# **Second quarter results – F2007-08**





Presentation to investors, financial analysts and media

**August 29, 2007** 

**BOMBARDIER** 

## **Forward-looking statements**

This presentation includes forward-looking statements. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may", "will", "expect", "intend", "anticipate", "plan", "foresee", "believe" or "continue" or the negatives of these terms or variations of them or similar terminology. By their nature, forward-looking statements require Bombardier Inc. (the "Corporation") to make assumptions and are subject to important known and unknown risks and uncertainties, which may cause the Corporation's actual results in future periods to differ materially from forecasted results. While the Corporation considers its assumptions to be reasonable and appropriate based on current information available, there is a risk that they may not be accurate. For additional information with respect to the assumptions underlying the forward-looking statements made in this presentation, please refer to the respective sections of the Corporation's aerospace segment ("Aerospace") and the Corporation's transportation segment ("Transportation") in the F07 MD&A.

Certain factors that could cause actual results to differ materially from those anticipated in the forward-looking statements, include risks associated with general economic conditions, risks associated with the Corporation's business environment (such as the financial condition of the airline industry, government policies and priorities and competition from other businesses), operational risks (such as regulatory risks and dependence on key personnel, risks associated with doing business with partners, risks involved with developing new products and services, warranty and casualty claim losses, legal risks from legal proceedings, risks relating to the Corporation's dependence on certain key customers and key suppliers, risks resulting from fixed-term commitments, human resource risk, and environmental risk), financing risks (such as risks resulting from reliance on government support, risks relating to financing support provided on behalf of certain customers, risks relating to liquidity and access to capital markets, risks relating to the terms of certain restrictive debt covenants and market risks (including currency, interest rate and commodity pricing risk) – see the Risks and Uncertainties section in the F07 MD&A. Readers are cautioned that the foregoing list of factors that may affect future growth, results and performance is not exhaustive and undue reliance should not be placed on forward-looking statements. The forward-looking statements set forth herein reflect the Corporation's expectations as at the date of this presentation and are subject to change after such date. Unless otherwise required by applicable securities laws, the Corporation expressly disclaims any intention, and assumes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

### **Overview**

Solid performance by both groups

### **Aerospace**

- All businesses doing well
  - Exceptional level of new orders
  - Good progress in increasing profitability

## **Transportation**

- Order intake in line with expected book-to-bill ratio above one for full year
- Profitability has improved (before impact of Metronet write-off)
- Both groups generated high levels of free cash flow

## **Segmented information – Aerospace**

(In millions of U.S. dollars)

Revenues

**Business** 

Regional

**Other** 

**Total** 

**EBIT** 

**Amortization** 

**EBITDA** 

**Reduction in EOAPC\*** 

EBITDA before reduction in EOAPC

Q2	Q2
F2007-08	F2006-07
1,032	877
551	490
627	532
2,210	1,899
133 6.0%	66 3.5%
103	106
236 10.7%	172 9.1%
67 3.0%	45 2.4%
303 13.7%	217 11.4%

<sup>\*</sup> Excess Over Average Production Cost

## **Segmented information – Transportation**

(In millions of U.S. dollars)

#### Revenues

Rolling stock

**Services** 

System and signalling

**Total** 

EBITDA before special items

EBIT before special items

Q2	Q2
F2007-08	F2006-07
1,163	992
316	341
352	291
1,831	1,624
400 500/	07 5 40/
106 5.8%	87 5.4%
	00 0 70/
80 4.4%	60 3.7%

### Financial results overview

(In millions of U.S. dollars, except per share amounts)

#### Revenues

EBIT from continuing operations before special items

Financing expense, net

**EBT from continuing operations** before special items

**Special items** 

Income taxes

Income (loss) from continuing operations

Income from discontinued operations, net of tax

Net income (loss)

EPS – from continuing operations before special items

**EPS - Net income (loss)** 

Q2	Q2
F2007-08	F2006-07
4,041	3,523
213	126
72	49
141	77
162	
50	20
(71)	57
	1
(71)	58
0.05	0.03
(0.05)	0.03

## **BOMBARDIER**

## Free cash flow

(In millions of U.S. dollars)

**Aerospace** 

**Excluding aircraft financing** 

Aircraft financing

**Transportation** 

**Interest and taxes** 

**Total** 

Q2 F2007-08	Q2 F2006-07
262	15
215	278
296	(9)
(140)	(138)
633	146

## Conclusion

- Good overall performance in both groups
  - Improved profitability in all businesses
  - Excellent free cash flow generation
  - Very good level of order intake in Aerospace
  - Transportation increasing penetration in emerging markets
  - Backlog of \$47.9 billion at record level
- Both groups showing progress towards their performance targets

#### CAUTION REGARDING NON-GAAP EARNINGS MEASURES

This presentation is based on reported earnings in accordance with Canadian generally accepted accounting principles (GAAP). It is also based on EBITDA, EBIT, EBT and EPS from continuing operations before special items as well as on Free Cash Flow. These non-GAAP measures are directly derived from the Consolidated Financial Statements, but do not have a standardized meaning prescribed by GAAP; therefore, others using these terms may calculate them differently. Management believes that a significant number of the users of its MD&A analyze the Corporation's results based on these performance measures and that this presentation is consistent with industry practice. The special item for the three-and six-month periods ended July 31, 2007 relate to Transportation's write-off of the carrying value of its investment in Metronet. The special item for the six-month period ended July 31, 2006 relates to the restructuring plan initiated in fiscal year 2005 to reduce the cost structure in Transportation. Management views these items as potentially distorting the analysis of trends.