

## SELECTED FINANCIAL INFORMATION

### Bombardier Aerospace

#### Revenues by geographic region<sup>(1)</sup>

(in millions of dollars)	Fiscal years ended December 31			
	2013		2012	
North America	\$ 5,503	59%	\$ 4,811	56%
Europe	2,036	22%	1,723	20%
Asia-Pacific	1,170	12%	1,126	13%
Rest of world <sup>(2)</sup>	676	7%	968	11%
	\$ 9,385	100%	\$ 8,628	100%

<sup>(1)</sup> Revenues are attributed to countries based on the location of the customer.

<sup>(2)</sup> The Rest of world region includes South America, Central America, Africa, the Middle East and the CIS.

#### Total aircraft deliveries

(in units)	Fourth quarters ended December 31		Fiscal years ended December 31	
	2013	2012	2013	2012
Business aircraft	60	60	180	179
Commercial aircraft	21	16	55	50
Amphibious aircraft	2	1	3	4
	83	77	238	233

#### Total aircraft net orders

(in units)	December 31, 2013			December 31, 2012		
	Gross orders	Cancellations	Net orders	Gross orders	Cancellations	Net orders
<b>Fourth quarters ended</b>						
Business aircraft	231	(23)	208	141	(17)	124
Commercial aircraft	42	-	42	60	-	60
Amphibious aircraft	2	-	2	-	-	-
	275	(23)	252	201	(17)	184
<b>Fiscal years ended</b>						
Business aircraft	369	(64)	305	392	(49)	343
Commercial aircraft	92	(11)	81	138	-	138
Amphibious aircraft	2	-	2	-	-	-
	463	(75)	388	530	(49)	481

#### Book-to-bill ratio<sup>(1)</sup>

	Fourth quarters ended December 31		Fiscal years ended December 31	
	2013	2012	2013	2012
Business aircraft	3.5	2.1	1.7	1.9
Commercial aircraft	2.0	3.8	1.5	2.8
Total	3.0	2.4	1.6	2.1

<sup>(1)</sup> Defined as net orders received over aircraft deliveries, in units.

#### Order backlog

(in billions of dollars)	As at	
	December 31, 2013	December 31, 2012
Aircraft programs	\$ 33.9	\$ 29.5
Long-term maintenance and spares support agreements	2.9	2.8
Military Aviation Training	0.5	0.6
	\$ 37.3	\$ 32.9

## Bombardier Transportation

Upon the adoption of IFRS 11, *Joint arrangements*, effective January 1, 2013, the Corporation is using the equity method to account for its interests in joint ventures and presenting its pro rata share of net income arising from joint ventures as a net of tax one-line item in the results of operations. Prior to the adoption of IFRS 11, the Corporation's share of revenues and expenses of joint ventures was consolidated line-by-line in its results of operations using the proportionate consolidation method. IFRS 11 was adopted retrospectively and comparative figures have been restated.

### Revenues by geographic region

(in millions of dollars)	Fourth quarters ended December 31				Fiscal years ended December 31			
	2013		2012		2013		2012	
Europe <sup>(1)</sup>	\$ 1,677	68%	\$ 1,325	65%	\$ 5,874	67%	\$ 5,139	66%
North America	429	18%	359	18%	1,581	18%	1,454	19%
Asia-Pacific <sup>(1)</sup>	189	8%	201	10%	770	9%	658	8%
Rest of world <sup>(2)</sup>	156	6%	143	7%	541	6%	535	7%
	\$ 2,451	100%	\$ 2,028	100%	\$ 8,766	100%	\$ 7,786	100%

<sup>(1)</sup> The increases in Europe reflect positive currency impacts of \$109 million and \$176 million, respectively, for the fourth quarter and fiscal year ended December 31, 2013, while the variances in Asia-Pacific reflect negative currency impacts of \$6 million and \$23 million respectively.

<sup>(2)</sup> The Rest of world region includes South America, Central America, Africa, the Middle East and the CIS.

### Order intake and book-to-bill ratio

Order intake (in billions of dollars) <sup>(1)</sup>	Fourth quarters ended December 31		Fiscal years ended December 31	
	2013	2012	2013	2012
Rolling stock	\$ 1.4	\$ 0.6	\$ 5.4	\$ 4.9
Services	0.5	1.5	2.0	2.5
System and signalling	-	0.8	1.4	1.8
	\$ 1.9	\$ 2.9	\$ 8.8	\$ 9.2
Book-to-bill ratio <sup>(2)</sup>	0.8	1.4	1.0	1.2

<sup>(1)</sup> Including any new orders between BT and its joint ventures, but excluding the order intake of our joint ventures.

<sup>(2)</sup> Ratio of new orders over revenues.

### Order backlog<sup>(1)</sup>

(in billions of dollars)	As at	
	December 31, 2013	December 31, 2012
Rolling stock <sup>(2)</sup>	\$ 21.1	\$ 20.7
Services	7.4	7.0
System and signalling	3.9	4.3
	\$ 32.4	\$ 32.0

<sup>(1)</sup> Including the order backlog for contracts between BT and its joint ventures, but excluding our share of joint ventures' backlog.

<sup>(2)</sup> Of which \$12.0 billion, or 57% of rolling stock order backlog, had a percentage of completion from 0% to 25% as at December 31, 2013 (\$12.9 billion, or 62%, as at December 31, 2012).