



TAKING FLIGHT

MIKE ARCAMONE
PRESIDENT
COMMERCIAL AIRCRAFT

BOMBARDIER
the evolution of mobility

2012 IN REVIEW

2012 IN REVIEW – NEW AIRCRAFT SALES
6 FIRM DEALS - 4 NEW CUSTOMERS

CUSTOMER	MONTH	FIRM	REGION
PrivatAir	Jan	5 + 5 CS100	Europe
Garuda	Feb	6 + 18 CRJ1000	Asia/Pacific
Ethiopian Airlines	Feb	5 Q400	M.E. & Africa
Horizon Air	Feb	2 Q400	Americas
Eurolot	Mar	8 + 12 Q400	Europe
Rwandair	Mar	2 + 2 CRJ900	M.E. & Africa

NEW
NEW
NEW

UP TO
16%
BETTER
FUEL
EFFICIENCY

UP TO
15%
LOWER CASH
OPERATING
COST

UP TO
16%
LOWER CO2

PROVEN
99.5%
DISPATCH
RELIABILITY



CRJ NEXTGEN
RESULTS SPEAK

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CRJ THE MOST SUCCESSFUL REGIONAL JET PREFERRED CHOICE OF REGIONAL AIRLINES

1,717

Including **663** CRJ700/900/1000
FIRM ORDERS AND COUNTING...



50+

COUNTRIES

EVERY

10 SECONDS
CRJ TAKES-OFF



60+
OPERATORS



.....
CRJ NEXTGEN FAMILY OPTIMIZED FOR
THE REGIONAL JET MARKET
.....



- 30%
FASTER
CRUISE
SPEED
- 8%
LOWER
CASH SEAT
MILE COSTS
- 8
MORE
PASSENGERS
- 35%
MORE
CARGO
VOLUME
- PROVEN
99.4%
DISPATCH
RELIABILITY

Q400 NEXTGEN GET MORE EVERYTHING

Q400 - A TURBOPROP SUCCESS STORY

428

FIRM ORDERS*...



40+

OPERATORS

Q400 NextGen

WORLD DEMONSTRATION TOUR

20+

COUNTRIES





CSERIES
CHANGE IS IN THE AIR

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CSERIES MARKET PENETRATION INCREASING OUR PRESENCE ALL AROUND THE WORLD



