margin <sup>(2)</sup> - (%)	<b>35.3%</b>	37.4%	-2.1%		<b>34.5%</b>	38.8%	-4.3%	
<b>Adjusted free cash flow <sup>(2)</sup></b>	<b>\$47.9</b>	\$51.1	(\$3.2)	-6.3%	<b>\$135.4</b>	\$122.3	\$13.1	10.7%
<b>Return on invested capital <sup>(3)</sup></b>	<b>9.7%</b>	14.0%	-4.3%		<b>13.4%</b>	14.4%	-1.0%	
<b>Adjusted return on invested capital <sup>(8)</sup></b>	<b>12.7%</b>	16.1%	-3.4%		<b>16.5%</b>	15.9%	0.6%	
<b>Operating statistics <sup>(4)</sup></b>								
Operating days <sup>(5)</sup>	<b>50</b>	49	1.0	2.0%	<b>149</b>	149	-	-
Average domestic network revenue per operating day <sup>(6)</sup>	<b>1.82</b>	1.53	0.29	19.0%	<b>1.74</b>	1.49	0.25	16.8%
Block hours <sup>(7)</sup>	<b>18,067</b>	14,855	3,212	21.6%	<b>53,640</b>	41,406	12,234	29.5%
B757-200	<b>12</b>	9	3	-	<b>12</b>	9	3	-
B767-200	<b>4</b>	4	-	-	<b>4</b>	4	-	-
B767-300	<b>18</b>	16	2	-	<b>18</b>	16	2	-
Passenger aircraft	<b>4</b>	2	-	-	<b>4</b>	2	-	-
	<b>38</b>	31	7	22.6%	<b>38</b>	31	7	22.6%
Head count	<b>1,718</b>	1,420	298	21.0%	<b>1,718</b>	1,420	298	21.0%

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

1. Adjusted EPS is not an earning measure recognized by IFRS and is defined as earnings per share from continuing operations before fair value increase (decrease) on stock warrant, losses (gains) on swap derivatives, amortization on stock warrants and unrealized foreign exchange losses (gains).
2. EBITDA, Adjusted EBITDA and Adjusted Free Cash Flow are non-GAAP financial measures and are not earning measures recognized by IFRS. Prior year amounts have been restated to reflect the revised definitions of Adjusted EBITDA. Please refer to the "Non-GAAP measures" section on page 16 of this MD&A for a more detailed discussion and a reconciliation of these non-GAAP financial measures to the nearest GAAP measure.
3. Return on invested capital is not an earning measure recognized by IFRS. See page 15 for detailed calculation.
4. The definitions for the Operating statistics included in this table are provided in the notes below.
5. Operating days refer to the Company's domestic network air cargo network operations that run primarily on Monday to Friday with a reduced network operating on Friday.
6. Average domestic network revenue per operating day refers to total domestic network revenues earned by the Company per operating day.
7. Block hours refers to the total duration of a flight from the time the aircraft releases its brakes when it initially moves from the airport parking area prior to flight, to the time the brakes are set when it arrives at the airport parking area after the completion of the flight.
8. Adjusted return on invested capital is not an earning measure recognized by IFRS and is defined as ratio of annualized net operating profit after tax to average invested capital for operating revenues (Average invested capital reduced by Average invested capital under development).

## **OUTLOOK AND STRATEGIC UPDATE**

Note: See Caution Concerning Forward Looking Statements, page 3.

As inflation continues to signal a potential recession and a decrease in consumer spending, the Company continues to carefully move forward with its strategy to supply the capacity required to keep up with customer demand. Traditionally, the fourth quarter is the Company's strongest quarter. Customers have given the Company forecasts for additional capacity for this peak season and based on these forecasts, the Company expects fourth quarter performance to be in line with prior seasonal patterns.

E-Commerce continues to be a strong driver of revenue growth for both our domestic network and ACMI business segments. Additionally, our ACMI business continues to benefit from the global shift from passenger belly cargo to more dedicated freighter aircraft. Several more aircraft are contractual committed to our ACMI business over the next several years.

Ad-hoc charter revenue is the one business segment that is more directly influenced by macroeconomic indicators such as inflation and less consumer spending. It should be noted that a significant portion of ad-hoc charter revenue is subject to other global factors such as supply chain distribution with other modes of transportation, natural disaster relief efforts, and geopolitical tensions that also impact the supply chain.

The Company continues to capture revenue growth from both the shift in the economy to the business to consumer (B2C) e-commerce model and for the growth in market share as capacity for belly space in passenger aircraft remains constrained. These trends continue to bode well for the domestic network, the ACMI (Aircraft, Crew, maintenance & Insurance) customers and for the CMI (Crew, Maintenance & Insurance) business.

The Company's business model remains robust and continues to be well positioned during this period of uncertainty and short-term volatility.



# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

### **RECENT EVENTS**

Note: See Caution Concerning Forward Looking Statements, page 3.

#### Amended Credit Facility and DDTL Facility

On February 7, 2022, the Company amended and restated its revolving operating credit facility (the "Facility") availed through its subsidiary, Cargojet Airways Ltd., as borrower, with a syndicate of financial institutions (collectively, the "Lenders") in order to extend the maturity date to February 7, 2027, reflect the transition from LIBOR to SOFR, and waive the requirement for the Company to enter into new aircraft security agreements, subject to the continued satisfaction of certain financial conditions. The amendment also allows the Company to request that the Lenders increase the aggregate commitments under the credit facility by up to \$100 million for an aggregate availability of up to \$700 million. See "Liquidity and Capital Resources".

On July 22, 2022, the Company further amended its revolving operating credit facility (the "facility") availed through its subsidiary Cargojet Airways Ltd., as borrower, with a syndicate of financial institutions (collectively, the "Lenders"), and established a non-revolving USD \$400 million delayed-draw term loan facility ("DDTL Facility"). The maturity date of the facility was further extended to July 22, 2027 and the maturity date of the DDTL Facility is July 22, 2027. The Company can draw the amount under the DDTL Facility until January 22, 2024 by way of advances subject to minimum draws. Any undrawn amount under the DDLT Facility at the end of this period will expire and will reduce the amount available under the facility. The DDTL Facility can be used for general purposes including purchase of aircraft and other capital expenditures.

#### Share Buyback

On May 2, 2022, the TSX accepted the Company's notice of intention to commence a Normal Course Issuer Bid ("NCIB"), which allows the Company to repurchase, at its discretion, up to \$15.5 of the common voting shares and variable voting shares (together the "Shares") in the open market, subject to the normal terms and limitations of such bids. Common shares purchased by the Company under NCIB will be cancelled. The program commenced on May 4, 2022, and will terminate on May 3, 2023, or on such earlier date as the Company completes its purchases pursuant to the notice of intention.

On June 20, 2022, the TSX accepted the Company's notice to amend its previously announced NCIB in order to increase the maximum number of common voting shares and variable voting shares that may be purchased from 155,000 shares to 1,500,000.

During the nine months ended September 30, 2022, there were 123,832 shares purchased under NCIB for \$16.7 million at a volume weighted average price paid of \$135.93 per common share.

On May 2, 2022, the Company entered into an automatic share purchase plan ("ASPP") pre-cleared by TSX with a designated broker that allowed the purchase of shares for cancellation under the NCIB based on the purchasing parameters set by the Company during the predetermined blackout period in accordance with the rules of TSX, applicable security laws and terms of the ASPP. All purchases of shares made under ASPP will be included in computing the number of shares under the NCIB.

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

### Long Term Strategic Agreement with DHL

In March 2022, the Company entered into a new long-term strategic agreement with DHL Network Operations (USA) Inc. ("DHL"), an affiliate of Deutsche Post DHL Group for a term of five years with a renewal option for an additional two years, to provide air-transportation services for DHL's global network.

Under the agreement, Cargojet will provide ACMI, CMI, charter, and aircraft dry lease services to DHL to support DHL's international requirements for Europe and North, South, Central and Latin America, as well as Asia. DHL also intends to be Cargojet's inaugural launch customer for the Boeing - 777 aircraft, which are expected to be deployed in late 2023 or early 2024.

### FLEET OVERVIEW

Note: See Caution Concerning Forward-Looking Statements, page 3.

The table below sets forth the Company's operating fleet as at December 31, 2020, 2021 and September 30, 2022 as well as the Company's planned operating fleet for the years ending December 31, 2022, 2023 and 2024:

Aircraft Type		Leased or Owned	Average Age	Number of Aircraft in Service						Maximum Payload (lbs.)	Range (miles)
				Actual			Plan				
				Q4		Q3	Q4				
				2020	2021	2022	2022	2023	2024		
B767-300 <sup>(1)</sup>	Freighter	Leased	28	8	4	4	4	4	4	125,000	6,000
B767-300 <sup>(1) (2)</sup>	Freighter	Owned	29	6	12	14	15	17	17	125,000	6,000
B767-200 <sup>(3)</sup>	Freighter	Owned	21	2	2	2	2	3	4	100,000	5,000
B767-200 <sup>(4)</sup>	Freighter	Leased	37	1	1	1	1	1	1	100,000	5,000
B757-200 <sup>(5)</sup>	Freighter	Owned	30	8	9	12	13	15	15	80,000	3,900
B777-200 <sup>(6)</sup>	Freighter	Owned	13	-	-	-	-	1	4	233,000	8,555
B777-300 <sup>(7)</sup>	Freighter	Owned	17	-	-	-	-	-	2	222,000	7,370
B767-200 <sup>(8)</sup>	Passenger	Owned	26	1	1	1	1	1	1	100,000	5,000
Challenger 601 <sup>(9)</sup>	Passenger	Owned	36	2	2	2	2	2	2	6,000	3,300
Cessna 750 <sup>(10)</sup>	Passenger	Owned	16	-	-	1	1	1	1	2,375	3,140
Beechcraft 1900D <sup>(10)</sup>	Passenger	Owned	33	-	-	1	1	1	1	4,375	1,279
<b>Total Aircraft</b>				<b>28</b>	<b>31</b>	<b>38</b>	<b>40</b>	<b>46</b>	<b>52</b>		

1. Cargojet has two B767-300 under lease arrangements with purchase options in favour of Cargojet at pre-determined prices. Cargojet expects to exercise the purchase options for these two aircraft in November 2023 and October 2027. In June 2021 and July 2021 Cargojet acquired two B767-300 aircraft under a "lease agreement to operate on a Crew, Maintenance and Insurance ("CMI") basis for a third party, both agreements expiring in March 2027. These aircraft are included in the table above. In August 2022, Cargojet signed an agreement to lease one converted B767-300 aircraft with a purchase option in favour of Cargojet. This aircraft has an expected delivery date of Q2 2023 and is included in the table above.
2. The twelve B767-300 aircraft in operation at September 30, 2022 are owned by Cargojet. In February 2022 and July 2022 Cargojet completed the purchase of one B767-300 aircraft respectively, these aircraft have entered service and are included in the table above. Cargojet has signed agreements for the purchase and conversion of two B767-300 aircraft that have an expected delivery dates of Q4 2022 and Q2 2023. These converted aircrafts are included in the table above based on their expected dates for entry into operations.

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

### For the Three and Nine Months Period Ended September 30, 2022

---

3. The two B767-200 aircraft in operation at September 30, 2022 are owned by Cargojet. Cargojet has signed agreements for the purchase and conversion of two B767-200 aircraft that have an expected delivery dates of Q3 2023 and Q1 2024. These aircrafts are included in the table above based on their expected dates for entry into operations. Cargojet has an option to substitute the B767-200 aircraft conversion slot with a B767-300 aircraft. In July 2019 and April 2021 Cargojet purchased two B767-200 converted freighter aircraft that are currently under lease to third party. These aircraft have not been included in the table above
4. The B767-200 aircraft in operation at September 30, 2022 is under a lease that was extended in June 2022 to February 28, 2025.
5. The nine B757-200 aircraft in operation at September 30, 2022 are owned by Cargojet. In May 2022, July 2022 and August 2022 Cargojet completed the purchase of one B757-200 aircraft respectively, these aircraft have entered service and are included in the table above. Cargojet has signed agreements for the purchase and conversion of three B757-200 that have an expected delivery dates of Q4 2022, Q1 2023 and Q2 2023. These aircraft are included in the table based on their expected dates of entry in operation.
6. Cargojet has signed agreements for the purchase and conversion of four B777-200, with expected delivery dates of Q4 2023, Q1 2024, Q3 2024 and Q4 2024. These aircraft are included in the table above based on their expected dates of entry into operation.
7. Cargojet has signed agreements for the purchase and conversion of four B777-300 aircraft with expected delivery dates of Q3 2024, Q3 2024, Q2 2025 and Q1 2027. Two B777-300 aircraft are included in the table above based on their expected dates of entry into operation.
8. Cargojet purchased one B767-200 aircraft in July 2018. Cargojet has entered into a charter agreement with a third party to operate and manage this aircraft to provide the aircraft for passenger charter services. This aircraft entered operations in Q2 2019.
9. Cargojet has entered into a charter agreement with a third party to operate and manage two aircraft to provide passenger charter services.
10. In May 2022 and July 2022, Cargojet purchased one Cessna 750 aircraft and one Beechcraft 1900D aircraft for crew transportation.

