



FINANCIAL RESULTS
FOR THE FIRST
QUARTER ENDED
MARCH 31, 2013

PRESENTATION TO
INVESTORS, FINANCIAL
ANALYSTS AND MEDIA

MAY 9, 2013

BOMBARDIER
the evolution of mobility

Forward-looking statement

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”, “maintain” or “align”, 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.

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; 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 our annual report for the fiscal year ended December 31, 2012. 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.

All amounts in this presentation are expressed in U.S. dollars unless otherwise indicated.

This presentation contains both IFRS and non-GAAP measures. Non-GAAP measures are defined and reconciled to the most comparable IFRS measures in our MD&A. See Caution regarding Non-GAAP measures at the end of this presentation.

Good first quarter in line with our guidance

REVENUES

\$4.3 B

ADJUSTED¹ EPS

\$0.08

- **Increase of 25% in revenues**
- **EBIT of \$240 million or 5.5% of revenues**
- **Adjusted¹ net income of \$156 million (adjusted¹ EPS of \$0.08)**
- **Free cash flow¹ usage of \$590 million**
- **Strong liquidity of \$5.1 billion²**
- **Backlog of \$63.0 billion²**

¹ See Caution regarding Non-GAAP measures at the end of this presentation

² As at March 31, 2013

Segmented results

FIRST QUARTERS ENDED

(in millions of dollars)	MARCH 31, 2013		MARCH 31, 2012	
REVENUES				
AEROSPACE	2,258		1,499	
TRANSPORTATION	2,081		1,982	
TOTAL – REVENUES	4,339		3,481	
EBIT before special items¹				
AEROSPACE	101	4.5%	66	4.4%
TRANSPORTATION	139	6.7%	122	6.2%
TOTAL – EBIT before special items¹	240	5.5%	188	5.4%
EBIT				
AEROSPACE	101	4.5%	89	5.9%
TRANSPORTATION	139	6.7%	122	6.2%
TOTAL – EBIT	240	5.5%	211	6.1%

¹ See Caution regarding Non-GAAP measures at the end of this presentation

Financial results overview

(in millions of dollars, except per share amounts)	FIRST QUARTERS ENDED	
	MARCH 31, 2013	MARCH 31, 2012
REVENUES	4,339	3,481
EBIT before special items ¹	240	188
Special items	-	(23)
EBIT	240	211
NET FINANCING EXPENSE	35	37
EBT	205	174
INCOME TAXES	57	19
NET INCOME	148	155
Diluted EPS (in dollars)	0.08	0.08
ADJUSTED NET INCOME¹	156	150
ADJUSTED EPS¹ (in dollars)	0.08	0.08

¹ See Caution regarding Non-GAAP measures at the end of this presentation

Free cash flow

FIRST QUARTERS ENDED

(in millions of dollars)	MARCH 31, 2013	MARCH 31, 2012
AEROSPACE		
Cash flows from operating activities	42	(200)
Net additions to PPE & intangible assets	(503)	(372)
TOTAL AEROSPACE	(461)	(572)
TRANSPORTATION	(73)	(85)
INTEREST AND TAXES	(56)	(38)
FREE CASH FLOW USAGE¹	(590)	(695)

¹ See Caution regarding Non-GAAP measures at the end of this presentation

Affirming our guidance for 2013



Aerospace

- Deliveries of approximately 190 business and 55 commercial aircraft
- EBIT margin at approximately the same level as last year
- Cash flow from operating activities at approximately \$1.4B, while investment in new programs to be approximately \$2B



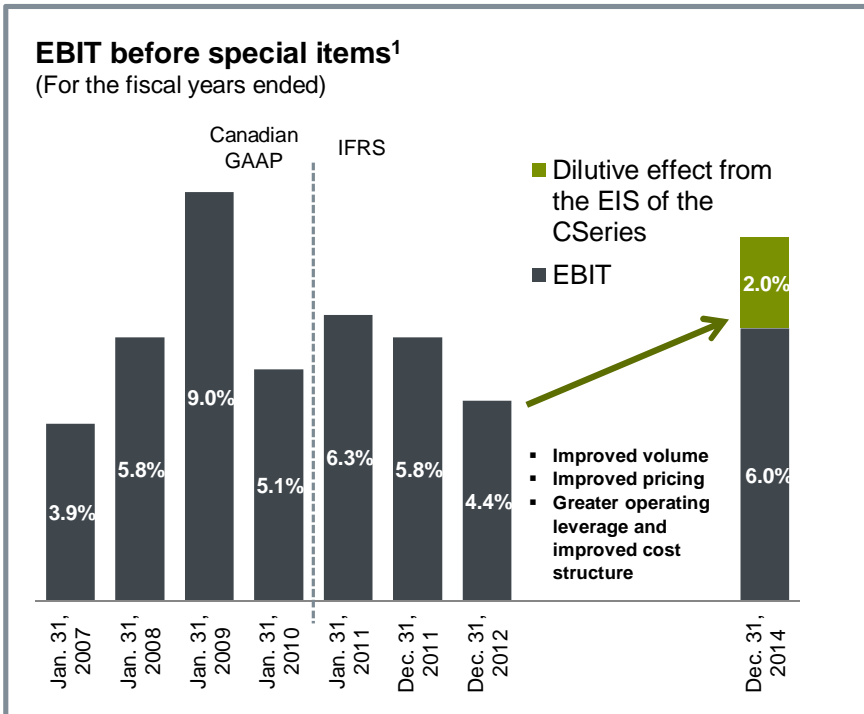
Transportation

- Revenue growth in the high single digits for 2013 (excluding currency impacts)
- Free cash flow generally in line with EBIT, although it may vary significantly from quarter to quarter
- Book-to-bill ratio of around 1.0

