### Bombardier Aerospace 2011 Commercial Aircraft Market Forecast

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### **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", the negative of these terms, variations of them or similar terminology. By their nature, forward-looking statements require us to make assumptions and are subject to important known and unknown risks and uncertainties, which may cause our actual results in future periods to differ materially from forecasted results. While we consider our assumptions to be reasonable and appropriate based on information currently 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, refer to the respective Forward-looking statements sections in BA and BT in the MD&A of the Corporation's annual report for fiscal year 2011.

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 our business environment (such as risks associated with the airline industry's financial condition), operational risks (such as risks involved in developing new products and services, risks in doing business with partners, risks relating to product performance warranty and casualty claim losses, to regulatory and legal proceedings, to environmental and health and safety, to our dependence on certain customers and suppliers, to human resources, to fixed-price commitments and to production and project execution), financing risks (such as risks relating to liquidity and access to capital markets, to the terms of certain restrictive debt covenants, to financing support provided on behalf of certain customers and to reliance on government support) and market risks (such as risks relating to foreign currency fluctuations, to changing interest rates and commodity prices risks). For more details, see the Risks and uncertainties section in Other in the MD&A of the Corporation's annual report for fiscal year 2011 .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 our 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.

All amounts are expressed in 2011 U.S. dollars unless otherwise stated



### Agenda

Current Market Environment

Commercial Aircraft Market Forecast (2011-2030)



### Agenda

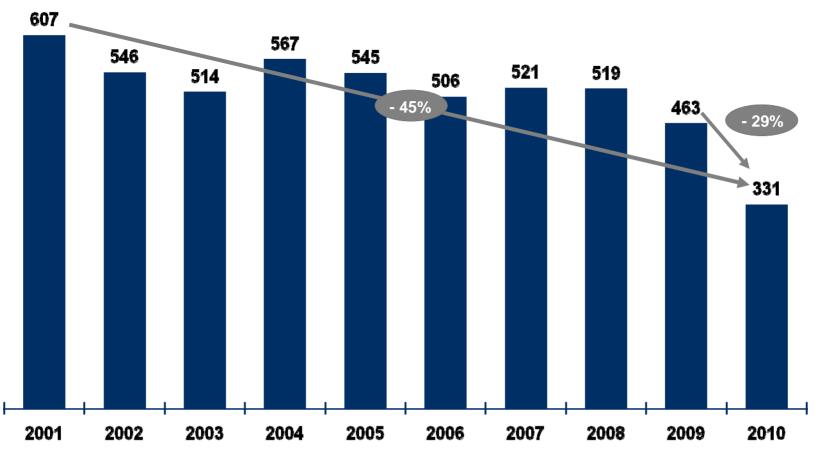
Current Market Environment

Commercial Aircraft Market Forecast (2011-2030)



# 2010 industry deliveries were down 29% from 2009 and down 45% from the peak year

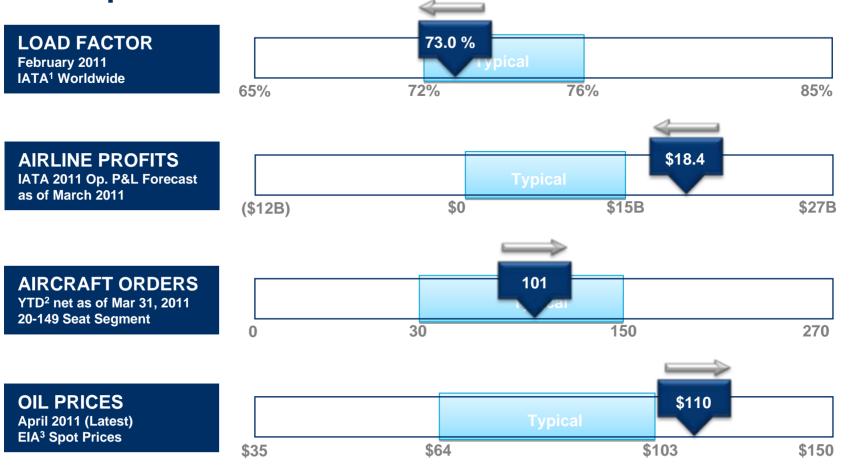
#### TOTAL COMMERCIAL AIRCRAFT DELIVERIES, 20-149 SEATS



Units, 2001-2010

Source: OAG FleetiNet

### Commercial indicators are mixed with higher aircraft orders but higher oil prices, reducing load factors and airline profits



