



Welcome

BOMBARDIER



ATA e-BUSINESS
FORUM



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Montreal, Canada

Robert Duffield
Director, Maintenance Engineering
Bombardier Aerospace



Welcome to Montreal, Canada

- Heart of Canadian Aerospace Industry
 - 235 companies
 - 42,000 employees
 - Revenues of \$12 billion
- Consortium for Research and Innovation in Aerospace in Quebec
- Four universities with worldwide reputation for aerospace research
- World renowned public research centres:
 - Canadian Space Agency
 - Aerospace Manufacturing Technology Centre (NRC-AMTC)
 - Industrial Materials Institute (NRC-IMI)



About Bombardier



Aerospace

F11 revenues: \$8.6 billion

- Revenues of \$17.7 billion for fiscal year ended January 31, 2011
- Corporate office based in Montréal, Canada
- Workforce of more than 65,000 worldwide



Transportation

F11 revenues: \$9.1 billion

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Built on ingenuity

1942-73

- Company start-up
- Development of passenger and personal snowmobiles
- Vertical integration
- Energy crisis provoked market collapse



1974-85

- Diversification into mass transit market
- Learning of new industry
- 1982 New York metro contract secured strong position in American market



1986-93

- Entry into aerospace through Canadair acquisition
- Consolidation of North American position and reinforcement of presence in Europe



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Built on ingenuity

Strategic acquisitions

- Aerospace: Short Brothers (U.K.), Learjet (U.S.), de Havilland (Canada)
- Transportation: BN (Belgium), ANF (France), Deutsche Waggonbau (Germany), Concarril (Mexico), Talbot (Germany), Adtranz (Germany)



1993-2003

- CRJ Series, *Global Express*, *Challenger 300*
- Tilting train, AGC (Autorail Grande Capacité)
- Sale of Recreational products business unit



2003-2010

- CRJ1000, CRJ NextGen family, Learjet 85, Q400 NextGen, CSeries, Global 7000, Global 8000
- Historical *EBrakes* first flight
- New aerospace manufacturing centre in Mexico
- Hybrid AGC, *ZEFIRO*, *ECO4*
- Transportation's expansion into emerging markets



Challenger, *Challenger 300*, *CRJ*, *CRJ1000*, *CSeries*, *EBrakes*, *ECO4*, *Global 7000*, *Global 8000*, *Global Express*, *Learjet*, *Learjet 85*, *NextGen*, *Q400* and *ZEFIRO* are trademarks of Bombardier Inc. or its subsidiaries.

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Bombardier Aerospace

BOMBARDIER AEROSPACE

Bombardier Aerospace designs and manufactures innovative aviation products and related services for the business, commercial, amphibious and specialized aircraft markets.

It also offers ***Flexjet*** fractional ownership, ***Skyjet*** aircraft charter and management, technical services, aircraft maintenance and pilot training.

Flexjet and *Skyjet* are trademarks of Bombardier Inc. or its subsidiaries.

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Business Aircraft portfolio centred on 3 families

LEARJET FAMILY



Learjet 40 XR



Learjet 45 XR



Learjet 60 XR



Learjet 85

CHALLENGER FAMILY



Challenger 300



Challenger 605



Challenger 850

GLOBAL FAMILY



Bombardier Global 5000



Global Express XRS



Bombardier Global 7000/8000

Bombardier, Challenger, Challenger 300, Challenger 605, Challenger 850, Global, Global 5000, Global 7000, Global 8000, Global Express, Learjet, Learjet 40, Learjet 45, Learjet 60, Learjet 85, XR and XRS are trademarks of Bombardier Inc. or its subsidiaries.

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Commercial Aircraft portfolio aligned with current market trends

Turboprops



Q400 and Q400 NextGen

Regional jets



CRJ700 NextGen



CRJ900 NextGen



CRJ1000 NextGen

Single-aisle mainline jets



CSeries CS100/CS300

CRJ, CRJ700, CRJ900, CRJ1000, CS100, CS300, CSeries, NextGen and Q400 are trademarks of Bombardier Inc. or its subsidiaries.

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CSeries: Now is the future

New commercial airliner :

- Launched July 13, 2008
- 2013 Entry-into-service *CS100* aircraft
- 2014 Entry-into-service *CS300* aircraft
- 'Greenest' single-aisle aircraft in its class
 - Less pollution, quieter
 - Lower fuel burn
 - Significant Improved cash operating costs versus current in-production aircraft of similar size.



