

# First quarter results – F2008-09 Presentation to investors, financial analysts and media

#### BOMBARDIER

June 4, 2008



# **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 Management's Discussion and Analysis ("MD&A") sections of the Corporation's aerospace segment and the Corporation's transportation segment in the Corporation's annual report for fiscal year 2008.

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), operational risks (such as risks associated with doing business with partners, risks involved in developing new products and services, product performance warranty, casualty claim losses, risks from regulatory and legal proceedings, environmental risks, risks relating to the Corporation's dependence on certain customers and suppliers, human resource risks and risks resulting from fixed-term commitments), 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 foreign currency fluctuations, changing interest rates and commodity pricing risk). For more details, see the Risks and Uncertainties section of the MD&A of the Corporation's annual report for fiscal year 2008. 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 overall performance with increased revenues, EBIT, free cash flow and earnings per share

#### **Aerospace**

- Profitability continues to improve (8.7% vs 8.0% last year)
- Good level of new orders representing a book-to-bill ratio of 1 for business aircraft and 2.1 for commercial aircraft

#### **Transportation**

- Profitability improved from 4.2% to 4.8%
- Revenues increased to \$2.4 billion
- Strong level of new orders for a book-to-bill ratio of 1, in a context of 41% increase in revenues
- Very strong backlog at \$55.5 billion



## **Segmented information – Aerospace**

| (In millions of U.S. dollars) | Q1        | Q1               |
|-------------------------------|-----------|------------------|
|                               | F2008-09  | F2007-08         |
| Revenues                      |           |                  |
| Manufacturing                 | 1,887     | 1,731            |
| Services                      | 420       | 357              |
| Other                         | 73        | 172              |
| Total                         | 2,380     | 2,260            |
| EBITDA                        | 311 13.1% | 216 9.6%         |
| Amortization                  | 105       | 104              |
| EBIT                          | 206 8.7%  | 112 5.0%         |
| EBIT before EOAPC* charge     | 206 8.7%  | 181 <b>8.0</b> % |



## **Segmented information – Transportation**

| (In millions of U.S. dollars) | Q1       | Q1       |
|-------------------------------|----------|----------|
| Revenues                      | F2008-09 | F2007-08 |
| Revenues                      |          |          |
| Rolling stock                 | 1,458    | 1,028    |
| Services                      | 417      | 374      |
| System and signalling         | 534      | 305      |
| Total                         | 2,409    | 1,707    |
| EBITDA                        | 150 6.2% | 98 5.7%  |
| Amortization                  | 35       | 27       |
| EBIT                          | 115 4.8% | 71 4.2%  |



## **Financial results overview**

| (In millions of U.S. dollars, except per share amounts) | Q1       | Q1       |
|---|----------|----------|
|   | F2008-09 | F2007-08 |
| Revenues  | 4,789    | 3,967    |
| EBIT  | 321      | 183      |
| Financing expense, net                                  | 21       | 69       |
| EBT   | 300      | 114      |
| Income taxes  | 74       | 35       |
| Net income  | 226      | 79       |
| EPS – Basic   | 0.13     | 0.04     |
| EPS – Diluted   | 0.12     | 0.04     |



#### **Free cash flow**

| (In millions of U.S. dollars) | Q1<br>F2008-09 | Q1<br>F2007-08 |
|-------------------------------|----------------|----------------|
| Aerospace                     | 290            | 66             |
| Transportation                | 258            | (168)          |
| Interest and taxes            | 12             | (52)           |
| Total                         | 560            | (154)          |



#### Conclusion

- Both groups continued to perform well at all levels
- Free cash flow of \$560 million
- Solid cash position at \$4.3 billion
- Strong backlog at \$55.5 billion
- We remain committed to improving EBIT margins



#### 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 before EOAPC charge, and 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 this presentation is consistent with industry practice.