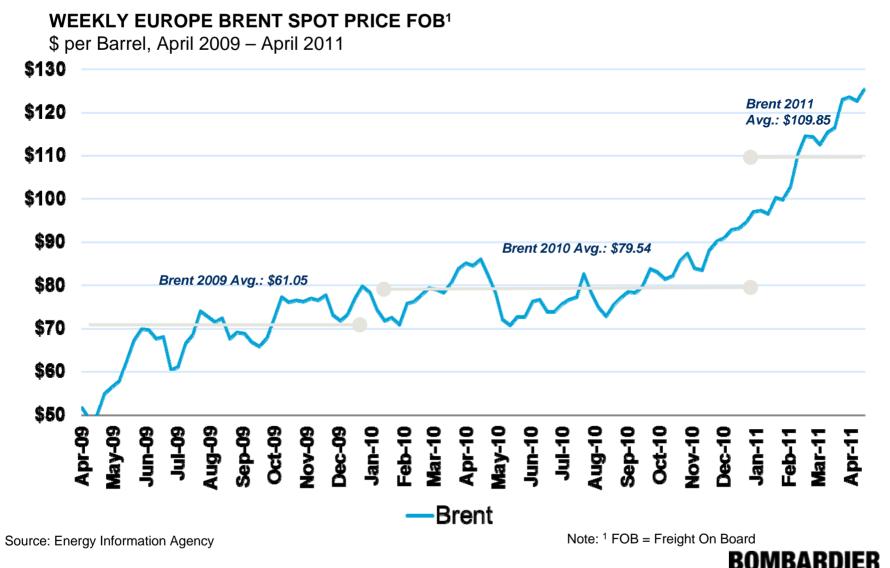
Note: Arrows indicate directional change compared to previous data: Oil Prices and Capacity Growth are measured against the same period last month; Airline Profits are compared to the previous IATA forecast (issued quarterly); Load Factor and year-to-date Aircraft Orders are compared to the same period last year

Note:  $^{1}$  IATA = International Air Transportation Association  $^{2}$  YTD = Year-to-date

<sup>3</sup> EIA = Energy Information Agency

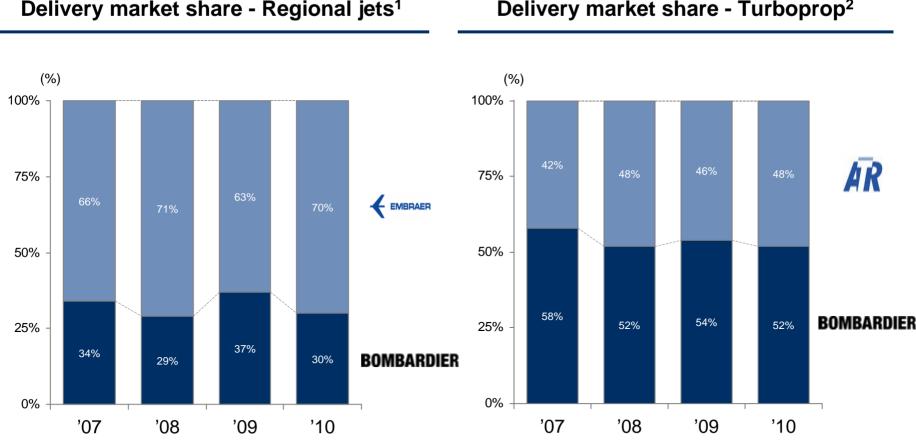


# Oil price volatility remains the greatest risk factor to airline profitability



7

### **Bombardier Commercial Aircraft maintains a stable** position in regional jets and a leadership position in turboprop



Delivery market share - Turboprop<sup>2</sup>

Notes: <sup>1</sup> Regional jets include CRJ200/700/900 and ERJ145/E170/175/190.

Excludes corporate and missionized (defense and government) aircraft.

<sup>2</sup> Turboprops include QSeries and ATR products.