**Already 11
Customers in 2012**



PRIVATAIR



ATLASJET*



UNDISCLOSED



UNDISCLOSED



UNDISCLOSED



ILYUSHIN FINANCE CO.*



KOREAN AIR



MALMÖ AVIATION



REPUBLIC AIRWAYS



LEASE CORPORATION



LUFTHANSA /
SWISS

* Letter of intent

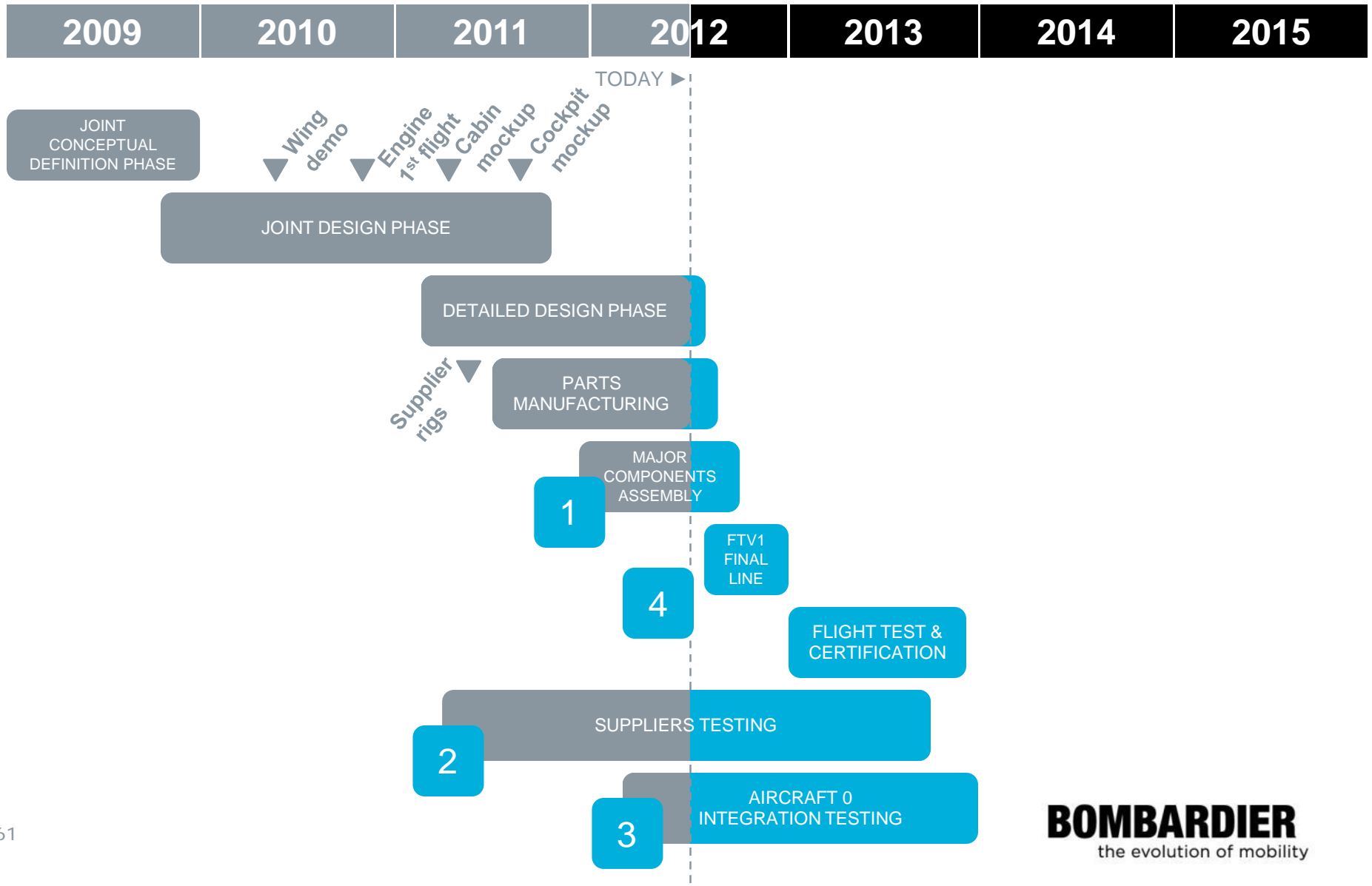
CUSTOMER TESTIMONIAL

SWISS PILOT TALKS ABOUT THE CSERIES AND ITS 21ST CENTURY FLIGHT DECK



LEADING UP TO TAKEOFF

COMPRESSED SCHEDULE FOR CS100



1

BUILDING THE AIRCRAFT

Structural components
are converging from all
around the world

- Flight Deck
- Forward Fuselage
- Mid Fuselage
- Rear Barrel
- Aft Fuselage
- Empennage
- Wing
- Doors
- Center Wing Box
- Engine

2

TESTING AT OUR SUPPLIERS

More than 200 systems are being tested worldwide at our suppliers sites

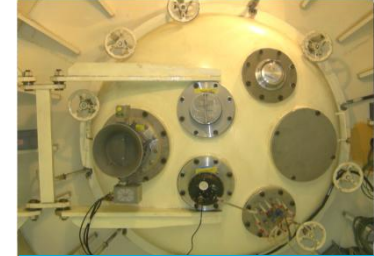
- Avionic
- Fly-by-Wire
- Electrical
- Hydraulics
- Engines
- Loading systems
- Landing gear
- and more...