\* Does not meet the definition of lease under IFRS 16

## CORPORATE OVERVIEW

The Company is Canada's leading provider of time sensitive domestic network air cargo services. Its main air cargo business is comprised of the following:

- Operating a domestic network air cargo co-load network between sixteen major Canadian cities;
- Providing dedicated aircraft to customers on an Aircraft, Crew, Maintenance and Insurance ("ACMI") basis, operating between points in Canada, USA, Mexico, South America, Asia and Europe; and
- Operating scheduled international routes for multiple cargo customers between the USA and Bermuda, between Canada, UK and Germany; between Canada and Asia and between Canada and Mexico.

The Company operates its business across North America transporting time sensitive air cargo each business night utilizing its fleet of all-cargo aircraft. The Company's domestic network air cargo co-load network consolidates cargo received from customers and transports such cargo to the appropriate destination in a timely and safe manner. The Company continually monitors key performance indicators and uses this information to reduce costs and improve the efficiency of its services.

## Revenues

The Company's revenues are generated from its domestic network air cargo service between 16 major Canadian cities each business night. Most customers pre-purchase a guaranteed space and weight allocation on the Company's network and a corresponding guaranteed daily revenue amount is paid to the Company for this space and weight allocation. Remaining capacity is sold on an ad hoc basis to contract and non-contract customers. Although a significant portion of domestic network revenues are fixed due to guaranteed customer allocations, Cargojet's revenues will generally rise and fall with the overall level of customer volume typically expressed in pounds.

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

---

- Revenues and shipping volumes from the Company's domestic network air cargo service are generally seasonal. Customer demand is highest in the fourth quarter of each year primarily due to the increase in retail activity during the holiday season in December. The Company's domestic network air cargo service operates primarily on Monday to Friday with a reduced network operating on Friday, Sunday and on certain weekdays that are adjacent to certain statutory holidays. The Company defines the term "operating day" to refer to the days on which the full domestic network air cargo network is in operation. Typically, each fiscal year will have between 197 and 199 operating days depending on the timing of certain statutory holidays and leap years. The variance in number of operating days between quarters and year over year will have an impact on comparative quarterly revenues. The Company also provides services to customers on a crew, maintenance and insurance basis ("CMI"). As these services are integrated with the domestic network, the revenues from CMI services are included in domestic network revenues.

The Company also generates revenue from a variety of other primarily air cargo services:

- The Company provides domestic air cargo services for a number of international airlines between points in Canada that connect such airlines' gateways to Canada. This helps to support lower demand legs and provides a revenue opportunity with little or no incremental cost as the flights are operating on regular schedules.
- The Company provides dedicated aircraft to customers on an adhoc and scheduled basis typically in the daytime and on weekends for cargo and passenger charters. Adhoc flights for cargo and passengers are sold under a one-time agreement while scheduled flights are sold under longer - term agreements. The adhoc charter business for cargo targets livestock shipments, military equipment, emergency relief supplies and virtually any large shipment requiring immediate delivery across North America, to the Caribbean and to Europe. The adhoc charter business for passenger flights mostly operates within Canada and between Canada and the USA. Scheduled charter business provides dedicated aircraft for recurring flights as required by the customer for cargo and passenger charters. Adhoc and scheduled flights are sold either on an "all-in" basis or on an ACMI basis:
  - Under an all in adhoc or scheduled charter agreement, the customer will pay a single, all-inclusive fixed amount per flight. All costs of the flight including fuel, navigation fees and landing fees are borne by the Company and recognized in its financial statements as direct expenses.
  - Under an ACMI adhoc or scheduled charter agreement, the customer is responsible for all commercial activities and the Company is paid a fixed amount to operate the flight priced as a rate per block hour (see definition of "block hours" in Expenses on page 11). Variable flight costs such as fuel, navigation fees and landing fees are borne by the customer.
- The Company operates an international route between Newark, New Jersey, USA and Hamilton, Bermuda. This provides a five-day per week air cargo service for multiple customers and is patterned after the domestic business that Cargojet has built in Canada. Customer contracts contain variable surcharges for uncontrollable costs (including ability to pass through increases in fuel costs) guaranteed volume minimums and CPI-based annual price increases.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

### Expenses

Direct expenses consist of fixed and variable expenses that are largely driven by the size of the Company's aircraft fleet and the volume of flight activity required by the level of customer demand. Fixed costs include aircraft lease costs; building lease costs; salaries for full-time employees in maintenance, flight operations and commercial operations, depreciation and amortization and insurance. Variable costs that are directly related to the volume of flight activity include fuel expense, navigation fees, landing fees and variable aircraft lease reserves related to engines, auxiliary power units and landing gear.

Flight activity is measured in "block time" and is expressed in "block hours". Block time represents the total duration of a flight from the time the aircraft releases its brakes when it initially moves from the airport parking area prior to flight to the time the brakes are set when it arrives at the airport parking area after the completion of the flight.

Administrative expenses are primarily costs associated with executive and corporate management and the overhead of the Company's business that include functions such as load scheduling, flight operations coordination, aircraft maintenance planning and engineering, client relations, administration, accounting, human resources and information systems. Administrative expenses include management bonuses, legal, audit and other consulting fees, bank charges and data and communication expenses.

**CARGOJET INC.**  
**Management's Discussion and Analysis of Financial Condition  
and Results of Operations**  
For the Three and Nine Months Period Ended September 30, 2022

**RESULT OF OPERATIONS AND SUPPLEMENTARY FINANCIAL INFORMATION**

(Canadian dollars in millions, except where indicated or an amount per share)

	Three month period ended September 30,		Nine month period ended September 30,	
	2022	2021	2022	2021
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
<b>Revenues</b>	<b>\$232.7</b>	\$189.5	<b>\$712.9</b>	\$521.9
<b>Direct expenses</b>	<b>175.1</b>	135.5	<b>527.3</b>	367.7
	<b>57.6</b>	54.0	<b>185.6</b>	154.2
General and administrative expenses	<b>12.9</b>	14.1	<b>42.5</b>	44.8
Sales and marketing expenses	<b>0.5</b>	0.4	<b>1.7</b>	0.6
Loss (gain) on swap derivative	<b>33.2</b>	(3.3)	<b>39.9</b>	5.9
Finance costs	<b>7.4</b>	7.5	<b>20.4</b>	23.7
Fair value (decrease) increase on stock warrant	<b>(85.3)</b>	36.8	<b>(133.6)</b>	(10.4)
Loss on extinguishment of lease liabilities	-	-	-	3.7
Other loss (gain), net	<b>2.5</b>	2.3	<b>2.5</b>	(0.5)
	<b>(28.8)</b>	57.8	<b>(26.6)</b>	67.8
Share of loss in associate	<b>1.1</b>	-	<b>2.3</b>	-
<b>Earnings (loss) before income taxes</b>	<b>85.3</b>	(3.8)	<b>209.9</b>	86.4
<b>Provision for income taxes</b>				
Deferred	<b>1.9</b>	9.1	<b>22.1</b>	21.0
<b>Net earnings (loss) and comprehensive income (loss)</b>	<b>\$83.4</b>	(\$12.9)	<b>\$187.8</b>	\$65.4
<b>Earnings (loss) per share</b>				
Basic	<b>\$4.84</b>	(\$0.74)	<b>\$10.86</b>	\$3.82
Diluted	<b>\$4.77</b>	(\$0.74)	<b>\$10.64</b>	\$3.73
Adjusted <sup>(1)</sup>	<b>\$2.18</b>	\$1.39	<b>\$6.00</b>	\$3.83
<b>Average number of shares - basic (in thousands of shares)</b>	<b>17,216</b>	17,515	<b>17,288</b>	17,118
<b>Average number of shares - diluted (in thousands of shares)</b>	<b>17,515</b>	17,515	<b>17,658</b>	17,550

1. Adjusted EPS is not an earning measure recognized by IFRS and is defined as earnings per share from continuing operations before fair value increase (decrease) on stock warrant, losses (gains) on swap derivatives, amortization on stock warrants and unrealized foreign exchange losses (gains).

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

### SUMMARY OF MOST RECENTLY COMPLETED CONSOLIDATED QUARTERLY RESULTS (UNAUDITED)

(Canadian dollars in millions, except where indicated or an amount per share)

	Three Month Period Ended							
	Sep 30 2022	Jun 30 2022	Mar 31 2022	Dec 31 2021	Sep 30 2021	June 30 2021	Mar 31 2021	Dec 31 2020
Revenues	\$232.7	\$246.6	\$233.6	\$235.9	\$189.5	\$172.1	\$160.3	\$187.1
Net earnings (loss) from continuing operation	83.4	160.9	(56.4)	102.0	(12.9)	(11.1)	89.4	(20.5)
Fair value (decrease) increase on stock warrant and amortization of warrant assets	(81.7)	(132.5)	87.6	(67.2)	38.1	35.8	(79.2)	50.5
Loss (gain) on swap derivative	33.2	9.5	(3.2)	8.2	(3.3)	(3.3)	12.5	(3.9)
Unrealized foreign exchange loss (gain)	2.6	1.2	(0.9)	0.5	2.4	(1.7)	(1.1)	(3.3)
Revised net earnings	37.5	39.1	27.1	43.5	24.3	19.7	21.6	22.8
<b>(Loss) earnings per Share</b>								
From continuing operations								
- Basic	4.84	9.29	(3.26)	5.82	(0.74)	(0.64)	5.35	(1.31)
- Diluted	4.77	9.12	(3.26)	5.70	(0.74)	(0.64)	5.24	(1.31)
- Adjusted <sup>(1)</sup>	2.18	2.26	1.56	2.48	1.39	1.14	1.29	1.46
<b>Average number of shares - basic</b> (in thousands of shares)	17,216	17,324	17,324	17,515	17,515	17,324	16,699	15,597
<b>Average number of shares - diluted</b> (in thousands of shares)	17,515	17,651	17,324	17,880	17,515	17,324	17,058	15,597
<b>EBITDA <sup>(1)</sup></b>	128.4	208.8	(6.0)	152.1	33.4	34.7	127.9	29.0
<b>Adjusted EBITDA <sup>(2)</sup></b>	82.1	81.1	83.0	90.5	70.9	67.4	64.2	87.0

<sup>(1)</sup>Adjusted EPS is not an earning measure recognized by IFRS and is defined as earnings per share from continuing operations before fair value increase (decrease) on stock warrant, amortization of warrant assets and losses (gains) on swap derivatives and unrealized foreign exchange losses (gains).

<sup>(2)</sup>EBITDA and Adjusted EBITDA and are non-GAAP financial measures and are not earning measures recognized by IFRS. Prior year amounts have been restated to reflect the revised definitions of Adjusted EBITDA. Please refer to Page 16 of this MD&A for a more detailed discussion.

