

## Business Aircraft

RESULTS			
For the fiscal years ended December 31	2016	2015	Variance
Revenues	\$ 5,741	\$ 6,996	(18)%
Aircraft deliveries (in units)	163	199	(36)
Net orders (in units)	114	(24)	138
Book-to-bill ratio <sup>(4)</sup>	0.7	nmf	nmf
EBIT	\$ 477	\$ (1,252)	nmf
EBIT margin	8.3%	(17.9)%	nmf
EBIT before special items	\$ 369	\$ 308	20 %
EBIT margin before special items	6.4%	4.4 %	200 bps
EBITDA before special items	\$ 528	\$ 492	7 %
EBITDA margin before special items	9.2%	7.0 %	220 bps
Net additions to PP&E and intangible assets	\$ 721	\$ 722	— %
As at December 31	2016	2015	
Order backlog (in billions of dollars)	\$ 15.4	\$ 17.2	(10)%