



FINANCIAL RESULTS
FOR THE THIRD
QUARTER ENDED
SEPTEMBER 30, 2012

PRESENTATION TO
INVESTORS, FINANCIAL
ANALYSTS AND MEDIA

NOVEMBER 7, 2012

BOMBARDIER
the evolution of mobility

FORWARD-LOOKING STATEMENTS

This presentation includes forward-looking statements, which may involve, but are not limited to: statements with respect to our objectives, guidance, targets, goals, priorities, our market and strategies, financial position, beliefs, prospects, plans, expectations, anticipations, estimates and intentions; general economic and business outlook, prospects and trends of an industry; expected growth in demand for products and services; product development, including projected design, characteristics, capacity or performance; expected or scheduled entry into service of products and services, orders, deliveries, testing, lead times, certifications and project execution in general; our competitive position; and the expected impact of the legislative and regulatory environment and legal proceedings on our business and operations. Forward looking statements generally can be identified by the use of forward looking terminology such as “may”, “will”, “expect”, “intend”, “anticipate”, “plan”, “foresee”, “believe”, “continue” or “maintain”, 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 Guidance and forward-looking statements sections in Overview, Bombardier Aerospace and Bombardier Transportation sections in the Management’s Discussion and Analysis (“MD&A”) of the Corporation’s annual report for the fiscal year ended December 31, 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 financial condition of the airline industry and major rail operators), operational risks (such as risks related to developing new products and services; doing business with partners; product performance warranty and casualty claim losses; regulatory and legal proceedings; to the environment; dependence on certain customers and suppliers; human resources; fixed price commitments and production and project execution), financing risks (such as risks related to liquidity and access to capital markets, exposure to credit risk, certain restrictive debt covenants, financing support provided for the benefit of certain customers and reliance on government support) and market risks (such as risks related to foreign currency fluctuations, changing interest rates, decreases in residual values and increases in commodity prices). For more details, see the Risks and uncertainties section in Other in the MD&A of the Corporation’s annual report for the fiscal year ended December 31, 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, we expressly disclaim any intention, and assume no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. The forward-looking statements contained in this presentation are expressly qualified by this cautionary statement.

REVENUES FOR THE THIRD QUARTER WERE IN LINE WITH LAST YEAR'S, EXCLUDING FOREIGN EXCHANGE IMPACT

REVENUES

\$4.3 B

EPS

\$0.12

- **EBIT of \$248 million, or 5.7% of revenues**
- **Net income of \$212 million; EPS of \$0.12**
- **Free cash flow usage of \$237 million**
- **Strong liquidity at \$3.5 billion, including cash and cash equivalents of \$2.1 billion**
- **Strong order intake in both groups with book-to-bill ratios¹ of 1.5 for Aerospace and 1.1 for Transportation**
- **Solid backlog of \$58.6 billion as at September 30, 2012**

¹ Ratio of new orders over deliveries (in units) for Aerospace and ratio of new orders over revenues (in dollars) for Transportation

SEGMENTED INFORMATION

	THREE-MONTH PERIODS ENDED				NINE-MONTH PERIODS ENDED			
(in millions of dollars)	SEPTEMBER 30, 2012		OCTOBER 31, 2011		SEPTEMBER 30, 2012		OCTOBER 31, 2011	
REVENUES								
AEROSPACE	2,267		2,305		6,031		6,578	
TRANSPORTATION	2,071		2,318		5,982		7,453	
TOTAL REVENUES	4,338		4,623		12,013		14,031	
EBIT								
AEROSPACE	123	5.4%	129	5.6%	316	5.2 %	375	5.7%
TRANSPORTATION	125	6.0%	172	7.4%	367	6.1%	534	7.2%
TOTAL EBIT	248	5.7%	301	6.5%	683	5.7%	909	6.5%

FINANCIAL RESULTS OVERVIEW

	THREE-MONTH PERIODS ENDED		NINE-MONTH PERIODS ENDED	
(in millions of dollars, except per share amounts)	SEPTEMBER 30, 2012	OCTOBER 31, 2011	SEPTEMBER 30, 2012	OCTOBER 31, 2011
REVENUES	4,338	4,623	12,013	14,031
EBIT	248	301	683	909
NET FINANCING EXPENSE (INCOME)	(25)	58	(36)	129
EBT	273	243	719	780
INCOME TAXES	61	51	135	157
NET INCOME	212	192	584	623
DILUTED EPS (in dollars)	0.12	0.11	0.32	0.35

FREE CASH FLOW USAGE

THREE-MONTH PERIODS ENDED NINE-MONTH PERIODS ENDED

(in millions of dollars)	SEPTEMBER 30, 2012	OCTOBER 31, 2011	SEPTEMBER 30, 2012	OCTOBER 31, 2011
AEROSPACE				
Cash flows from operating activities	475	409	252	425
Net additions to PPE & intangible assets	(543)	(356)	(1,396)	(988)
TOTAL AEROSPACE	(68)	53	(1,144)	(563)
TRANSPORTATION	(109)	(347)	(287)	(988)
INTEREST AND TAXES	(60)	(52)	(160)	(271)
FREE CASH FLOW USAGE	(237)	(346)	(1,591)	(1,822)

UPDATE ON OUR OUTLOOK FOR 2012



Transportation

- Level of order intake expected to translate into a book-to-bill ratio of approximately 1.0
- Full year revenues to be lower in the single-digit range, excluding foreign currency impacts
- Anticipate to generate free cash flow generally in line with profitability



Aerospace

- Deliveries of approximately 180 business jets and 55 commercial aircraft
- EBIT margin of approximately 5%
- Free cash flow usage now expected to be approximately \$800 million

WE CONTINUE TO MAKE PROGRESS

- **We are in a phase of extensive investments in new products**
 - **C Series is achieving major milestones and development is progressing well**
 - **Other developments in business aircraft are going as planned**
- **Good level of order intake in both groups**
- **Solid backlog of \$58.6 billion – an increase of 9% since the beginning of the year**



NON-GAAP FINANCIAL MEASURE

CAUTION REGARDING A NON-GAAP FINANCIAL MEASURE

This presentation is based on reported earnings in accordance with IFRS and on Free Cash Flow which is not a GAAP financial measure. This measure is mainly derived from the consolidated financial statements, but does not have a standardized meaning prescribed by IFRS, therefore, others using this term may calculate it differently. We believe that a significant number of users of this presentation utilize this measure as part of their analysis of our results. Refer to the section Non-GAAP financial measures in the MD&A for definitions and reconciliations to the most comparable IFRS measures.