**CARGOJET INC.**  
**Management's Discussion and Analysis of Financial Condition  
and Results of Operations**  
For the Three and Nine Months Period Ended September 30, 2022

**CALCULATION OF EBITDA, ADJUSTED EBITDA, FREE CASH FLOW AND ADJUSTED FREE CASH FLOW**

(Canadian dollars in millions, except where indicated)

	Three Month Period Ended		Nine Month Period Ended	
	September 30,		September 30,	
	2022	2021	2022	2021
	(unaudited)	(unaudited)	(unaudited)	(unaudited)
<b>Calculation of EBITDA and Adjusted EBITDA</b>				
Net earnings (loss)	\$83.4	\$(12.9)	\$187.8	\$65.4
Add:				
Interest	7.4	7.5	20.4	23.7
Provision of deferred taxes	1.9	9.1	22.1	21.0
Depreciation of property, plant and equipment	35.7	29.7	100.7	85.9
<b>EBITDA <sup>(1)</sup></b>	<b>128.4</b>	<b>33.4</b>	<b>331.0</b>	<b>196.0</b>
Add:				
Share-based compensation	5.0	(3.2)	9.8	10.7
Gain on sale of property, plant and equipment	(0.1)	(0.1)	(0.4)	(0.1)
Unrealized foreign exchange loss (gain)	2.6	2.4	2.9	(0.4)
Fair value adjustment and amortization on stock warrant	(54.9)	38.2	(99.5)	(4.6)
Loss on extinguishment of debts	-	-	-	3.7
Share of loss of associate	1.1	-	2.3	-
Employee pension	-	0.2	-	(2.8)
<b>Adjusted EBITDA <sup>(1)</sup></b>	<b>82.1</b>	<b>70.9</b>	<b>246.1</b>	<b>202.5</b>
<b>Calculation of Standardized Free Cash Flow and Adjusted Free Cash Flow</b>				
NET CASH GENERATED FROM OPERATING ACTIVITIES	77.9	63.7	220.0	183.6
Less: Maintenance capital expenditures <sup>(1)</sup>	(34.2)	(22.2)	(101.2)	(72.1)
Add: Proceeds from disposal of property, plant and equipment	0.1	0.1	0.4	0.1
<b>Standardized free cash flow <sup>(1)</sup></b>	<b>43.8</b>	<b>41.6</b>	<b>119.2</b>	<b>111.6</b>
Changes in non-cash working capital items and deposits	4.1	9.5	16.2	10.7
<b>Adjusted free cash flow <sup>(1)</sup></b>	<b>\$47.9</b>	<b>\$51.1</b>	<b>\$135.4</b>	<b>\$122.3</b>

1. EBITDA, Adjusted EBITDA, Adjusted Free Cash Flow and Maintenance Capital Expenditure are non-GAAP financial measures and are not earning measures recognized by IFRS. Prior year amounts have been restated to reflect the revised definitions of Adjusted EBITDA. Please refer to Page 16 of this MD&A for a more detailed discussion.



**CARGOJET INC.**  
**Management's Discussion and Analysis of Financial Condition  
and Results of Operations**  
For the Three and Nine Months Period Ended September 30, 2022

**RETURN ON INVESTED CAPITAL**

(Canadian dollars in million, except where indicated)

	Three Month Period Ended September 30,		TTM Period Ended September 30,	
	2022	2021	2022	2021
	\$	\$	\$	\$
<b>Gross margin</b>	<b>57.6</b>	54.0	<b>262.3</b>	223.5
General and administrative expenses	12.9	14.1	56.4	75.4
Sales and marketing expenses	0.5	0.4	1.9	1.1
<b>Operating income</b>	<b>44.2</b>	39.5	<b>204.0</b>	147.0
Taxes @ 26.5%	11.7	10.5	54.1	39.0
<b>Net operating profit after tax ("NOPAT")</b>	<b>32.5</b>	29.0	<b>149.9</b>	108.0
<b>Annualized NOPAT</b>	<b>129.9</b>	116.1	<b>149.9</b>	108.0
<b>Invested capital, current period</b>				
Equity	833.8	578.3	833.8	578.3
Debentures	309.0	306.6	309.0	306.6
Borrowings	196.7	-	196.7	-
Non-current capital leases	71.7	76.2	71.7	76.2
Cash & cash equivalents	-	(132.8)	-	(132.8)
	<b>1,411.2</b>	<b>828.3</b>	<b>1,411.2</b>	<b>828.3</b>
<b>Invested capital, prior period</b>				
Equity	756.0	595.9	578.3	199.0
Debentures	308.4	306.1	306.6	304.4
Borrowings	131.4	-	-	62.0
Non-current capital leases	74.0	79.8	76.2	109.8
Cash & cash equivalents	-	(151.5)	(132.8)	(1.4)
	<b>1,269.8</b>	<b>830.3</b>	<b>828.3</b>	<b>673.8</b>
<b>Average invested capital</b>	<b>1,340.5</b>	829.3	<b>1,119.8</b>	751.1
<b>Return on invested capital</b>	<b>9.7%</b>	14.0%	<b>13.4%</b>	14.4%
<b>Closing invested capital under development</b>	<b>292.3</b>	<b>125.1</b>	<b>292.3</b>	<b>125.1</b>
<b>Opening invested capital under development</b>	<b>338.3</b>	<b>89.9</b>	<b>125.1</b>	<b>16.6</b>
<b>Average invested capital under development</b>	<b>315.3</b>	<b>107.5</b>	<b>208.7</b>	<b>70.9</b>
<b>Net Average invested capital for operating revenue</b>	<b>1,025.2</b>	<b>721.8</b>	<b>911.1</b>	<b>680.3</b>
<b>Adjusted return on invested capital</b>	<b>12.7%</b>	<b>16.1%</b>	<b>16.5%</b>	<b>15.9%</b>

1. Trailing twelve months ("TTM") period operating income is sum of last four quarters gross margin less general and administration and sales and marketing expenses.

2. Current period invested capital includes borrowings for capital under development, (refer to Note 5 in Financial Statement on Property Plant and equipment), that is not used in revenue services as at September 30, 2022

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

### **NON-GAAP MEASURES**

Non-GAAP measures like EBITDA, Adjusted EBITDA, Adjusted Free Cash Flow and Leverage Ratio are not earning measures recognized by IFRS and do not have standardized meanings prescribed by IFRS. Therefore, EBITDA, Adjusted EBITDA, Adjusted Free Cash Flow, Leverage Ratio, Maintenance Capital Expenditure and Growth Capital Expenditure may not be comparable to similar measures presented by other issuers. Please refer to the "End Notes" section of this MD&A for definitions of these measures.

These alternative measures provide a more consistent basis to compare the performance of the Company between the periods and improve comparability between other companies including other airlines. They provide additional information to users of the MD&A to enhance their understanding of the Company's financial performance. These measures are also used by the Company to guide its decisions on dividend policy, to set financial targets for its management incentive plans and to monitor the Company's compliance with its debt covenants. Investors are cautioned that EBITDA, Adjusted EBITDA, Adjusted Free Cash Flow, Leverage Ratio, Maintenance Capital Expenditure and Growth Capital Expenditure should not be construed as an alternative to net income determined in accordance with IFRS as indicators of the Company's performance or to cash flows from operating, investing and financing activities as measures of liquidity and cash flows. The reconciliations of net earnings to EBITDA, Adjusted EBITDA and Free Cash Flow to Adjusted Free Cash Flow are provided on Page 14.

#### **Recent changes to the definition of Adjusted EBITDA**

Effective in 2021, the Company has excluded share-based compensation expense from the Adjusted EBITDA measure. These items are excluded as the amount of such expenses in any specific period may not directly correlate to the underlying performance of business operations and these expenses can vary significantly between periods as a result of the timing of grants of new stock-based awards, valuation methodologies and market sentiments. Additionally, excluding stock-based compensation from Adjusted EBITDA assists management and investors in making meaningful comparisons between Company's operating performance between the periods and the operating performance of other companies that may use different forms of employee compensation or different valuation methodologies for their stock-based compensation. However, stock-based compensation is a key incentive offered to employees whose efforts contributed to the operating results in the periods presented and are expected to contribute to operating results in future periods and such expenses will recur in the future.

The Company also excluded gains and losses on swaps from the Adjusted EBITDA measure. Swaps are used by the Company to offset its exposure on share based compensations. The Company is exposed to market price fluctuation in its share price which is the asset underlying the swaps. The fair value of the swaps can be presented as asset or liability on the Company's consolidated balance sheet. This item is excluded as the amount of income or expense in any specific period may not directly correlate to the underlying performance of business operations and as such this income or expenses can vary significantly between periods as a result of the fluctuation in the share price. Additionally, excluding swap income or expenses from Adjusted EBITDA assists management and investors in making meaningful comparisons with the Company's operating performance between the periods and the operating performance of other companies that may or may not use swaps. However, the Company may continue to use swaps to mitigate its exposure due to share-based expenses that are expected to recur in future. Wherever presented, prior periods Adjusted EBITDA values are modified accordingly.

The Company has also excluded the share of loss or gain of associate from the Adjusted EBITDA measure as Adjusted EBITDA measures are calculated on a controlled basis.

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

### REVIEW OF OPERATION FOR THE THREE MONTH PERIOD ENDED SEPTEMBER 30, 2022 AND (Canadian dollars in millions except where indicated)

	Q3		CHANGE	
	2022 (unaudited)	2021 (unaudited)	\$	%
Domestic network revenues	\$90.8	\$74.9	\$15.9	21.2%
ACMI revenues	66.0	44.9	21.1	47.0%
All-in charter revenues	14.6	29.3	(14.7)	-50.2%
Total domestic network, ACMI and charter revenues	171.4	149.1	22.3	15.0%
Total revenue - fixed based operations	2.9	2.3	0.6	26.1%
Total fuel and other cost pass through	52.7	33.6	19.1	56.8%
Fuel surcharge and other pass through revenues	55.6	35.9	19.7	54.9%
Other revenue	5.7	4.5	1.2	26.7%
<b>Total revenues</b>	<b>232.7</b>	<b>189.5</b>	<b>43.2</b>	<b>22.8%</b>
Operating days	50	49	1	2.0%
<b>Average domestic network revenue per operating day</b>	<b>1.82</b>	<b>1.53</b>	<b>0.29</b>	<b>19.0%</b>
<b>Direct expenses</b>				
Fuel costs	52.0	31.7	20.3	64.0%
Depreciation	31.6	26.4	5.2	19.7%
Aircraft cost	6.2	4.5	1.7	37.8%
Heavy maintenance amortization	3.6	2.7	0.9	33.3%
Maintenance cost	14.7	13.1	1.6	12.2%
Crew costs	23.6	21.5	2.1	9.8%
Ground services	21.2	13.9	7.3	52.5%
Airport services	10.1	10.3	(0.2)	-1.9%
Navigation and insurance	12.1	11.4	0.7	6.1%
<b>Total direct expenses</b>	<b>175.1</b>	<b>135.5</b>	<b>39.6</b>	<b>29.2%</b>
<b>Gross margin</b>	<b>57.6</b>	<b>54.0</b>	<b>3.6</b>	<b>6.7%</b>
<b>Gross margin %</b>	<b>24.8%</b>	<b>28.5%</b>	<b>-3.7%</b>	
<b>SG&amp;A</b>				
General and administrative costs	46.1	10.6	35.5	334.9%
Depreciation	0.5	0.6	(0.1)	-16.7%
<b>Total SG&amp;A expenses</b>	<b>46.6</b>	<b>11.2</b>	<b>35.4</b>	<b>316.1%</b>
<b>Other SG&amp;A</b>				
Fair value adjustment on stock warrant	(85.3)	36.8	(122.1)	331.8%
Finance costs	7.4	7.5	(0.1)	-1.3%
Other losses and (gains)	2.5	2.3	0.2	8.7%
<b>Total other SG&amp;A</b>	<b>(75.4)</b>	<b>46.6</b>	<b>(122.0)</b>	<b>-261.8%</b>
Share of loss of associate	1.1	-	1.1	100.0%
<b>Earnings (loss) before income taxes</b>	<b>85.3</b>	<b>(3.8)</b>	<b>89.1</b>	<b>2344.7%</b>
Income taxes - deferred	1.9	9.1	(7.2)	-79.1%
<b>Net earnings (loss)</b>	<b>\$83.4</b>	<b>\$(12.9)</b>	<b>\$96.3</b>	<b>-746.5%</b>
<b>Earnings (loss) per share - \$</b>				
Basic	4.84	(0.74)	5.58	-754.1%
Diluted	4.77	(0.74)	5.51	-744.6%
Adjusted <sup>(1)</sup>	2.18	1.39	0.79	56.8%

(1). Adjusted EPS is not an earning measure recognized by IFRS and is defined as earnings per share from continuing operations before fair value increase (decrease) on stock warrant, losses (gains) on swap derivatives, amortization on stock warrants and unrealized foreign exchange losses (gains).

