## Fourth quarter and year-end results – F2006-07





# Presentation to investors, financial analysts and media

March 28, 2007

#### **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**

- Profitability continues to improve for both groups
- Best year ever for business jet orders and deliveries
- U.S. airline restructuring ongoing
- Record level of order intake in Transportation as well as for the industry

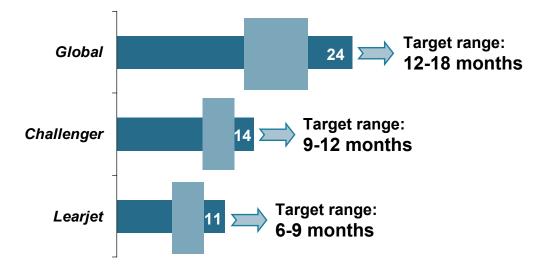


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#### **Business jets – Market leadership**

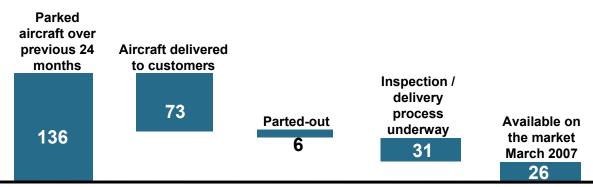
- Overall market continues to be strong
  - 274 orders in F07 vs 219 last year 60% international
- Most complete portfolio of products in industry covering 97% of market
- Strong backlog outperforms targets





#### **Regional aircraft – Market leadership**

- Increased demand for turboprops
  - Q400 attracting new customers worldwide, including from the U.S. with Frontier order
  - Pinnacle placed order subsequent to quarter end
- Shift towards larger *CRJs* continues
  - Northwest (and Delta, subsequent to quarter end) have placed orders for CRJ900s
- Residual values of CRJ100/CRJ200s stable



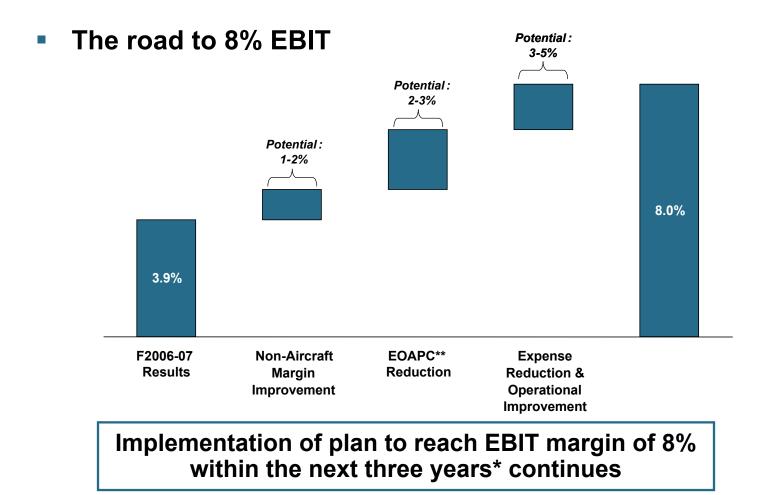
Sources: Bombardier, ACAS, Various CRJ Owners - data as of March 1, 2007

#### **Aerospace results**

- EBIT of \$322M compared to \$266M last year
  - EBIT margin of 3.9% vs. 3.3%
- Healthy backlog at \$13.2 billion compared to \$10.7 billion last year
  - 152 firm orders for regional aircraft (approx. 222 units including orders received after year end) compared to 148 last year \*
  - Business aircraft backlog outperforms targets
- F08 increase in deliveries mainly driven by business aircraft
- Continuing to refine the CSeries business plan for potential entry into service (EIS) in 2013

\* Excluding US Airways which was removed subsequent to January 31, 2006

## Aerospace – Margin improvement



\* See Forward-looking statements at beginning of this presentation

\*\* Excess Over Average Production Cost



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**Transportation – Market leadership** 

- Unprecedented level of order intake for the year at \$11.8 billion
  - Increase of 62% compared to last year
  - Book-to-bill ratio of 1.8 for the year
  - Orders were across all geographic regions and product lines
- Market leadership thanks to unmatched portfolio of products and services
- Increased leadership in Metros, Commuters and Regional trains
- Backlog at \$27.5 billion highest level ever



#### **Transportation results**

- EBIT before special items at \$255M compared to \$179M last year
  - EBIT margin of 3.9% vs. 2.7% (before special items)
- Quality enhancement continues to improve margin
  - Procurement
  - Engineering
  - Project management