HSTA



CASIL



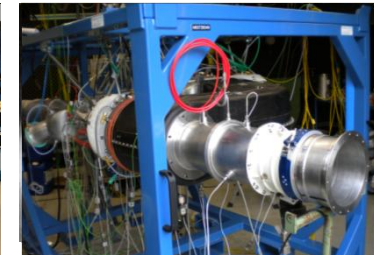
CABIN PRESSURE RIG



TOMAHAWK



TOMAHAWK



HSTA



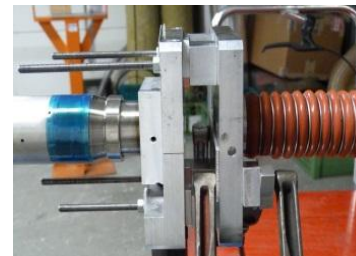
ENGINE STRESS TEST



ENGINE FLIGHT TEST



MIX MANIFOLD



SLAT TESTING



RAT WIND TUNNEL



PYLON STIFFNESS

3

TESTING AIRCRAFT 0

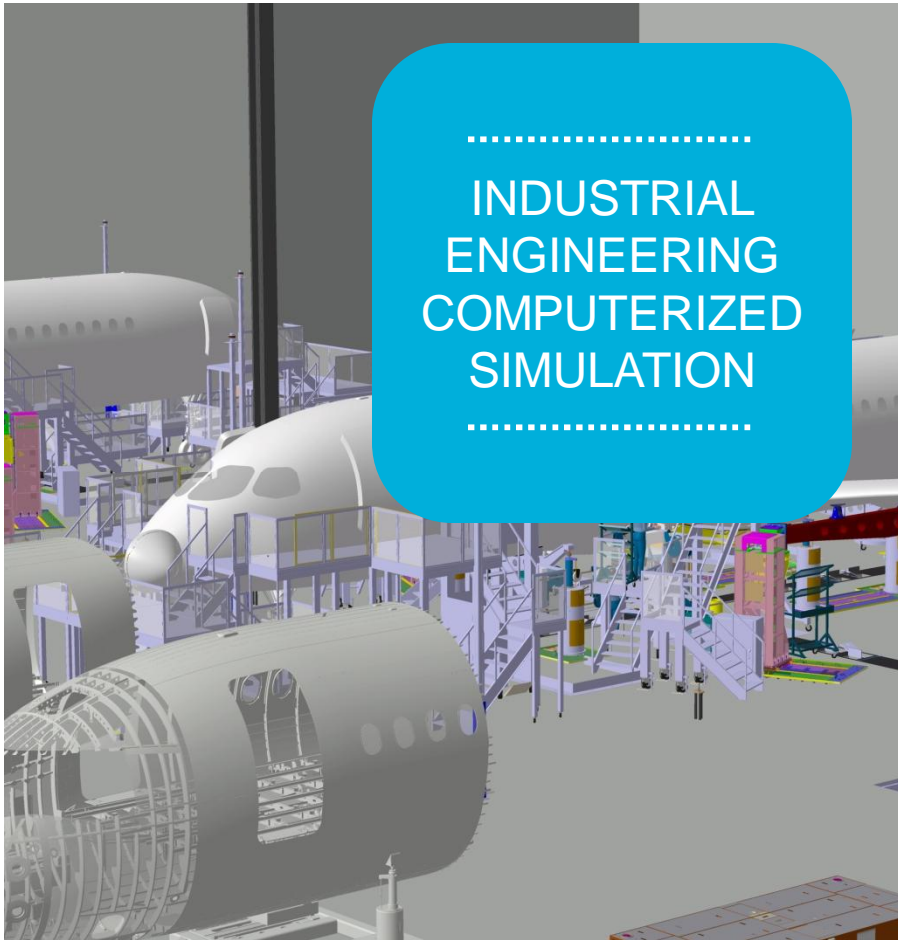
Testing on the ground
for safety of flight

- Integrated Systems Test and Certification Rig
- Flight Control Integration Lab
- Systems Integration Test Stand
- Engineering Simulator
- Environment Control/Interiors Rig