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

---

### HIGHLIGHTS FOR THE THREE MONTH PERIOD ENDED SEPTEMBER 30, 2022 AND 2021

- Total revenue for the three month period ended September 30, 2022 was \$232.7 million compared to \$189.5 million for the same period in 2021, representing an increase of \$43.2 million or 22.8%.
- Average domestic network revenues for the three month period ended September 30, 2022 was \$1.82 million per operating day compared to \$1.53 million for the same period in 2021, representing an increase of \$0.29 million or 19.0%.
- Adjusted EBITDA <sup>(1)</sup> for the three month period ended September 30, 2022 was \$82.1 million compared to \$70.9 million for the same period in 2021, an increase of \$11.2 million or 15.8%.
- Adjusted EPS <sup>(2)</sup> for the three month period ended September 30, 2022 was \$2.18 compared to \$1.39 for the same period in 2021, an increase of \$0.79 or 56.8%.
- Net earnings for the three month period ended September 30, 2022 was \$83.4 million compared to loss of \$12.9 million for the same period in 2021, an increase of \$96.3 million or 746.5%.
- Adjusted Free Cash Flow <sup>(1)</sup> was an inflow of \$47.9 million for the three month period ended September 30, 2022 compared to an inflow of \$51.1 million for the same period in 2021, a decrease of \$3.2 million or 6.3%.
- Standardized Free Cash Flow <sup>(1)</sup> was an inflow of \$43.8 million for the three month period ended September 30, 2022 compared to an inflow of \$41.6 million for the same period in 2021, an increase of \$2.2 million or 5.3%.

<sup>(1)</sup> Adjusted EBITDA and Adjusted Free Cash Flow are non-GAAP financial measures. Reconciliations of these measures to comparable GAAP measures can be found in the Non-GAAP measures section of this MD&A. Definitions of these measures can be found in the "End Notes" section of this MD&A.

<sup>(2)</sup> Adjusted EPS is not an earning measure recognized by IFRS and is defined as earnings per share from continuing operations before fair value increase (decrease) on stock warrant, losses (gains) on swap derivatives, amortization on stock warrants and unrealized foreign exchange losses (gains).

### Revenue

Total revenue for the three month period ended September 30, 2022 was \$232.7 million, compared to \$189.5 million for the same period in 2021, representing an increase of \$43.2 million or 22.8%. The increase in total revenue was due primarily to a \$15.9 million increase in domestic network revenues, a \$21.1 million increase in ACMI revenues, a \$19.7 million increase in fuel surcharge and other pass through revenues and a \$1.2 million increase in other revenue, partially offset by a \$14.7 million decrease in all-in charter revenues.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

Revenue related to the domestic network business excluding fuel surcharges and other cost pass-through revenues for the three month period ended September 30, 2022 was \$90.8 million compared to \$74.9 million for the same period in 2021, an increase of \$15.9 million or 21.2%. The increase was due primarily to increase in e-commerce and B2B volumes during the period and contractual customers' consumer price index increases. The Company has relied on the periodic discussions with its customers and their operations in specific types of transactions to estimate the growth in B2B and B2C volumes, where it receives business-level and industry-level information necessary for future capacity planning purposes, monitors demand from certain of its customers that are not intermediaries themselves and operate their business in specific types of transactions, and analyzes information published by Statistics Canada and other industry sources, including with respect to the growth of e-commerce in the Canadian retail market.

ACMI scheduled and adhoc charter revenues for the three month period ended September 30, 2022 were \$66.0 million compared to \$44.9 million for the same period in 2021, an increase of \$21.1 million or 47.0%. The increase of \$21.1 million was primarily due to an additional route to Europe and two new domestic ACMI routes to western Canada that started in October 2021, new routes to the USA, South America, Europe and Asia and by an increase in adhoc ACMI charter flights

All-in scheduled and adhoc charter revenues for the three month period ended September 30, 2022 were \$14.6 million compared to \$29.3 million for the same period in 2021, a decrease of \$14.7 million or 50.2%. The decrease in revenue was primarily due to a decrease in all-in charter flights to Europe and by a decrease in adhoc scheduled charters.

Fuel surcharges and other cost pass-through revenues were \$55.6 million for the three month period ended September 30, 2022 compared to \$35.9 million for the same period in 2021, representing an increase of \$19.7 million or 54.9%. During the period fuel surcharges increased due to a 21.2% increase in domestic revenues from new and existing customers that attracted fuel surcharges and by a 73.6% increase in fuel prices. Fuel surcharges and other cost pass-through revenues also consist of fuel sales to third parties of \$2.9 million for the three month period ended September 30, 2022 compared to \$2.3 million for the three month period ended September 30, 2021. Fuel surcharges passed on to the customers are based on the index published by Statistics Canada which lag the current market rates by two months.

Other revenues consist primarily of aircraft lease revenue, hangar rental revenues, maintenance revenue for aircraft line maintenance services provided to other airlines and ground handling services provided to customers. Other revenues were \$5.7 million for the three month period ended September 30, 2022 compared to \$4.5 million for the same period in 2021, an increase of \$1.2 million or 26.7%.

#### **Direct Expenses**

Total direct expenses were \$175.1 million for the three month period ended September 30, 2022 compared to \$135.5 million for the same period in 2021, representing an increase of \$39.6 million or 29.2%. The Increase in direct expenses decreased the gross margin to 24.8% in 2022 from 28.5% in 2021. The overall increase in direct expenses was due primarily to a \$20.3 million increase in fuel costs, a \$5.2 million increase in depreciation, a \$1.7 million increase in aircraft costs, a \$0.9 million increase in heavy maintenance amortization costs, a \$1.6 million increase in maintenance costs, a \$2.1 million increase in crew costs, \$7.3 million increase in ground services costs, a \$0.7 million increase in navigation and insurance costs partially offset by a \$0.2 million decrease in airport services costs.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

Fuel costs were \$52.0 million for the three month period ended September 30, 2022 compared to \$31.7 million for the same period in 2021. The \$20.3 million or 64.0% increase in fuel costs was due primarily to a 73.6% increase in fuel prices and a 1.4% increase in the domestic network block hours. Any changes in fuel cost experienced by the Company due to changes in fuel prices are passed on to customers as an increase or decrease in their fuel surcharges or adhoc rates.

Depreciation expense was \$31.6 million for the three month period ended September 30, 2022 compared to \$26.4 million for the same period in 2021. The \$5.2 million or 19.7% increase in depreciation expenses was due primarily to the addition of aircraft hull, engines, hangar and cross-dock facilities, rotatable spares and ground equipment.

Aircraft costs were \$6.2 million for the three month period ended September 30, 2022 compared to \$4.5 million for the same period in 2021, representing an increase of \$1.7 million or 37.8%. The increase was primarily due to an increase in temporary sub charter costs on scheduled ACMI routes.

Heavy maintenance amortization costs were \$3.6 million for the three month period ended September 30, 2022 compared to \$2.7 million for the same period in 2021, representing an increase of \$0.9 million or 33.3% due to the timing of heavy maintenance checks. Heavy maintenance of aircraft occurs at regular and predetermined intervals and the costs related to these are deferred by the Company and amortized until the next scheduled heavy maintenance. The heavy maintenance component of newly acquired aircraft is also deferred and amortized until the next scheduled event.

Maintenance costs were \$14.7 million for the three month period ended September 30, 2022 compared to \$13.1 million for the same period in 2021, representing an increase of \$1.6 million or 12.2%. This increase was due to increase in fleet size, periodic line maintenance and the hiring of additional maintenance personnel.

Crew costs including salaries, training and positioning were \$23.6 million for the three month period ended September 30, 2022 compared to \$21.5 million for the same period in 2021, representing an increase of \$2.1 million or 9.8%. The increase was due primarily to increase in the number of crew personnel hired, annual crew salary increases as per the collective agreement with the union and increased crew positioning and training costs.

Ground services costs were \$21.2 million for the three month period ended September 30, 2022 compared to \$13.9 million for the same period in 2021, representing an increase of \$7.3 million or 52.5%. This increase was due primarily to a \$3.6 million increase in payroll cost due to hiring of additional personnel, annual wage increase and increase in domestic volume and adhoc charter activities. Increased revenue resulted in a \$3.7 million increase in ground services, line haul and cartage cost.

Airport services costs were \$10.1 million for the three month period ended September 30, 2022 compared to \$10.3 million for the same period in 2021, representing a decrease of \$0.2 million or 1.9%. This decrease was primarily due to a \$0.6 million decrease in aircraft landing and parking costs due to network changes, partially offset by a \$0.4 million higher warehouse facilities costs.

Navigation and insurance were \$12.1 million for the three month period ended September 30, 2022 compared to \$11.4 million for the same period in 2021, representing an increase of \$0.7 million or 6.1%. This increase was primarily due to a \$1.2 million increase in navigation cost due to increased activities, partially offset by a \$0.5 million decrease in aircraft insurance costs.

# **CARGOJET INC.**

## **Management’s Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

### **Selling, General, Administrative & Marketing Expenses**

Selling, general and administrative (“SG&A”) expenses for the three month period ended September 30, 2022 were \$46.6 million compared to \$11.2 million for the same period in 2021, representing an increase of \$35.4 million or 316.1%. This increase was primarily due to increase in losses on swap of \$36.5 million, a \$0.9 million increase in salaries and benefits, partially offset by a \$2.0 million decrease in bonuses and incentives primarily due to change in fair value of share based obligations.

### **Other Selling, General and Administrative Expenses**

Other selling, SG&A expenses for the three month period ended September 30, 2022 were a recovery of \$75.4 million compared to an expense of \$46.6 million for the same period in 2021, representing a decrease of \$122.0 million or 261.8%. The decrease in other SG&A expenses was due primarily to a \$122.1 million decrease in the fair value adjustment on the stock warrant obligation and a \$0.1 million decrease in finance costs, partially offset by a \$0.2 million increase in other losses and gains.

#### **Fair value adjustment on stock warrant**

Fair value adjustment on stock warrant for the three month period ended September 30, 2022 was a gain of \$85.3 million compared to a loss of \$36.8 million for the same period in 2021, representing an increase of \$122.1 million or 331.8%. The gain in the fair value adjustment of stock warrant was primarily due to the change in the Company’s share price.

#### **Finance costs**

Finance costs for the three month period ended September 30, 2022 were \$7.4 million compared to \$7.5 million for the same period in 2021, representing a decrease of \$0.1 million or 1.3%. The decrease was primarily due to capitalization of borrowing costs amounting to \$1.5 million at an average cost of debt of 6.5% partially offset by interest on withdrawals from DDTL facility.

#### **Other losses and gains**

Other gains and losses for the three month period ended September 30, 2022 were a loss of \$2.5 million (September 30, 2021 – loss of \$2.3 million) primarily due to unrealized foreign exchange losses.

#### **Share of loss of associate**

Share of loss of associate for the three month period ended September 30, 2022 were a loss of \$1.1 million (September 30, 2021 – \$nil) represents the company’s share of the net loss from investment in an associate.

### **Adjusted EBITDA <sup>(1)</sup>**

Adjusted EBITDA for the three month period ended September 30, 2022 was \$82.1 million compared to an Adjusted EBITDA of \$70.9 million for the same period in 2021. The increase in Adjusted EBITDA of \$11.2 million was due primarily to the following:

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

- Growth in domestic network revenues due to an increase in domestic network volumes
- Significant increase in ACMI revenues partially offset with corresponding increase in variable costs

#### **Net Income**

Net income for the three month period ended September 30, 2022 was \$83.4 million compared to loss of \$12.9 million for the same period in 2021, an increase of \$96.3 million or 746.5%. The increase in net income was primarily due to the change in the fair value adjustment of stock warrants and the increase in revenue volumes.

#### **Current Income Taxes**

No provision for current income taxes was made due to the current and carry forward losses of prior years for the three month periods ended September 30, 2022 and 2021.

#### **Deferred Income Taxes**

The deferred income taxes for the three month period ended September 30, 2022 was a provision of \$1.9 million compared to a provision of \$9.1 million for the same period in 2021. Deferred taxes result from the change in temporary differences between the financial reporting and tax bases of certain balance sheet items for the period.

#### **Standardized Free Cash Flow<sup>(1)</sup> and Adjusted Free Cash Flow<sup>(1)</sup>**

Standardized free cash flow was an inflow of \$43.8 million for the three month period ended September 30, 2022 compared to an inflow of \$41.6 million for the same period in 2021, an increase of \$2.2 million or 5.3%. The increase in standardized free cash flow was due primarily to higher cash generated by operating activities, partially offset by higher maintenance capital expenditure.