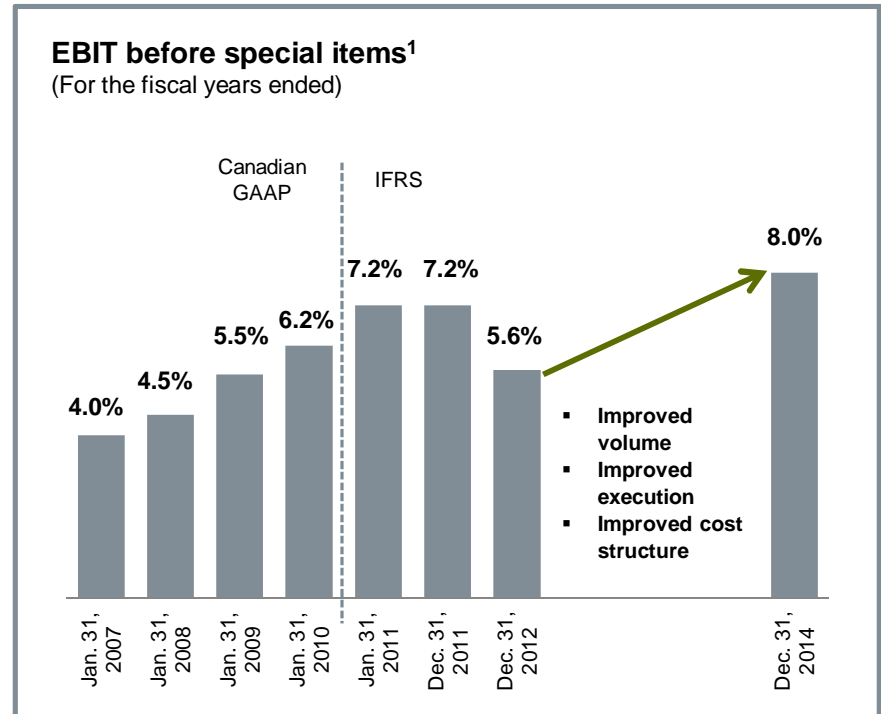
Note: See forward-looking statements on page 2 of this presentation

Outlook for 2014

Aerospace



Transportation



Guidance

Aerospace:

- We expect to achieve an EBIT margin of approximately 8% by year 2014, before an anticipated 2% dilutive impact from the entry-into-service of the *CSeries* aircraft
- The level of net additions to PP&E and intangible assets is expected to decrease by approximately \$500 million in 2014 and by another \$500 million in 2015

Transportation:

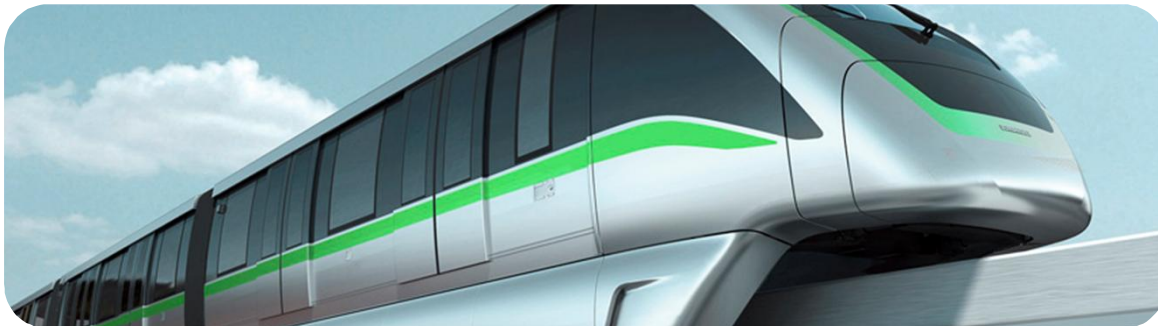
- We expect to achieve an EBIT margin of 8% by 2014

¹ Based on published results in our annual report for the fiscal year ended December 31, 2012. See Caution regarding Non-GAAP measures at the end of this presentation

Note: See forward-looking statements on page 2. Our fiscal year ended December 31, 2011 comprises 11 months of Aerospace's results and 12 months of Transportation's results

We are well positioned for growth

- **Strong backlog of \$63 billion representing well over three years of revenues**
- **State-of-the-art products coming into service in the next few years**
- **First flight of *CSeries* in June 2013**



Non-GAAP financial measures

CAUTION REGARDING NON-GAAP FINANCIAL MEASURES

This presentation is based on reported earnings in accordance with IFRS and on non-GAAP financial measures including EBIT before special items, EBIT margin before special items, adjusted net income, adjusted earnings per share and free cash flow. We believe that providing certain non-GAAP performance measures, in addition to IFRS measures, provides users of our interim consolidated financial statements with enhanced understanding of our results and related trends and increases transparency and clarity into the core results of the business. For these reasons a significant number of users of our MD&A analyze our results based on these performance measures. EBIT before special items, adjusted net income and adjusted EPS exclude items that do not reflect, in our opinion, our core performance and help users of our MD&A to better analyze our results, enabling better comparability of our results from one period to another and with peers.

Non-GAAP measures are mainly derived from the interim consolidated financial statements, but do not have standardized meanings prescribed by IFRS. The exclusion of certain items from non-GAAP performance measures does not imply that these items are necessarily non-recurring. From time to time, we may exclude additional items if we believe doing so would result in a more transparent and comparable disclosure. Other entities in our industry may define the above measures differently than we do. In those cases, it may be difficult to use similarly named non-GAAP measures of other entities to compare the performance of those entities to our performance. Refer to the Non-GAAP financial measures and Consolidated results of operations sections in the MD&A for definitions of these metrics and for reconciliations to the most comparable IFRS measures.