Sources: Bombardier and Competitor Financial Reports

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# Long term commercial aircraft market drivers remain solid

20-Year Outlook					
Market Driver	Description	Outlook			
Economic Growth	Air travel demand is directly linked to economic growth, 3.4.% <sup>1</sup> from 2011-2030	1			
Fuel Price Volatility	Oil prices have become increasingly volatile, impeding airline operating economics; Overall consumer confidence may also be affected resulting in lower air travel demand	Ļ			
Fuel Prices	2.9% oil prices increase per year reaching \$125/barrel by 2035 <sup>2</sup> , accelerating the retirement of less efficient aircraft, thus increasing demand for new, fuel-efficient aircraft	1			
Replacement Demand	More than half of the current commercial aircraft fleet will be replaced in the next 20 years due to technical obsolescence, with a large number of these replacements being in the 100- to 149-seat category	1			
Emerging Markets	Economic growth forecasts for emerging economies are well above the worldwide average. With a developing infrastructure, we expect a strong growth in air traffic and aircraft fleet in these regions, although starting from a much lower base	1			
Environmental Regulations	Environmental concerns are being addressed by the aviation industry with increased retirements of older aircraft, fleet modernization, as well as infrastructure and operations improvements, all having a positive influence on demand for new aircraft	t			
Environmental Fees	Environmental friendly countries and regions such as Australia, Japan and Europe will continue to impose high fees and charges that may affect airline operating costs				
Scope Clauses	Contractual restrictions on airline operations, based on aircraft size and engine type, will ease over time	1			

Note: <sup>1</sup> IHS Global Insight <sup>2</sup> According to Annual Energy Outlook **BOMBARDIER** 

### 13,100 deliveries forecast over the next 20 years

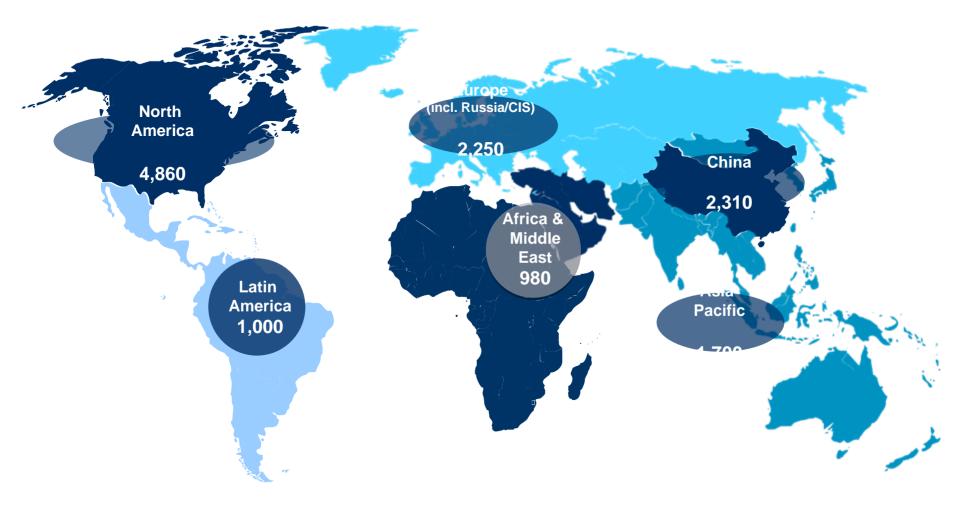




Segments	Fleet 2010	Deliveries	Retirements	Fleet 2030
20 to 59 seats	3,600	300	2,500	1,400
60 to 99 seats	2,200	5,800	1,200	6,800
100 to 149 seats	5,200	7,000	3,000	9,200
Total (20 to 149 seats)	11,000	13,100	6,700	17,400