Adjusted Free Cash Flow was an inflow of \$47.9 million for the three month period ended September 30, 2022 compared to an inflow of \$51.1 million for the same period in 2021, representing a decrease of \$3.2 million. The decrease in Adjusted Free Cash Flow during the three month period ended September 30, 2022 was due to the effect of changes in non-cash working capital items and deposits, partially offset by higher standardized free cash flow.

<sup>(1)</sup>Adjusted EBITDA and Adjusted Free Cash Flow are non-GAAP financial measures. Reconciliations of these measures to comparable GAAP measures can be found in the "NON-GAAP MEASURES" section of this MD&A. Definitions of these measures can be found in the "End Notes" section of this MD&A.

#### **Quarterly Dividends**

Total dividends declared for the three month period ended September 30, 2022 were \$4.9 million or \$0.2860 per share. In comparison, total dividends declared for the three month period ended September 30, 2021 were \$4.5 million or \$0.2600 per share.



## CARGOJET INC.

### Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

Record Date	Date Dividends Paid/Payable	Declared	Number of Shares	Per Share	Paid
		\$		\$	\$
June 20, 2022	July 05, 2022	-	17,324,258	0.2860	4,954,738
September 20, 2022	October 05, 2022	4,919,826	17,202,186	0.2860	-
		4,919,826			4,954,738

Record Date	Date Dividends Paid/Payable	Declared	Number of Shares	Per Share	Paid
		\$		\$	\$
June, 22 2021	April, 05 2021	-	17,324,258	0.2600	4,504,307
September, 20 2021	October, 05 2021	4,504,307	17,324,258	0.2600	-
		4,504,307			4,504,307

#### Liquidity and Capital Resources

Cash generated by operating activities after net changes in non-cash working capital balances was \$77.9 million for the three month period ended September 30, 2022 (September 30, 2021 - \$63.7 million). The \$14.2 million increase in cash generated was due primarily to change in non-cash working capital items, deposits and increase in EBITDA

Cash provided by financing activities during the three month period ended September 30, 2022 was \$44.2 million (September 30, 2021 - cash used \$14.2 million) and was comprised of proceeds from borrowings of \$65.3 million (September 30, 2021 - \$nil). This was partially offset by repayment of obligations under lease liabilities of \$9.7 million (September 30, 2021 - \$8.3 million), share buyback of \$6.1 million (September 30, 2021 - \$nil), withholding tax paid on vested RSUs of \$0.3 million (September 30, 2021 - \$nil), share based compensation of \$nil (September 30, 2021 - \$1.4 million) and dividends paid to shareholders of \$5.0 million (September 30, 2021 - \$4.5 million).

Cash used in investing activities during the three month period ended September 30, 2022 was \$115.9 million (September 30, 2021 - \$68.2 million), and was comprised of property, plant and equipment additions of \$115.3 million (September 30, 2021 - \$58.9 million), loans to associate of \$0.7 million (September 30, 2021 - \$nil), acquisition of interest in associate \$nil (September 30, 2021 - \$9.4 million) and partially offset by proceeds from disposal of property, plant and equipment of \$0.1 million (September 30, 2021 - \$0.1 million)

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

### **Quarterly Liquidity Risk Management**

On February 7, 2022, the Company amended and restated its revolving operating credit facility (the "Facility") in order to extend the maturity date to February 7, 2027, reflect the transition from LIBOR to SOFR, and waive the requirement for the Company to enter into new aircraft security agreements, subject to the continued satisfaction of certain financial conditions. The amendment also allows the Company to request that the Lenders increase the aggregate commitments under the credit facility by up to \$100 million for an aggregate availability of up to \$700 million.

On July 25, 2022, the Company further amended its revolving operating credit facility (the "facility") availed through its subsidiary Cargojet Airways Ltd., as borrower, with a syndicate of financial institutions (collectively, the "Lenders"), and established a non-revolving USD \$400 million delayed-draw term loan facility ("DDTL Facility"). (See Recent events - Amended credit facility and DDTL facility)

The Company manages its liquidity needs through cash from operations and free cash flow and through its credit facility. Liquidity needs are primarily related to meeting its financial liabilities, capital commitments, ongoing operations, contractual and other obligations. The Company manages its liquidity risk by preparing cash flow forecasts for a minimum period of at least twelve month after each reporting period, including under various scenarios. At September 30, 2022, the Company had \$600 million available under undrawn Facility and USD \$257 million under the DDTL facility. The Company considers that the cash from operations and its Facility is sufficient to support its operations, meets capital asset requirements and its liquidity needs. As at September 30, 2022, the Company was in compliance with the covenants under the Facility.

The Facility is subject to customary terms and conditions for borrowers of this nature, including, namely, limits on incurring additional indebtedness, granting liens, selling assets, or making investments without the consent of the Lenders, and certain restrictions on the Company's ability to pay dividends. The Facility is also subject to the maintenance of a minimum fixed charge coverage ratio and a total adjusted leverage ratio.

### **Capital Expenditures and Right of Use (ROU) Additions**

The property, plant and equipment additions of \$119.0 million in the three month period ended September 30, 2022 were primarily comprised of additions to aircraft, engines ground services equipment, spares and rotatable spares of \$118.9 and ROU asset addition of \$0.1 million. Out of \$118.9 million capital expenditure addition \$34.2 million was due to maintenance capital expenditure <sup>(1)</sup> and \$84.7 was due to growth capital expenditure <sup>(1)</sup>.

(1) Maintenance capital expenditure and growth capital expenditure are non GAAP measures. Maintenance capital expenditure and growth capital expenditure are defined in End Notes. Any capex expenditure other than maintenance capital expenditure is growth capital expenditure.

**CARGOJET INC.**  
**Management's Discussion and Analysis of Financial Condition**  
**and Results of Operations**  
**For the Three and Nine Months Period Ended September 30, 2022**

**REVIEW OF OPERATION FOR THE NINE MONTH PERIOD ENDED SEPTEMBER 30, 2022 AND 2021**

(Canadian dollars in millions except where indicated)

	YTD		CHANGE	
	2022 (unaudited)	2021 (unaudited)	\$	%
Domestic network revenues	\$259.7	\$222.7	\$37.0	16.6%
ACMI revenues	179.1	120.8	58.3	48.3%
All-in charter revenues	85.7	66.7	19.0	28.5%
<b>Total domestic network, ACMI and charter revenues</b>	<b>524.5</b>	<b>410.2</b>	<b>114.3</b>	<b>27.9%</b>
Total revenue - fixed based operations	3.9	3.1	0.8	25.8%
Total fuel and other cost pass through	164.6	96.5	68.1	70.6%
Fuel surcharge and other pass through revenues	168.5	99.6	68.9	69.2%
Other revenue	19.9	12.1	7.8	64.5%
<b>Total revenues</b>	<b>712.9</b>	<b>521.9</b>	<b>191.0</b>	<b>36.6%</b>
Operating days	149	149	-	-
<b>Average domestic network revenue per operating day</b>	<b>1.74</b>	<b>1.49</b>	<b>0.25</b>	<b>16.8%</b>
<b>Direct expenses</b>				
Fuel costs	165.0	80.6	84.4	104.7%
Depreciation	89.7	76.5	13.2	17.3%
Aircraft cost	17.7	10.4	7.3	70.2%
Heavy maintenance amortization	9.4	7.7	1.7	22.1%
Maintenance cost	46.5	37.1	9.4	25.3%
Crew costs	65.2	52.8	12.4	23.5%
Ground services	60.4	40.2	20.2	50.2%
Airport services	34.6	30.9	3.7	12.0%
Navigation and insurance	38.8	31.5	7.3	23.2%
<b>Total direct expenses</b>	<b>527.3</b>	<b>367.7</b>	<b>159.6</b>	<b>43.4%</b>
<b>Gross margin</b>	<b>185.6</b>	<b>154.2</b>	<b>31.4</b>	<b>20.4%</b>
<b>Gross margin %</b>	<b>26.0%</b>	<b>29.5%</b>	<b>-3.5%</b>	
<b>SG&amp;A</b>				
General and administrative costs	82.5	49.6	32.9	66.3%
Depreciation	1.6	1.7	(0.1)	-5.9%
<b>Total SG&amp;A expenses</b>	<b>84.1</b>	<b>51.3</b>	<b>32.8</b>	<b>63.9%</b>
<b>Other SG&amp;A</b>				
Fair value adjustment on stock warrant	(133.6)	(10.4)	(123.2)	-1184.6%
Finance costs	20.4	23.7	(3.3)	-13.9%
Other losses	2.5	3.2	(0.7)	-21.9%
<b>Total other SG&amp;A</b>	<b>(110.7)</b>	<b>16.5</b>	<b>(127.2)</b>	<b>-770.9%</b>
Share of loss of associate	2.3	-	2.3	100.0%
<b>Earnings before income taxes</b>	<b>209.9</b>	<b>86.4</b>	<b>123.5</b>	<b>142.9%</b>
Income taxes - deferred	22.1	21.0	1.1	5.2%
<b>Net earnings</b>	<b>\$187.8</b>	<b>\$65.4</b>	<b>\$122.4</b>	<b>187.2%</b>
<b>Earnings per share - \$</b>				
Basic	10.86	3.82	7.04	184.3%
Diluted	10.64	3.73	6.91	185.3%
Adjusted <sup>(1)</sup>	6.00	3.83	2.17	56.7%

(1). Adjusted EPS is not an earning measure recognized by IFRS and is defined as earnings per share from continuing operations before fair value increase (decrease) on stock warrant, losses (gains) on swap derivatives, amortization on stock warrants and unrealized foreign exchange losses (gains).

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

---

### HIGHLIGHTS FOR THE NINE MONTH PERIOD ENDED SEPTEMBER 30, 2022 AND 2021

- Total revenue for the nine month period ended September 30, 2022 was \$712.9 million compared to \$521.9 million for the same period in 2021, representing an increase of \$191.0 million or 36.6%.
- Average domestic network revenues for the nine month period ended September 30, 2022 was \$1.74 million per operating day compared to \$1.49 million for the same period in 2021, representing an increase of \$0.25 million per operating day or 16.8%.
- Adjusted EBITDA <sup>(1)</sup> for the nine month period ended September 30, 2022 was \$246.1 million compared to \$202.5 million for the same period in 2021, an increase of \$43.6 million or 21.5%.
- Adjusted EPS <sup>(2)</sup> for the nine month period ended September 30, 2022 was \$6.00 compared to \$3.83 for the same period in 2021, an increase of \$2.17 or 56.7%.
- Net income for the nine month period ended September 30, 2022 was \$187.8 million compared to income of \$65.4 million for the same period in 2021, an increase of \$122.4 million or 187.2%.
- Adjusted Free Cash Flow <sup>(1)</sup> was an inflow of \$135.4 million for the nine month period ended September 30, 2022 compared to an inflow of \$122.3 million for the same period in 2021, an increase of \$13.1 million or 10.7%.
- Standardized Free Cash Flow <sup>(1)</sup> was an inflow of \$119.2 million for the nine month period ended September 30, 2022 compared to an inflow of \$111.6 million for the same period in 2021, an increase of \$7.6 million or 6.8%.

<sup>(1)</sup> Adjusted EBITDA and Adjusted Free Cash Flow are non-GAAP financial measures. Reconciliations of these measures to comparable GAAP measures can be found in the "NON-GAAP MEASURES" section of this MD&A. Definitions of these measures can be found in the "End Notes" section of this MD&A.

<sup>(2)</sup> Adjusted EPS is not an earning measure recognized by IFRS and is defined as earnings per share from continuing operations before fair value increase (decrease) on stock warrant, losses (gains) on swap derivatives, amortization on stock warrants and unrealized foreign exchange losses (gains).

### Revenue

Total revenue for the nine month period ended September 30, 2022 was \$712.9 million compared to \$521.9 million for the same period in 2021, representing an increase of \$191.0 million or 36.6%. The increase in revenue is primarily due to a \$37.0 million increase in domestic network revenues, a \$58.3 million increase in ACMI revenues, a \$19.0 million increase in all-in charter revenues, a \$7.8 million increase in lease and other revenue and a \$68.9 million increase in fuel surcharges and other cost pass-through revenues.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

Revenue related to the domestic network business excluding fuel surcharges and other cost pass-through revenues for the nine month period ended September 30, 2022 was \$259.7 million compared to \$222.7 million for the same period in 2021, an increase of \$37.0 million or 16.6%. The increase was due primarily to increase in e-commerce and B2B volumes during the period. The Company has relied on the periodic discussions with its customers and their operations in specific types of transactions to estimate the growth in B2B and B2C volumes where it receives business-level and industry-level information necessary for future capacity planning purposes, monitors demand from certain of its customers that are not intermediaries themselves and operate their business in specific types of transactions, and analyzes information published by Statistics Canada and other industry sources, including with respect to the growth of e-commerce in the Canadian retail market.

