# Third quarter results – F2007-08





Presentation to investors, financial analysts and media

November 28, 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 with increased revenues, profitability and cash generation

### **Aerospace**

- All businesses doing well
  - Year-to-date orders more than doubled to 485 vs 223 for the same period last year
  - Exceptional cash flow generation
  - Increasing profitability despite foreign exchange impact

### **Transportation**

- Excellent level of order intake in all markets
- Good cash generation

## **Segmented information – Aerospace**

(In millions of U.S. dollars)

Revenues

**Business** 

Regional

Other

**Total** 

**EBIT** 

**Amortization** 

**EBITDA** 

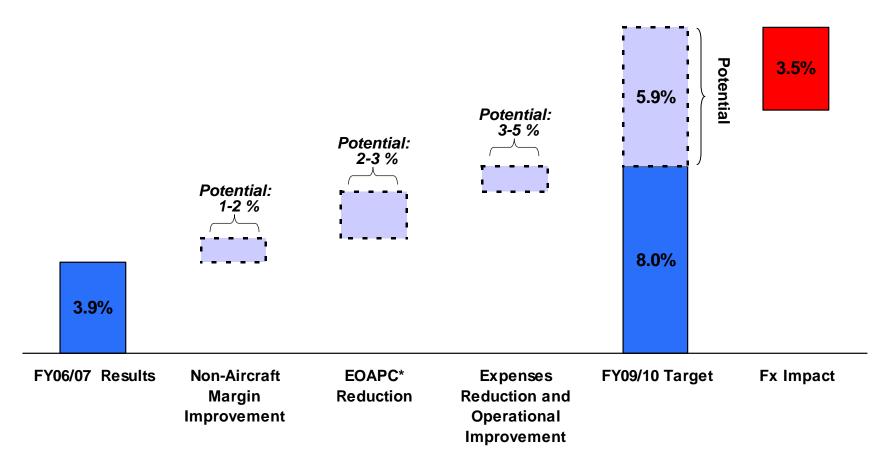
**Reduction in EOAPC\*** 

EBITDA before reduction in EOAPC

Q3	Q3
F2007-08	F2006-07
1,099	761
655	581
596	513
2,350	1,855
122 5.2%	43 2.3%
97	105
219 9.3%	148 8.0%
68 2.9%	50 2.7%
287 12.2%	198 10.7%

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

# The road to 8% EBIT Evolution of BA EBIT from FY07 to FY10 including Foreign Exchange Impact



Note: The foreign exchange impact is calculated using the following long-term assumptions: CAD/USD rate of 1.00 and GBP/USD rate of 2.0245 compared with CAD/USD rate of 0.87 and GBP/USD rate of 1.858 for FY06/07.

<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** 

**EBIT** 

Q3	Q3
F2007-08	F2006-07
1,158	939
395	352
325	256
1,878	1,547
107 5.7%	86 5.6%
79 4.2%	62 4.0%

## Financial results overview

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

#### Revenues

**EBIT from continuing operations** 

Financing expense, net

**EBT** from continuing operations

**Income taxes** 

Income from continuing operations

Income from discontinued operations, net of tax

**Net income** 

**EPS – from continuing operations** 

**EPS - Net income** 

Q3	Q3
F2007-08	F2006-07
4,228	3,402
201	105
68	50
133	55
42	2
91	53
	21
91	74
0.05	0.03
0.05	0.04

## Free cash flow

(In millions of U.S. dollars)

**Aerospace** 

**Excluding aircraft financing** 

Aircraft financing

**Transportation** 

**Interest and taxes** 

**Total** 

Q3 F2007-08	Q3 F2006-07
510	92
69	(74)
35	(142)
(54)	7
560	(117)

## Conclusion

- Good overall performance in both groups
  - Excellent free cash flow generation
  - Very good level of order intake in Aerospace and Transportation
  - Transportation continues to increase penetration in emerging markets
  - Backlog of \$51.6 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 before EOAPC and 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.