## **Transportation – Drivers of EBIT margin improvement**

- Profitable growth
  - Book-to-bill > 1 with sound level of margin
  - Grow Services, Systems and Signalling
  - Develop new geographical markets: Asia, Eastern Europe, Russia
- Leverage best-in-class products and services mix
- Continue margin enhancement programs
- Flawless execution of contracts for sustained profitability
  - Continue to reduce risks

Target EBIT margin of 6% within the next three years \*



1 Overview





**Transportation** 



**Financial results** 





### **Segmented information – Aerospace**

(In millions of U.S. dollars)	Q4		Q4					
	F2006-07		F2005-06		F2006-07		F2005-06	
Revenues								
Business	1,280		1,183		3,858		3,330	
Regional	577		676		2,122		2,690	
Other	701		541		2,250		2,067	
Total	2,558		2,400		8,230		8,087	
EBIT	158	6.2%	107	4.5%	322	3.9%	266	3.3%
Amortization	95		90		409		406	
EBITDA	253	9.9%	197	8.2%	731	8.9%	672	8.3%
Reduction in EOAPC *					277	3.4%	162	2.0%
EBITDA before reduction in EOAPC					1,008	12.3%	834	10.3%

#### **BOMBARDIER**

\* Excess Over Average Production Cost

## **Segmented information – Transportation**

(In millions of U.S. dollars)	Q4 F2006-07		Q4 F2005-06		F2006-07		F2005-06	
Revenues								
Rolling stock	1,118		1,014		4,066		4,356	
Services	386		345		1,404		1,329	
System and signalling	325		276		1,116		954	
Total	1,829		1,635		6,586		6,639	
EBITDA before special items	119	6.5%	109	6.7%	364	5.5%	318	4.8%
EBIT before special items	86	4.7%	53	3.2%	255	3.9%	179	2.7%

## **Financial results overview**

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

#### **Revenues**

## EBITDA from continuing operations before special items

EBIT from continuing operations before special items

Financing expense, net

EBT from continuing operations before special items Special items

Income tax expense (recovery)

Income from continuing operations

Income from discontinued operations, net of tax

Net income

EPS – from continuing operations before special items EPS - Net income

Q4		Q4					
F2006-07		F2005-06		F2006-07		F2005-06	
4,387		4,035		14,816		14,726	
372	8.5%	306	7.6%	1,095	7.4%	990	6.7%
244	5.6%	160	4.0%	577	3.9%	445	3.0%
70		46		218		207	
174	4.0%	114	2.8%	359	2.4%	238	1.6%
		37		24		88	
62		(8)		92		15	
112	2.6%	85	2.1%	243	1.6%	135	0.9%
		1		25		114	
112	2.6%	86	2.1%	268	1.8%	249	1.7%
0.06		0.07		0.14		0.11	
0.06		0.05		0.14		0.13	

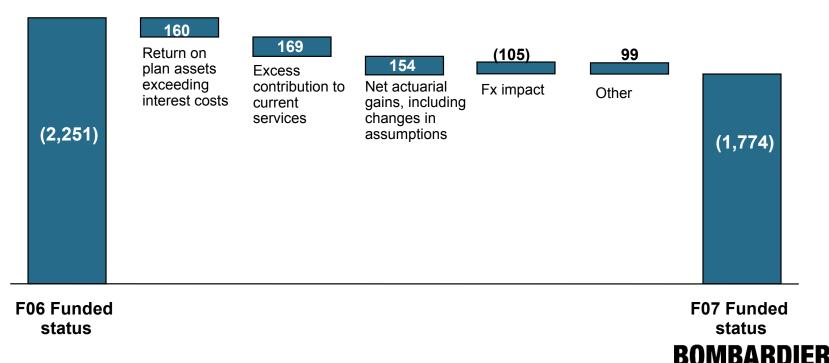
#### **Free cash flow**

(In millions of U.S. dollars)	Q4 F2006-07	Q4 F2005-06	F2006-07	F2005-06
Aerospace				
Excluding aircraft financing	672	556	616	594
Aircraft financing	99	(86)	198	306
Transportation	452	330	172	44
Special items	(9)	(100)	(77)	(170)
Interest and taxes	(94)	(53)	(299)	(242)
Total	1,120	647	610	532

#### **Highlights of the year**

- Liability Management Exercise completed in the fourth quarter of F07
- Pension deficit continues to be addressed
  - Reduction of \$500M for the year

(In millions of U.S. dollars)



1 Overview

2 Aerospace



**Transportation** 



**Financial results** 



#### Conclusion



Both groups remain focused on attaining their EBIT margin targets in the next three years



#### 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. Special items are related to Transportation's restructuring plan initiated in fiscal year 2005. Management views these items as potentially distorting the analysis of trends.

*Challenger, CRJ, CRJ100, CRJ200, CRJ900, CSeries, Global, Learjet* and Q400 are trademarks of Bombardier Inc. or its subsidiaries.

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