ACMI scheduled and adhoc charter revenue for the nine month period ended September 30, 2022 was \$179.1 million compared to \$120.8 million for the same period in 2021, an increase of \$58.3 million or 48.3%. The increase was due primarily to new routes to the USA, South America, Europe and Asia and by an increase in adhoc ACMI charter flights

All-in scheduled and adhoc cargo and passenger charter revenue for the nine month period ended September 30, 2022 was \$85.7 million compared to \$66.7 million for the same period in 2021, an increase of \$19.0 million or 28.5%. The increase in revenue was primarily due to increase in adhoc charters to Asia, partially offset by a decrease in All-in scheduled flights to Europe.

Fuel surcharges and other cost pass-through revenues were \$168.5 million for the nine month period ended September 30, 2022 compared to \$99.6 million for the same period in 2021. During the period, fuel surcharges increased due to a 84.1% increase in fuel prices, and a 16.6% increase in domestic revenues from new and existing customers that attracted fuel surcharges. Fuel surcharges and other cost pass-through revenues also consist of fuel sales to third parties of \$3.9 million for the nine month periods ended September 30, 2022 and \$3.1 million for the same period in 2021. Fuel surcharges passed on to the customers are based on the index published by Statistics Canada which lag the current market rates by two month.

Other revenues consist primarily of aircraft lease revenue, hangar rental revenues, ground handling services provided to customers and maintenance revenues for aircraft line maintenance provided to other airlines. Other revenues for the nine month period ended September 30, 2022 were \$19.9 million compared to \$12.1 million for the same period in 2021, an increase of \$7.8 million or 64.5%.

### **Direct Expenses**

Total direct expenses were \$527.3 million for the nine month period ended September 30, 2022 compared to \$367.7 million for the nine month period ended September 30, 2021. This increase in direct costs reduced gross margin to 26.0% in 2022 from 29.5% in 2021. The overall increase in direct expenses was due primarily to a \$84.4 million increase in fuel costs, an \$13.2 million increase in depreciation, a \$7.3 million increase in aircraft costs, an \$1.7 million increase in heavy maintenance amortization, a \$9.4 million increase in maintenance costs, a \$12.4 million increase in crew costs, \$20.2 million increase in ground services costs, a \$3.7 million increase in airport services costs and a \$7.3 million increase in navigation and insurance costs.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

Fuel costs were \$165.0 million for the nine month period ended September 30, 2022 compared to \$80.6 million for the same period in 2021. The \$84.4 million or 104.7% increase in fuel costs was due primarily to a 84.1% increase in fuel prices and by a 14.2% increase in block hours on the domestic network. Any changes in fuel cost experienced by the Company due to changes in fuel prices are mostly passed on to customers as an increase or decrease in their fuel surcharges or adhoc rates. This amount was partially offset by a decrease in adhoc all-in charters.

The depreciation expense was \$89.7 million for the nine month period ended September 30, 2022 compared to \$76.5 million for the same period in 2021. The \$13.2 million or 17.3% increase in depreciation expenses was due primarily to the addition of aircraft, engines, facilities and other assets.

Aircraft costs were \$17.7 million for the nine month period ended September 30, 2022 compared to \$10.4 million in 2021, representing an increase of \$7.3 million or 70.2%. The increase in aircraft costs was due primarily to the increase in sub charter costs on certain scheduled ACMI routes.

Heavy maintenance amortization costs were \$9.4 million for the nine month period ended September 30, 2022 compared to \$7.7 million in 2021, representing an increase of \$1.7 million or 22.1%. Heavy maintenance of aircraft occurs at regular and predetermined intervals and the costs related to these are deferred by the Company and amortized until the next scheduled heavy maintenance. The heavy maintenance component of newly acquired aircraft is also deferred and amortized until the next scheduled event.

Maintenance costs were \$46.5 million for the nine month period ended September 30, 2022 compared to \$37.1 million for the same period in 2021, representing an increase of \$9.4 million or 25.3%. This increase was due to the increase in fleet size, additional block hours and the hiring of additional maintenance personnel.

Total crew costs including salaries, training and positioning were \$65.2 million for the nine month period ended September 30, 2022 compared to \$52.8 million for the same period in 2021, representing an increase of \$12.4 million or 23.5%. The increase was due primarily to increase in the number of crew personnel hired, annual crew salary increase as per the collective agreement with the union and increased crew positioning and training costs.

Ground services costs were \$60.4 million for the nine month period ended September 30, 2022 compared to \$40.2 million for the same period in 2021, representing an increase of \$20.2 million or 50.2%. This increase was due primarily to a \$10.1 million increase in payroll cost due to hiring of additional personnel, annual wage increase and increase in domestic volume and adhoc charter activities. Higher activities also resulted in a \$10.1 million increase in ground services, line haul and cartage cost.

Airport services costs were \$34.6 million for the nine month period ended September 30, 2022 compared to \$30.9 million for the same period in 2021, representing an increase of \$3.7 million or 12.0%. This increase was primarily due to a \$2.7 million increase in landing and parking costs due to increased activity and a \$1.0 million increase in warehouse facilities cost.

Navigation and insurance costs were \$38.8 million for the nine month period ended September 30, 2022 compared to \$31.5 million for the same period in 2021, representing an increase of \$7.3 million or 23.2%. This increase was primarily due to a \$8.5 million increase in navigation costs due to increased activity, partially offset by a \$1.2 million reduction in aircraft insurance costs.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

#### **Selling, General and Administrative Expenses**

SG&A expenses for the nine month period ended September 30, 2022 were \$84.1 million compared to \$51.3 million for the same period in 2021, representing an increase of \$32.8 million or 63.9%. This increase was primarily due to a \$1.1 million increase in sales and marketing costs, a \$2.6 million increase in salaries and benefits and pension costs, a \$ 1.7 million increase in audit, legal and consulting expenses, \$34.0 million loss on swap derivatives, a \$1.3 million increase in office supplies and a \$3.6 million increase in other general and administrative expenses, partially offset by a \$11.5 million decrease in bonus and incentives due to change in the fair value of options.

#### **Other Selling, General and Administrative Expenses**

Other SG&A expenses for the nine month period ended September 30, 2022 were gains of \$110.7 million compared to expense of \$16.5 million for the same period in 2021, representing a decrease of \$127.2 million or 770.9%. The decrease was due primarily to a \$123.2 million decrease in the fair value adjustment on the stock warrant obligation and a \$3.3 million decrease in finance costs and a \$0.7 million decrease in other losses.

#### **Fair value adjustment on stock warrant**

Fair value adjustment on stock warrant for the nine month period ended September 30, 2022 was a gain of \$133.6 million compared to a gain of \$10.4 million for the same period in 2021, representing an increase of \$123.2 million or 1184.6%. The increase was due primarily to the change in the Company's share price.

#### **Finance costs**

Finance costs for the nine month period ended September 30, 2022 were \$20.4 million compared to \$23.7 million for the same period in 2021, representing a decrease of \$3.3 million or 13.9%. The decrease was primarily due to prepayment of lease liabilities for six aircraft scheduled monthly repayments and repayment of credit facility and also due to capitalization of borrowing costs amounting to \$3.0 million at an average cost of debt of 6.5%.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

#### Other losses

Other losses for the nine month period ended September 30, 2022 were \$2.5 million (September 30, 2021 - \$3.2 million). Other losses in 2021 were primarily due to a \$2.9 million foreign exchange loss (September 30, 2021 - \$0.4 million gain) and a \$nil million loss on extinguishment of lease liabilities (September 30, 2021 - \$3.7 million), partially offset by a \$0.4 million gain on disposal of property, plant and equipment (September 31, 2021 - \$0.1 million)

#### Share of loss of associate

Share of loss of associate for the nine month period ended September 30, 2022 were a loss of \$2.3 million (September 30, 2021 – \$nil) represents the company's share of the net loss from investment in an associate.

#### **Adjusted EBITDA** <sup>(1)</sup>

Adjusted EBITDA for the nine months period ended September 30, 2022 was \$246.1 million compared to \$202.5 million for the same period in 2021. The increase in Adjusted EBITDA of \$43.6 million or 21.5% was due primarily to the following:

- Growth in domestic network revenues due to growth in domestic network volumes
- Increase in ACMI revenues partially offset with corresponding increase in variable costs
- Increase in All-in Charter revenues

#### **Net Income**

Net income for the nine months period ended September 30, 2022 was \$187.8 million compared to income of \$65.4 million for the same period in 2021, an increase of \$122.4 million or 187.2%. The increase in net revenue was primarily due to increase in domestic, ACMI revenues and All-in Charter revenues.

#### **Current Income Taxes**

No provision for current income taxes were made for the nine months period ended September 30, 2022 or 2021, due to the current and carry forward losses of prior years.

#### **Deferred Income Taxes**

The deferred income taxes recognized for the nine months period ended September 30, 2022 was a provision of \$22.1 million compared to a provision of \$21.0 million for the same period in 2021. Deferred taxes result from the change in temporary differences between the financial reporting and tax bases of certain balance sheet items for the period.



**CARGOJET INC.**  
**Management's Discussion and Analysis of Financial Condition  
and Results of Operations**  
For the Three and Nine Months Period Ended September 30, 2022

---

**Standardized Free Cash Flow <sup>(1)</sup> and Adjusted Free Cash Flow <sup>(1)</sup>**

Standardized free cash flow was an inflow of \$119.2 million for the nine months period ended September 30, 2022 compared to an inflow of \$111.6 million for the same period in 2021, an increase of \$7.6 million or 6.8%. The increase in standardized free cash flow was due primarily to higher cash generated by operating activities, partially offset by higher maintenance capital expenditure. Adjusted Free Cash Flow was an inflow of \$135.4 million for the nine months period ended September 30, 2022, compared to an inflow of \$122.3 million for the same period in 2021, representing an increase of \$13.1 million. The increase was due to an increase in adjusted EBITDA and changes in non-cash working capital items, partially offset by a higher maintenance capital expenditure.

(1) Adjusted EBITDA, standardized free cash flow and Adjusted Free Cash Flow are non-GAAP financial measures. Reconciliations of these measures to comparable GAAP measures can be found in the Non-GAAP Measures section of this MD&A. Definitions of these measures can be found in the "End Notes" section of this MD&A.

**Dividends**

Total dividends declared for the nine months period ended September 30, 2022 were \$14.4 million or \$0.8320 per share. In comparison, total dividends declared for the nine months period ended September 30, 2021 were \$13.5 million or \$0.7800 per share.

Record Date	Date Dividends		Declared	Number of Shares	Per Share	Paid
	Record Date	Paid/Payable				
			\$		\$	\$
December 20, 2021	January 05, 2021		-	17,324,258	-	4,504,307
March 21, 2022	April 05, 2022		4,504,307	17,324,258	0.2600	4,504,307
June 20, 2022	July 05, 2022		4,954,738	17,324,258	0.2860	4,954,738
September 20, 2022	October 05, 2022		4,919,826	17,202,186	0.2860	-
			14,378,871		0.8320	13,963,352

Record Date	Date Dividends		Declared	Number of Shares	Per Share	Paid
	Record Date	Paid/Payable				
			\$		\$	\$
December, 21 2020	January, 05 2021		-	15,597,068	-	3,649,714
March, 19 2021	April, 05 2021		4,500,797	17,310,759	0.2600	4,500,797
June, 22 2021	July, 05 2021		4,504,307	17,324,258	0.2600	4,504,307
September, 20 2021	October, 05 2021		4,504,307	17,324,258	0.2600	
			13,509,412		0.7800	12,654,818

**Liquidity and Capital Resources**

Cash generated by operating activities after net changes in non-cash working capital balances was \$220.0 million (September 30, 2021 - \$183.6 million). The \$36.4 million increase in cash generated was primarily due to increase in EBITDA and change in non-cash working capital items, deposits.

