## **Quarterly Results of Operations**

The following table sets forth selected financial data and operating statistics for the four quarters ended December 31, 2013. The information for each of these quarters is unaudited and has been prepared on the same basis as the audited consolidated financial statements appearing elsewhere in this Form 10-K.

|   | Three Months Ended |        |                  |        |                       |        |                      |        |
|---|--------------------|--------|------------------|--------|-----------------------|--------|----------------------|--------|
|   | March 31,<br>2013  |        | June 30,<br>2013 |        | September 30,<br>2013 |        | December 31,<br>2013 |        |
| Statements of Operations Data (dollars in millions) |                    |        |                  |        |                       |        |                      |        |
| Operating revenues                                  | \$                 | 1,299  | \$               | 1,335  | \$                    | 1,442  | \$                   | 1,365  |
| Operating expenses:                                 |                    |        |                  |        |                       |        |                      |        |
| Aircraft fuel and related taxes                     |                    | 467    |                  | 465    |                       | 501    |                      | 466    |
| Salaries, wages and benefits                        |                    | 280    |                  | 279    |                       | 283    |                      | 293    |
| Landing fees and other rents                        |                    | 70     |                  | 80     |                       | 81     |                      | 74     |
| Depreciation and amortization                       |                    | 68     |                  | 71     |                       | 73     |                      | 78     |
| Aircraft rent                                       |                    | 32     |                  | 33     |                       | 32     |                      | 31     |
| Sales and marketing                                 |                    | 50     |                  | 53     |                       | 60     |                      | 60     |
| Maintenance materials and repairs                   |                    | 114    |                  | 111    |                       | 109    |                      | 98     |
| Other operating expenses <sup>(1)</sup>             |                    | 159    |                  | 141    |                       | 151    |                      | 150    |
| Total operating expenses                            |                    | 1,240  |                  | 1,233  |                       | 1,290  |                      | 1,250  |
| Operating income                                    |                    | 59     |                  | 102    |                       | 152    |                      | 115    |
| Other income (expense)(2)                           |                    | (36)   |                  | (42)   |                       | (33)   |                      | (38)   |
| Income before income taxes                          |                    | 23     |                  | 60     |                       | 119    |                      | 77     |
| Income tax expense                                  |                    | 9      |                  | 24     |                       | 48     |                      | 30     |
| NET INCOME  | \$                 | 14     | \$               | 36     | \$                    | 71     | \$                   | 47     |
| Operating margin                                    |                    | 4.5%   |                  | 7.6%   |                       | 10.5%  |                      | 8.4%   |
| Pre-tax margin                                      |                    | 1.8%   |                  | 4.5%   |                       | 8.2%   |                      | 5.7%   |
| Operating Statistics:                               |                    |        |                  |        |                       |        |                      |        |
| Revenue passengers (thousands)                      |                    | 7,300  |                  | 7,753  |                       | 8,059  |                      | 7,351  |
| Revenue passenger miles (millions)                  |                    | 8,506  |                  | 9,115  |                       | 9,561  |                      | 8,654  |
| Available seat miles ASM (millions)                 |                    | 10,140 |                  | 10,741 |                       | 11,252 |                      | 10,691 |
| Load factor   |                    | 83.9%  |                  | 84.9%  |                       | 85.0%  |                      | 80.9%  |
| Aircraft utilization (hours per day)                |                    | 11.9   |                  | 12.2   |                       | 12.2   |                      | 11.5   |
| Average fare  | \$                 | 162.53 | \$               | 157.51 | \$                    | 164.02 | \$                   | 168.94 |
| Yield per passenger mile (cents)                    |                    | 13.95  |                  | 13.40  |                       | 13.83  |                      | 14.35  |
| Passenger revenue per ASM (cents)                   |                    | 11.70  |                  | 11.37  |                       | 11.75  |                      | 11.62  |
| Operating revenue per ASM (cents)                   |                    | 12.81  |                  | 12.42  |                       | 12.82  |                      | 12.77  |
| Operating expense per ASM (cents)                   |                    | 12.23  |                  | 11.48  |                       | 11.47  |                      | 11.70  |
| Operating expense per ASM, excluding fuel (cents)   |                    | 7.62   |                  | 7.15   |                       | 7.02   |                      | 7.34   |
| Operating expense per ASM, excluding fuel and       |                    |        |                  |        |                       |        |                      |        |
| profit sharing (cents)                              |                    | 7.62   |                  | 7.15   |                       | 6.95   |                      | 7.30   |
| Airline operating expense per ASM (cents)(3)        |                    | 12.06  |                  | 11.36  |                       | 11.33  |                      | 11.52  |
| Departures  |                    | 66,773 |                  | 70,722 |                       | 74,206 |                      | 70,432 |
| Average stage length (miles)                        |                    | 1,092  |                  | 1,088  |                       | 1,085  |                      | 1,095  |
| Average number of operating aircraft during period  |                    | 180.3  |                  | 183.1  |                       | 187.1  |                      | 189.9  |
| Average fuel cost per gallon, including fuel taxes  | \$                 | 3.29   | \$               | 3.06   | \$                    | 3.14   | \$                   | 3.10   |
| Fuel gallons consumed (millions)                    |                    | 142    |                  | 152    |                       | 160    |                      | 150    |
| Full-time equivalent employees at period end(3)     |                    | 12,385 |                  | 12,743 |                       | 12,124 |                      | 12,647 |

<sup>(1)</sup> During the second quarter of 2013, LiveTV recorded a gain of approximately \$7 million relating to the sale of the Airfone business. During the fourth quarter of 2013, we recorded net gains of approximately \$2 million related to the sale of three spare aircraft engines.

<sup>(2)</sup> During the fourth quarter of 2013 we recorded \$3 million in losses related to the early extinguishment of a portion of our long-term debt.

<sup>(3)</sup> Excludes results of operations and employees of LiveTV, LLC, which are unrelated to our airline operations and are immaterial to our consolidated operating results.