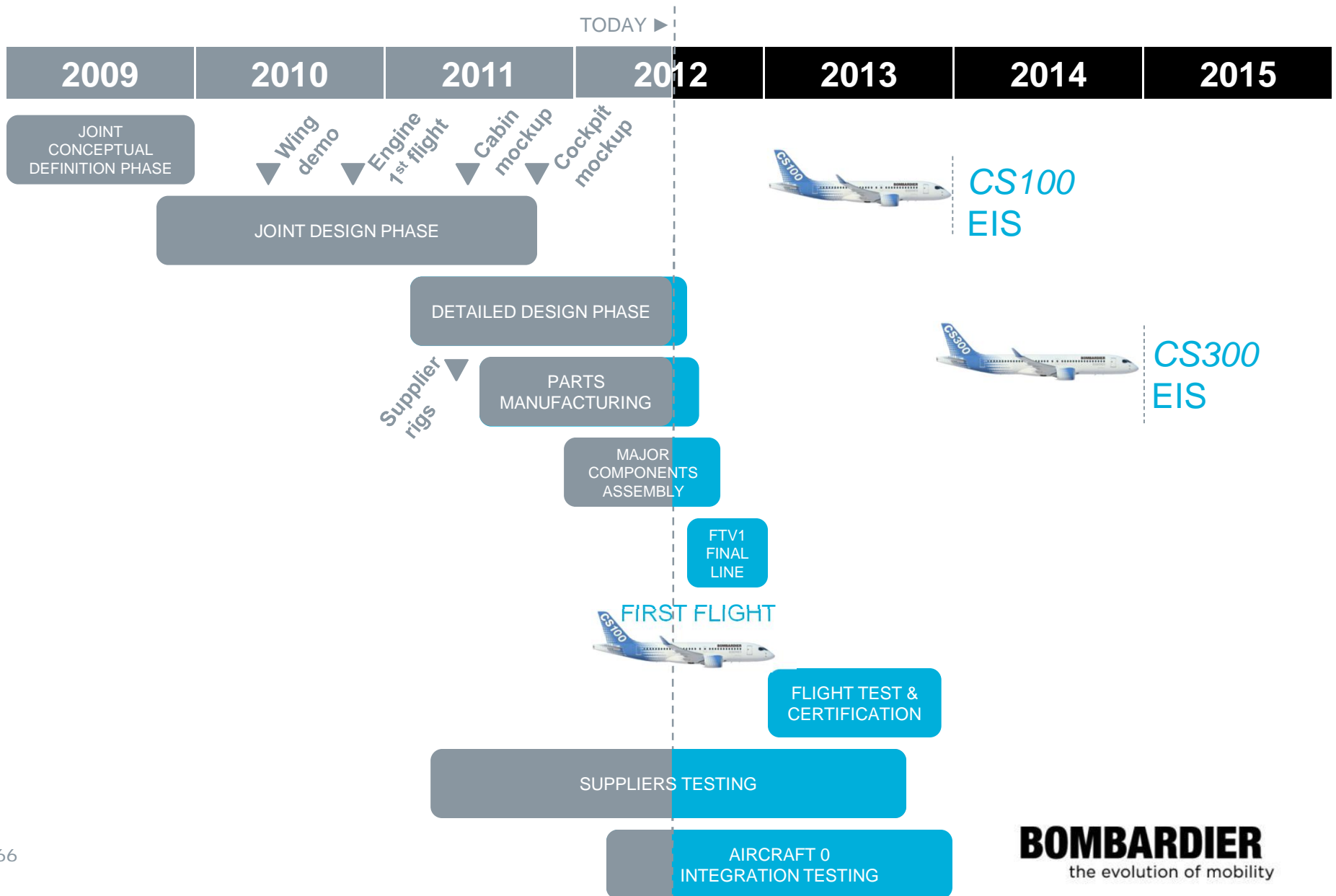


4

MANUFACTURING PROCESS VALIDATION USING ADVANCED AND PROVEN VALIDATION TECHNIQUES



ON TRACK FOR FIRST FLIGHT AND EIS



change
is in the air



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