# **CARGOJET INC.**

## **Management’s Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

Cash provided from financing activities during the nine month period ended September 30, 2022 was \$140.6 million (cash provided September 30, 2021 – \$157.6 million) and was comprised of proceeds from borrowings \$196.7 million (September 30, 2021 - \$nil) and proceeds from net equity issuance \$nil (September 30, 2021 - \$349.8 million), partially offset by the repayment of borrowings of \$nil (September 30, 2021 - \$72.9 million), the repayment of obligations under finance lease of \$21.5 million (September 30, 2021 – \$90.3 million), share buyback of \$16.7 million (September 30, 2021 - \$nil), share-based compensation of \$3.6 million (September 30, 2021 - \$13.6 million), withholding tax paid on vested restricted share units of the Company of \$0.3 million (September 30, 2021 - \$2.8 million) and dividends paid to shareholders of \$14.0 million (September 30, 2021 – \$12.6 million).

Cash used in investing activities during the nine month period ended September 30, 2022 was \$449.0 million (September 30, 2021 - \$212.1 million) and was comprised primarily of property, plant and equipment additions of \$447.1 million (September 30, 2021 - \$202.8 million), acquisition of interest in associate \$nil (September 30, 2021 - \$9.4 million) and loans to associate of \$2.3 million (September 30, 2021 - \$nil). This was partially offset by proceeds from the disposal of property, plant and equipment of \$0.4 million (September 30, 2021 - \$0.1 million).

See “Highlights for the Three Month Periods ended September 30, 2022 and 2021” – “Liquidity and Capital Resources” – “Liquidity and Risk Management”.

#### **Capital Expenditures and ROU Additions**

The property, plant and equipment additions of \$464.2 million in the current year were primarily comprised of additions to aircraft, engines, ground services equipment, leasehold improvements, rotatable spares, heavy maintenance, facilities and other equipment and spares of \$450.7 million and ROU asset additions of \$13.5 million. Out of \$450.7 million capital expenditure additions \$101.2 million was due to maintenance capital expenditure <sup>(1)</sup> and \$349.5 was due to growth capital expenditure <sup>(1)</sup>.

(1) Maintenance capital expenditure and growth capital expenditure are non-GAAP measures. Maintenance capital expenditure is defined in End Notes. Any capex expenditure other than maintenance capital expenditure is growth capital expenditure.

#### **FINANCIAL CONDITION**

The following is a comparison of the financial position of the Company as at September 30, 2022 to the financial position of the Company as at December 31, 2021:

##### **Trade and Other Receivables**

Trade and other receivables as of September 30, 2022 amounted to \$103.9 million compared to \$75.2 million as at December 31, 2021. The increase of \$28.7 million was primarily due to the timing of cash collections from customers. The quality of the Company’s net receivable balances and its current collections, in management’s opinion, remain excellent.

**CARGOJET INC.**  
**Management’s Discussion and Analysis of Financial Condition  
and Results of Operations**  
**For the Three and Nine Months Period Ended September 30, 2022**

---

Property, Plant and Equipment

As at September 30, 2022, property, plant and equipment were \$1,519.8 million compared to \$1,159.9 million as at December 31, 2021. The \$359.9 million net increase in property, plant and equipment was primarily due to the net addition of \$450.7 million in property plant and equipment, a \$13.5 million addition in ROU assets partially offset by depreciation of \$93.7 million, amortization of ROU asset of \$7.0 million and net adjustment of \$3.6 million.

Trade and Other Payables

Trade and other payables as at September 30, 2022 were \$100.1 million compared to \$78.3 million as at December 31, 2021. The increase of \$21.8 million was due primarily to the timing of supplier payments and increased revenue volumes.

Lease Liabilities

The lease liabilities are in respect of the lease of two B767-300 one B767-200 aircraft, hangars and warehouses. Total finance leases including the current portion were \$94.1 million as at September 30, 2022 compared to \$91.4 million as at December 31, 2021. The change was due to exercise of purchase options for one B767-300 aircraft in October 2021 and the scheduled monthly repayments made during the year ended September 30, 2021.

**SUMMARY OF CONTRACTUAL OBLIGATIONS**

As at September 30, 2022 (Canadian dollars in millions)	Total	Payments due by Year				
		2022	2023	2024	2025	Thereafter
Lease liabilities	94.1	5.5	31.4	16.7	11.3	29.2
Borrowings	196.7	-	-	-	-	196.7
Debentures	309.0	-	-	84.6	112.0	112.4
Stock warrant obligations	143.3	-	-	-	-	143.3
	743.1	5.5	31.4	101.3	123.3	481.6

**OFF-BALANCE SHEET ARRANGEMENTS**

Note: See Caution Concerning Forward Looking Statements, page 3.

The Company’s primary off-balance sheet arrangements are as follows:

(a) The Company has provided indemnities under lease agreements for the use of various operating facilities and leased aircraft. Under the terms of these agreements, the Company agrees to indemnify the lessors of aircraft and facilities for various items including, but not limited to, all liabilities, losses, suits and damages arising during, on or after the term of the agreement. The maximum amount of any potential future payment cannot be reasonably estimated.

## **CARGOJET INC.**

# **Management's Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

(b) Indemnities have been provided to all directors and officers of the Company for various items including, but not limited to, all costs to settle suits or actions due to association with the Company, subject to certain restrictions. The Company has purchased directors' and officers' liability insurance to mitigate the cost of any potential future lawsuits or actions. The term of the indemnification is not explicitly defined, but is limited to the period over which the indemnified party served as a director or officer of the Company. The maximum amount of any potential future payment cannot be reasonably estimated.

(c) In the normal course of business, the Company has entered into agreements that include indemnities in favour of third parties, such as purchase and sale agreements, confidentiality agreements, engagement letters with advisors and consultants, outsourcing agreements, leasing contracts, information technology agreements and service agreements. These indemnification agreements may require the Company to compensate counterparties for losses incurred by the counterparties as a result of breaches in representation and regulations or as a result of litigation claims or statutory sanctions that may be suffered by the counterparty as a consequence of the transaction. The terms of these indemnities are not explicitly defined and the maximum amount of any potential reimbursement cannot be reasonably estimated.

(d) The Company participates in six Fuel Facility Corporations ("FFC") along with other airlines that contract for fuel services at various major airports in Canada. Each FFC operates on a cost recovery basis. The purpose of the FFC is to own and finance the system that distributes fuel to the contracting airlines, including leasing the required land rights. The aggregate debt of these FFC and any liabilities of environmental remediation costs are not considered part of the financial statements of the Company and are not consolidated. The airlines that participate in FFC guarantee on a pro-rata basis of the share of the debt based on system usage. There is no major change in the total assets and total debts of these FFC as disclosed in the MD&A for the year ended December 31, 2021. The Company views the potential for losses in respect of the FFC as remote.

The nature of these indemnification agreements prevents the Company from making a reasonable estimate of the maximum exposure due to the difficulties in assessing the amount of liability which stems from the unpredictability of future events and the unlimited coverage offered to counterparties.

Historically, the Company has not made any payments under such or similar indemnification agreements and therefore no amount has been accrued in the balance sheet with respect to these agreements.

## **MAJOR CUSTOMERS**

During the nine month period ended September 30, 2022, the Company had sales to three customers that represented 62.0% of the total revenues (September 30, 2021 – 59.0%). These sales are provided under service agreements that expire over various periods to April 2025.

## **CONTINGENCIES**

The Company has provided irrevocable standby letters of credit totalling approximately \$1.7 million as at September 30, 2022. The other guarantees are provided to financial institutions as security for its corporate credit cards, and to a number of vendors as a security for the Company's ongoing leases and purchases.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

**For the Three and Nine Months Period Ended September 30, 2022**

---

### **RELATED PARTY TRANSACTIONS**

#### Head office

The Company entered into a lease agreement in February 2017 with respect to a 62,000 square feet head office and warehouse area that is indirectly and beneficially owned by one of the Company's executive officers and directors. On adoption of IFRS 16, the Company recognized the lease liability that was measured at the present value of the remaining lease payments determined using the incremental borrowing rate as of January 1, 2019 and recorded the right of use asset and the lease liability under the standard. The lease will expire in 2032. The transaction is in the normal course of business and is measured at the exchange amount, which is the amount of consideration established and agreed to by the related parties. The basic rent is subject to revision every five years at a predetermined rate per the terms of the lease.

Under the lease, the Company paid \$0.8 during the period out of which \$0.4 was adjusted towards principal payments against the liability and \$0.4 was recorded as related interest cost. The Company also paid utilities, taxes, maintenance, insurance and other related costs for the leased premises. As at September 30, 2022, the Company had a liability of \$8.5 due under the finance lease.

#### Investment in Associate

The Company has acquired an investment in Avia Acquisition LLC. 21 Air, which is wholly owned by Avia Acquisition LLC, is one of the vendors of the Company and provides charter services to the Company.

The Company has also leased two Boeing 767-200 aircraft to 21 Air in October 2019 and January 2021 respectively. Both leases expire in 2024. The transactions are in the normal course of the business and are measured at the exchange amount which is the amount of consideration established and agreed by the related parties.

### **RISK FACTORS**

#### Risks Related to the Business

A detailed description of risk factors associated with the Company's business is given in the "Risk Factors" section of the MD&A for the three months and year ended December 31, 2021 dated March 07, 2022 which was filed with SEDAR at [www.sedar.com](http://www.sedar.com). The Company is not aware of any significant changes to its risk factors from those disclosed at that time.

### **CRITICAL ACCOUNTING JUDGMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY**

The preparation of financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and reported amounts of revenue and expenses during the reporting period. By their nature, judgments and estimates may change in light of new facts and circumstances in the internal and external environment. The following judgments are those deemed by management to be material to the preparation of the financial statements.

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

---

### Critical accounting judgments

*Componentization of property, plant and equipment and goodwill:* The componentization of the Company's property, plant and equipment is based on management's judgment of the cost of the component relative to the total cost of an asset and whether these components have different useful lives for determination of depreciation.

*Impairment of property, plant and equipment:* Assessment of impairment is based on management's judgment of whether there are sufficient internal and external factors that would indicate that an asset or cash generating unit (CGU) is impaired. The determination of CGUs is also based on management's judgment and is an assessment of the smallest group of assets that generate cash inflows independently of other assets. Factors considered include whether an active market exists for the output produced by the asset or group of assets as well as how management monitors and makes decisions about operations.

*ROU asset:* Value of lease asset in use and recognition of related obligation requires judgement related to discount rate used for discounting the lease payments and for determination of lease period where judgment is required to determine whether, it is reasonably certain that option to renew the lease will be exercised (or not exercised). Judgment may also be required in assessing whether a contract contains a lease or not.

### OUTSTANDING SHARE DATA

The Company's common and variable voting shares are listed under the symbol "CJT" and hybrid debentures are listed under the symbol "CJT.DB.D", "CJT.DB.E" and "CJT.DB.F" on the TSX. The Company completed the necessary searches through broker intermediaries. The following table sets out the shares of the Company outstanding as of September 30, 2022:

<b>Capital</b>	<b>Authorized/ Principal</b>	<b>Outstanding number of shares</b>
Common Shares	Unlimited	15,356,029
Variable Voting Shares	Unlimited	1,846,157
Total Common and Variable Voting Shares	\$	17,202,186

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

#### Exemptive Relief from Take-Over Bid and Early Warning Rules

On May 1, 2019, the Company received an exemption to treat its variable voting shares and common shares as a single class for the purposes of applicable take-over bid requirements and early warning reporting requirements contained under Canadian securities laws. The securities regulatory authorities in each of the provinces of Canada granted exemptive relief (the "Decision") from: (i) applicable formal take-over bid requirements, as contained under Canadian securities laws, such that those requirements would only apply to an offer to acquire 20 per cent or more of the outstanding variable voting shares and common shares of the Company on a combined basis; (ii) applicable early warning reporting requirements, as contained under Canadian securities laws, such that those requirements would only apply to an acquirer who acquires or holds beneficial ownership of, or control or direction over, 10 per cent or more of the outstanding variable voting shares and common shares of the Company on a combined basis (or five per cent in the case of acquisitions during a take-over bid or an issuer bid); and (iii) applicable alternative monthly reporting requirements, as contained under Canadian securities laws, such that eligible institutional investors may meet the eligibility criteria for alternative monthly reporting by calculating its security holdings using (A) a denominator comprised of all outstanding common shares and variable voting shares on a combined basis, and (B) a numerator including all of the common shares and variable voting shares owned or controlled by the eligible institutional investor. A copy of the Decision is available under the Company's profile on SEDAR at [www.sedar.com](http://www.sedar.com).