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Customer Services

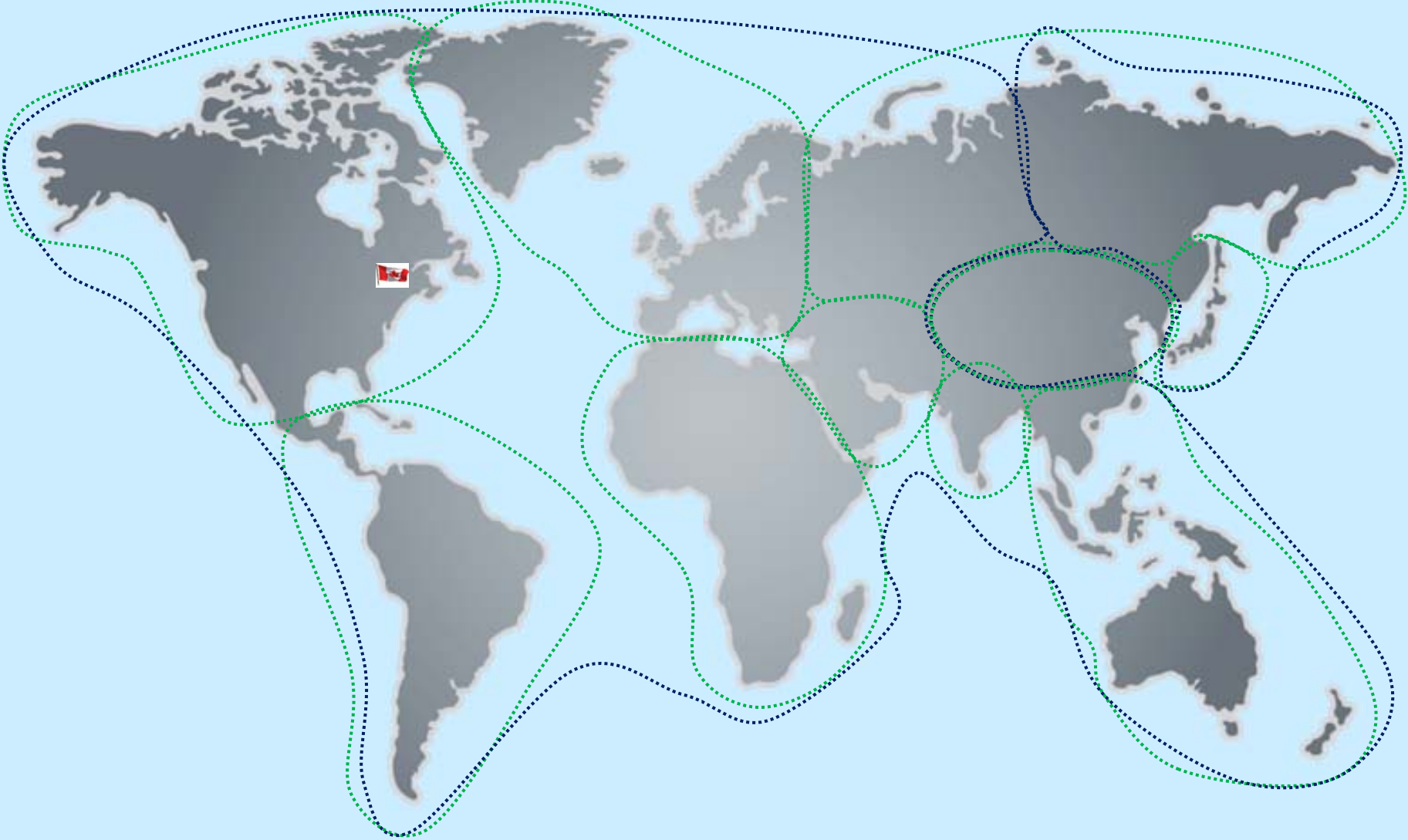
Worldwide service and support

- Parts logistics
- Aircraft maintenance
- Training solutions
- Tailored per hour parts and service solutions
- Skilled field service personnel and *24/7 Customer Response Centres*
- Flexible airborne parts delivery service
- Spare parts depots, service centres and authorized service facilities



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Bombardier Commercial Aircraft Customer Services Global Presence 2007 and 2015





What's Next:

- *More Integrated Web Based Support and Services*
- *Global Services and Support*
- *Airborne and Ground Advanced Aircraft Health Monitoring Systems Capabilities*
- *Enterprise Data Management Strategies*



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The background of the slide features a dark blue gradient. On the left side, there is a partial view of a white high-speed train with blue accents. On the right side, there is a close-up view of the white fuselage of a commercial airplane, showing the wing and a row of oval windows.

Bombardier and ATA

- **Bombardier is strong supporter of ATA's standards and is using**
 - iSPEC2200
 - S1000D
 - MSG-3 platform to S1000D standard
 - SPEC2000
- ***Led focused collaborative effort*** with development of SPEC2000 Chapters 11 and 13 and the Flight Operations Interest Group (FOIG)
- Bombardier and ***joint industry effort*** has raised the level of excellence improving quality of service to the public at large
- Bombardier is a ***strong advocate*** of the ATA e-Business Program (and S1000D) within the aerospace industry