

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

**BOMBARDIER** 

September 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 significant increases in revenues,
 EBIT and earnings per share

### **Aerospace**

- Profitability continues to improve (EBIT of 9.5% vs 9.0% last year)
- Revenues increased by 14% to \$2.5 billion
- Strong level of net orders with 175 aircraft, representing an overall book-to-bill ratio of 2.0

### **Transportation**

- Profitability improved from an EBIT of 4.4% (before special item)
  last year to 5.0% this quarter
- Revenues increased by 32% to \$2.4 billion
- Good level of new orders at \$2.1 billion for a book-to-bill of 0.9
- Very strong backlog at \$57.2 billion and cash position at \$4.3 billion
- EPS at \$0.14 compared to \$0.05 (before special item) last year

# **Segmented information – Aerospace**

(In millions of U.S. dollars)

Revenues

Manufacturing

**Services** 

Other

**Total** 

**EBITDA** 

**Amortization** 

**EBIT** 

**EBIT before EOAPC\* charge** 

Q2	Q2		
F2008-09	F2007-08		
2,049	1,678		
424	365		
43	167		
2,516	2,210		
343 13.6%	236 10.7%		
105	103		
238 9.5%	133 6.0%		
238 9.5%	200 9.0%		

<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** before special item

**Amortization** 

**EBIT** before special item

**Special item** 

**EBIT** 

Q2	Q2	
F2008-09	F2007-08	
1,706	1,163	
381	316	
329	352	
2,416	1,831	
152 6.3%	106 5.8%	
32	26	
120 5.0%	80 4.4%	
-	162	
120 5.0%	(82) (4.5%)	

## Financial results overview

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

#### Revenues

**EBIT** before special item

Financing expense, net

**EBT** before special item

Special item

**EBT** 

Income taxes

**Net income (loss)** 

**EPS – Basic and diluted** before special item

Q2 F2008-09	Q2 F2007-08			
4,932	4,041			
358	213			
36	72			
322	141			
•	162			
322	(21)			
76	50			
246	(71)			
0.14	0.05			

# Free cash flow

(In millions of U.S. dollars)	Q2 F2008-09	Q2 F2007-08	YTD F2008-09	YTD F2007-08
Aerospace	100	477	390	543
Transportation	105	296	363	128
Interest and taxes	(106)	(140)	(94)	(192)
Total	99	633	659	479

## Conclusion

- Both groups continue to perform well
- Revenues up 22% to \$4.9 billion
- Strong backlog at \$57.2 billion
- Solid cash position at \$4.3 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, EBT and EPS, before special item, 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.