The Decision takes into account that the Company's dual class shareholding structure was implemented solely to ensure compliance with the foreign ownership requirements of the *Canada Transportation Act* (the "CTA"). An investor does not control or choose which class of shares it acquires and holds. The class of shares ultimately available to an investor is solely a function of the investor's status as a Canadian or non-Canadian (as defined in the CTA). Due to the relatively small number of outstanding variable voting shares, absent the Decision, it may have been more difficult for non-Canadian investors to acquire variable voting shares in the ordinary course without the apprehension of inadvertently triggering the take-over bid rules or early warning requirements. The Decision considered the fact that the variable voting shares and common shares have identical terms except for the foreign ownership voting limitations applicable in the case of the variable voting shares.

#### **INFORMATION DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROLS OVER FINANCIAL REPORTING**

Disclosure controls and procedures within the Company are designed to provide reasonable assurance that appropriate and timely decisions are made regarding public disclosure. This is accomplished through the establishment of systems that identify and communicate relevant information to persons responsible for preparing public disclosure items, in accordance with the Disclosure Policy adopted by the Board of Directors of the Company.

Internal controls over financial reporting are designed to provide reasonable assurance regarding the reliability of the Company's financial reporting and its preparation of financial statements for external purposes in accordance with IFRS.

# **CARGOJET INC.**

## **Management's Discussion and Analysis of Financial Condition and Results of Operations**

### **For the Three and Nine Months Period Ended September 30, 2022**

---

An evaluation of the effectiveness of the Company's disclosure controls and procedures and internal controls over financial reporting, as defined under the rules of the Canadian Securities Administrators, was conducted at December 31, 2021 by management. Based on this evaluation, the Chief Executive Officer and the Chief Financial Officer have concluded that the disclosure controls and procedures and internal controls over financial reporting of the Company are effective. This MD&A was reviewed by the Disclosure Officers of the Company (individuals authorized to communicate with the public about information concerning the Company), the Audit Committee and the Board of Directors of the Company, all of whom approved it prior to its publication.

#### **END NOTES**

(A) "EBITDA" is defined as earnings before interest, taxes, depreciation and amortization. EBITDA is calculated as net income or loss excluding the following: depreciation, aircraft heavy maintenance amortization, interest on long-term debt, deferred income taxes and provision for current income taxes. EBITDA is a term used by the Company that does not have a standardized meaning prescribed by IFRS and is therefore unlikely to be comparable to similar measures used by other issuers. EBITDA is a measure of the Company's operating profitability and by definition excludes certain items as detailed above. These items are viewed by management as non-cash (in the case of depreciation and amortization of aircraft heavy maintenance expenditures), or non-operating (in the case of interest on long-term debt and provision for current income taxes). The underlying reasons for exclusion of each item are as follows:

**Depreciation** - as a non-cash item, depreciation has no impact on the determination of EBITDA.

**Interest on long-term debt** - interest on long-term debt is a function of the Company's treasury/financing activities and represents a different class of expense than those included in EBITDA.

**Deferred income taxes** - the calculation of deferred income taxes is a function of temporary differences between the financial reporting and the tax basis of balance sheet items for calculating tax expense and is separate from the daily operations of the Company.

**Provision for current income taxes** - the provision for current income taxes is a non-operating item and represents a different class of expense than those included in EBITDA.

**Aircraft heavy maintenance amortization** - aircraft heavy maintenance amortization represents a non-cash item and is excluded from EBITDA.



# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

---

(B) "Adjusted EBITDA" is defined as earnings before share based compensation, interest, taxes, depreciation, amortization and other adjustments. Adjusted EBITDA is calculated as net income or loss excluding the following: depreciation, aircraft heavy maintenance amortization, contract asset amortization, unrealized gains or losses on fair value of cash settled share-based payment arrangement, swaps and warrants, realized gain or losses on settlement of swaps, interest on long-term debt, deferred income taxes, provision for current income taxes, gain or loss on disposal of property, plant and equipment, amortization of maintenance deposits, impairment of property, plant and equipment, unrealized foreign exchange gains or losses, gains or losses on settlement of debts or finance lease liabilities, share-based compensation and provision for employee pension. Adjusted EBITDA is the term used by the Company that does not have a standardized meaning prescribed by IFRS and is therefore unlikely to be comparable to similar measures used by other issuers. Adjusted EBITDA is a measure of the Company's operating profitability and by definition excludes certain items as detailed above. Management views these items as non-cash (in the case of depreciation, aircraft heavy maintenance amortization, contract asset amortization, loss on disposal of property, plant and equipment, loss on disposal of intangible assets, amortization of maintenance deposits, unrealized foreign exchange gains and losses, unrealized gains or losses on fair value of cash settled share-based payment arrangement, swaps and warrants, provision or recovery from deferred income taxes), or non-operating (in the case of interest on long-term debt, gain on disposal of property, plant and equipment, gain on disposal of intangible assets, realized gain or losses on settlement of cash settled share-based payment arrangement and swaps and provision for current income taxes to be paid). The underlying reasons for exclusion of each item are as follows:

**Depreciation** - as a non-cash item, depreciation has no impact on the determination of Adjusted EBITDA.

**Interest on long-term debt** - interest on long-term debt is a function of the Company's treasury/financing activities and represents a different class of expense than those included in Adjusted EBITDA.

**Deferred income taxes** - the calculation of deferred income taxes is a function of temporary differences between the financial reporting and the tax basis of balance sheet items for calculating tax expense and is separate from the daily operations of the Company.

**Provision for current income taxes** - the provision for current income taxes is a non-operating item and represents a different class of expense than those included in Adjusted EBITDA.

**Gain or loss on disposal of property, plant and equipment** - the gain or loss arising from the disposal of property, plant and equipment is a non-cash item and has no impact on the determination of Adjusted EBITDA.

**Unrealized foreign exchange loss (gain)** - the unrealized gain or loss arising from the valuation of the foreign exchange balances at the period-end is a non-cash item and has no impact on the determination of Adjusted EBITDA.

**Aircraft heavy maintenance amortization** - aircraft heavy maintenance amortization represents a non-cash item and is excluded from Adjusted EBITDA.

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

---

**Unrealized gain or loss on forward foreign exchange contracts** - the gain or loss arising from the forward foreign exchange contracts is a non-cash item and has no impact on the determination of Adjusted EBITDA. Any cash surrender value on settlement of forward contract is added back to EBITDA.

**Contract asset amortization** – contract asset amortization represents a non-cash item and is excluded from Adjusted EBITDA.

**Gain or loss on fair value of cash settled share-based payment arrangement related to financing arrangement** - the gain or loss arising from the fair value of cash settled share-based payment related to a financing arrangement is a function of the Company's treasury/financing activities and has no impact on the determination of Adjusted EBITDA

**Gain or loss on fair value of total return swap related to financing arrangement** – the gain or loss arising from the fair value of total return swap related to a financing arrangement is a function of the Company's treasury/financing activities and has no impact on the determination of Adjusted EBITDA

**Gain or loss on fair value of stock warrant** - the gain or loss arising from the fair value of stock warrant related to treasury/financing arrangement is a non-cash item and has no impact on the determination of Adjusted EBITDA.

**Loss on settlement of cash settled share-based payment arrangement related to financing arrangement** - the loss arising from the settlement of cash settled share-based payment related to a financing arrangement is a function of the Company's treasury/financing activities and represents a different class of expense than those included in Adjusted EBITDA.

**Gain on settlement of total return swap related to financing arrangement** - the gain arising from the settlement of total return swap related to a financing arrangement is a function of the Company's treasury/financing activities and represents a different class of income than those included in Adjusted EBITDA.

**Gain and loss on extinguishment of debts and lease liabilities** - The loss on extinguishment of a long-term debt and lease liabilities is a function of the Company's treasury/financing activities and represents a different loss of expense than those included in Adjusted EBITDA.

**Employee pension** – the provision for employee pension is a non-cash item and represents a different class of expense than those included in EBITDA.

**Share-based compensation expense** – expense arising from the grant of stock-based awards to employees is excluded as the amount of such expenses in any specific period may not directly correlate to the underlying performance of business operations and such expenses can vary significantly between periods as a result of the timing of grants of new stock-based awards, valuation methodologies and market sentiments. Additionally, excluding stock-based compensation from Adjusted EBITDA assists management and investors in making meaningful comparisons with the Company's operating performance between the periods and the operating performance of other companies that may use different forms of employee compensation or different valuation methodologies for their stock-based compensation.

# CARGOJET INC.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

---

**Share of gain or loss in associate** is a different class of income or expense than those included in EBITDA.

**Gain or loss on fair value or settlement of total return swap related to share-based compensation** – the gain or loss arising from the fair value of total return swap or its settlement related to share-based compensation is excluded from Adjusted EBITDA measure. Swaps are used by the Company to offset its exposure on share-based compensations. The Company is exposed to market price fluctuation in its share price which is the asset underlying the swaps. This item is excluded as the amount of income or expense in any specific period may not directly correlate to the underlying performance of business operations and as such this income or expenses can vary significantly between periods as a result of the fluctuation in the share price. Additionally, excluding income or expense from swaps from Adjusted EBITDA assists management and investors in making meaningful comparisons between Company's operating performance between the periods and the operating performance of other companies that may or may not use swaps.

- (c) "Adjusted Free Cash Flow" is a term, that does not have a standardized meaning prescribed by IFRS and is therefore unlikely to be comparable to similar measures used by other companies. The objective of presenting this non-IFRS measure is to calculate the amount that is available for dividend distributions to shareholders. Adjusted Free Cash Flow is not necessarily indicative of cash available to fund cash needs and should not be considered an alternative to cash flow as a measure of liquidity. All references in the MD&A to "Adjusted Free Cash Flow" have the meaning set out in this note.

In November 2010, the CPA Canada issued a consultation guidance titled *Reporting Supplementary Financial Measures, General Principles* ("the Guidance"). The Guidance approved the continuation of previously published guidance on EBITDA and free cash flow as they continue to be relevant in the post IFRS environment.

Standardized Free Cash Flow is defined as "Cash flows from operating activities as reported in the IFRS financial statements, including operating cash flows provided from or used in discontinued operations; total maintenance capital expenditures minus proceeds from the disposition of capital assets other than those of discontinued operations, as reported in the IFRS financial statements; and dividends, when stipulated, unless deducted in arriving at cash flows from operating activities."

The Company has adopted a measurement called Adjusted Free Cash Flow to supplement net earnings as a measure of operating performance. Adjusted Free Cash Flow is defined by the Company as Standardized Free Cash Flow as defined by the CPA Canada, less operating cash flows provided from or used in discontinued operations, changes in working capital, plus the provision for current income taxes.

The underlying reasons for the inclusion and exclusion of each item are as follows:

**Changes in working capital** - Changes in non-cash working capital items and deposits represent timing differences in the Company's working capital from year to year. These items are expected to be recoverable or payable shortly from the balance sheet date. Since it only represents short-term timing differences, it should be excluded from standardized free cash flow to determine a more representative measure of cash that is available for dividend distributions.

## CARGOJET INC.

# Management's Discussion and Analysis of Financial Condition and Results of Operations

For the Three and Nine Months Period Ended September 30, 2022

---

**Provision for current income taxes** – The expected cash outflows from the provision of current income tax is deducted to determine cash that is available for dividend distributions as it has priority over dividend distribution.

**Maintenance capital expenditures** - These are defined as any fixed assets acquired during a reporting period to maintain the Company's aircraft fleet and other assets at the level required to continue operating the existing business. They also include any capital expenditure required to extend the operational life of the fleet including heavy maintenance. Maintenance capital expenditures exclude any capital expenditures that result in new and additional capacity required to grow operational revenue and cash flows.

- (d) **Growth capital expenditures** – These are discretionary investments of the Company to increase capacity, geographic reach and to acquire more customers with a purpose to grow operational revenue, profits and cash flows.
- (e) **Financial leverage ratio** – is a measure of our level of financial leverage and is obtained by dividing the net debt by shareholder's equity and is measure of the Company's ability to meet its financial obligations
- (f) **Net debt** – is a metric obtained by subtracting cash from debt and lease liabilities and is used to monitor the Company's financial leverage.