Source: Bombardier Commercial Aircraft Market Forecast 2011-2030

### North America, China and Europe will be largest markets for commercial aircraft deliveries

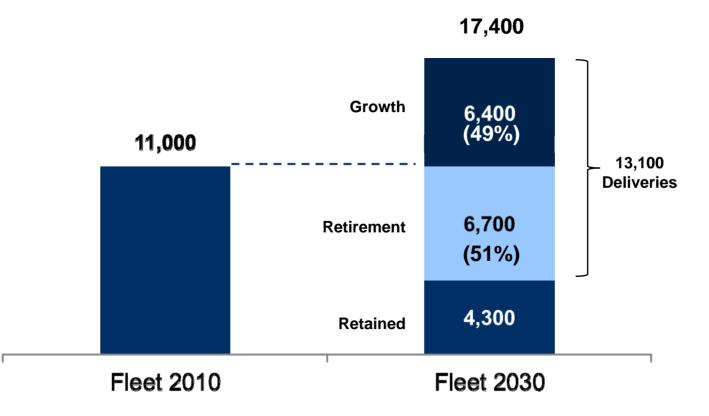


Source: Bombardier Commercial Aircraft Market Forecast 2011-2030



### Deliveries will be almost evenly split between Growth (49%) and Replacement (51%) opportunities

**IN SERVICE FLEET FORECAST** 20- to 149-seat aircraft



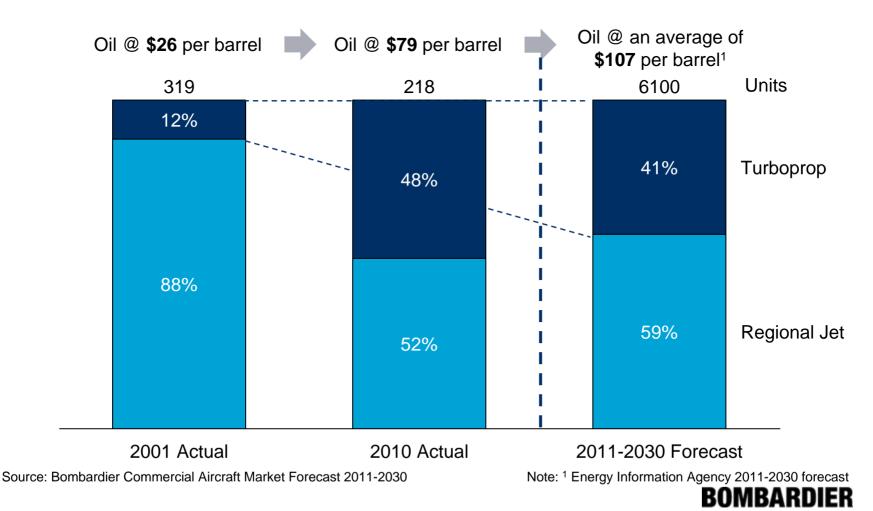
Source: Bombardier Commercial Aircraft Market Forecast 2011-2030



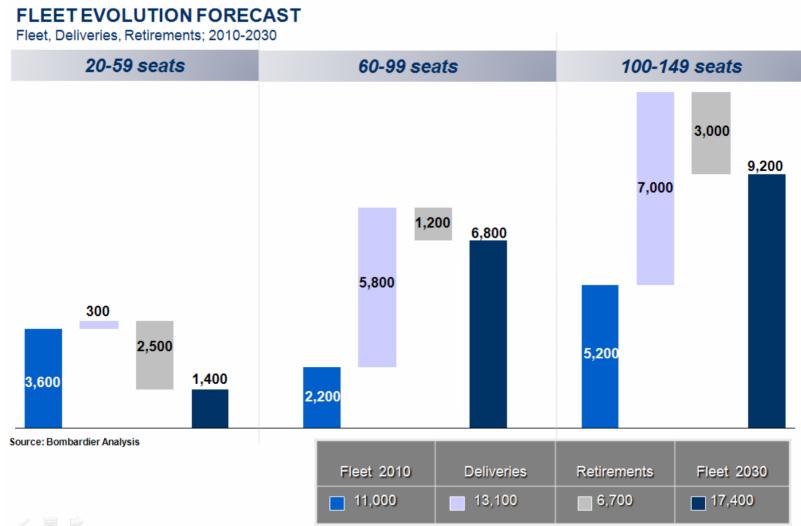
# Oil price increases drive demand for fuel efficient turboprop aircraft

#### **DELIVERY BY ENGINE TYPE 20-99 SEATS**

Units, %, Actual 2001 and 2010, Forecast 2011-2030 period



## 7,000 deliveries leading to a fleet growth from 5,200 to 9,200 over 20 years in 100 to 149-seat segment



Source: Bombardier Commercial Aircraft Market Forecast 2011-2030

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Thank You! Questions?

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