

FINANCIAL REPORT 2017

FISCAL YEAR ENDED
DECEMBER 31, 2017



BOMBARDIER

Our story began 75 years ago and it is deeply rooted in ingenuity, audacity and vision. We are the world's leading manufacturer of both planes and trains, operating under four reportable segments: Business Aircraft, Commercial Aircraft, Aerostructures and Engineering Services and Transportation. We are providing efficient, sustainable and enjoyable transportation solutions. Our products, services, and most of all, our 69,500 dedicated and highly skilled employees are what makes us a global leader in mobility and innovation. As at the date of this report, we have 73 production and engineering sites in 28 countries and a worldwide network of service centers.



BUSINESS AIRCRAFT

Designs, develops, manufactures, markets and provides aftermarket support for three class-leading families of business jets - *Learjet*, *Challenger* and *Global*.

Revenues⁽¹⁾
\$5.0 billion
 Order backlog⁽²⁾
\$14.0 billion
 Employees⁽³⁾
10,200



COMMERCIAL AIRCRAFT

Designs and manufactures a broad portfolio of commercial aircraft in the 60- to 150-seat market segments, including the *Q400* turboprop, the *CRJ700*, *CRJ900* and *CRJ1000* regional jets as well as the *C Series* single-aisle commercial jet- the only aircraft optimized for the 100- to 150-seat market segment. Commercial Aircraft provides aftermarket services for these aircraft as well as for the 20- to 59-seat segment.

Revenues⁽¹⁾
\$2.4 billion
 Order backlog, in units⁽²⁾
433
 Employees⁽³⁾
5,125



AEROSTRUCTURES AND ENGINEERING SERVICES

Designs and manufactures complex metallic and advanced composite aircraft structural components for original equipment manufacturers, including fuselages, wings and engine nacelles. It also provides aftermarket component repair and overhaul, as well as other engineering services for both internal and external clients.

Revenues⁽¹⁾
\$1.6 billion
 External order backlog⁽²⁾
\$87 million
 Employees⁽³⁾
10,025



TRANSPORTATION

Offers an end to end portfolio of high performing and innovative solutions in the rail industry. Covers the full spectrum of rail solutions, ranging from global mobility solutions to a variety of trains and sub-systems, services, system integration and signalling to suit the needs of the market.

Revenues⁽¹⁾
\$8.5 billion
 Order backlog⁽²⁾
\$34.4 billion
 Employees⁽³⁾
39,850

All amounts in this financial report are in US dollars unless otherwise indicated.

⁽¹⁾ For fiscal year 2017. ⁽²⁾ As at December 31, 2017. ⁽³⁾ As at December 31, 2017, including contractual and inactive employees. Some 4,300 Product Development Engineering, Corporate office and other employees are not allocated to a reportable segment.

EXECUTING ON PLAN, FOCUSED ON UNLEASHING VALUE

As Bombardier approaches the midpoint of its turnaround plan, we are focused on unlocking the value of our past investments and restructuring actions to drive growth and create sustainable value for our shareholders, customers and employees. We enter 2018 fully committed to achieving the goals we established in 2015, and our strong performance last year clearly demonstrates that we are on the right path.

Dear Shareholders,

Over the past year, we made great progress executing our turnaround plan. Our operational transformation is in full motion; our growth programs and initiatives are on track; our investment cycle is coming to an end; and the proactive and strategic actions we have taken demonstrate our ability to perform through adversity and in challenging markets.

I am incredibly proud of what the Bombardier team accomplished in 2017 and very excited about the remarkable opportunities ahead of us. As we near the midpoint of our turnaround plan, we have established a very strong foundation for future growth and have a clear path forward to achieving our 2020 goals and fully unlocking the value of the Bombardier portfolio.

From a financial performance perspective, we delivered high quality results in 2017, exceeding our commitments. Year-over-year earnings, before special items⁽¹⁾, grew by 57%. We grew margins to above 8% in our rail, Business Aircraft and Aerostructures business units. And, we surpassed our free cash flow⁽¹⁾ guidance by more than \$200 million. This solid performance demonstrates the early benefits of our transformation initiatives and positions us well to achieve break-even free cash flow this year, a key objective of our turnaround plan.

There were many other notable achievements across Bombardier in 2017, including our strategic partnership with Airbus on the *C Series* aircraft program. Once finalized, this partnership is expected to more than double the value of the program. The global scale, strong customer relationships and operational expertise Airbus brings to the partnership are key ingredients for unleashing the full value of the *C Series* program and ensuring that our remarkable aircraft realizes its full potential. Customer response to the partnership has been

overwhelmingly positive. Integration planning is going extremely well and we anticipate closing later this year subject to regulatory approvals and other closing conditions.⁽²⁾

Beyond the *C Series* partnership, we see tremendous value creation opportunities across our portfolio. We have strong franchises that are well positioned in growth markets. Our global rail business is poised for growth with a more efficient and optimized footprint, a \$34 billion backlog and a world-class portfolio of rolling stock, signalling and services solutions. In 2017, Transportation grew the size and quality of its backlog for the fourth consecutive year and is just beginning a strong delivery cycle that should drive additional revenue and margin growth well into the future.⁽²⁾

We have one of the best business aircraft franchises in the world, which will become even stronger when the all-new, class-defining *Global 7000* aircraft enters service later this year. Flight testing of the *Global 7000* is proceeding exceptionally well, with all five flight test vehicles in operation surpassing 1,500 flight hours. With a strong backlog and increasing customer interest, the *Global 7000* will be a significant growth driver for Bombardier in the years ahead. A renewed focus on aftermarket, as well as improvements in cost and efficiency, position our Business Aircraft segment for additional growth and margin expansion as the business jet market recovers.⁽²⁾

The benefits of our operational transformation can also be seen in strong margin expansion at our Aerostructures and Engineering business, as it supported the ramp-up of the *C Series* and *Global 7000* programs. In addition to these growth programs, our world-class research, design and manufacturing capabilities position

⁽¹⁾ EBIT margin before special items and free cash flow are Non-GAAP measures. Refer to the Non-GAAP measures section for definitions of these metrics.

⁽²⁾ Refer to the Guidance and forward-looking statements section in Overview for the forward-looking disclaimer and to the assumptions related to the forward-looking statements. Profitability guidance is based on EBIT margin before special items.

us to capture additional growth opportunities in a strong commercial aerospace market, as demonstrated by the Airbus nacelle component award announced last year.⁽¹⁾

In closing, 2017 was a year of great progress, delivered with a complete commitment to the highest ethical, environmental and safety standards. Of course, this progress would not have been possible without the dedication and hard work of our 69,500 employees around the world who have demonstrated exceptional talent in making our vision possible. On behalf of all our shareholders, I thank our employees for their many contributions, for embracing change and for making Bombardier a truly amazing company.

I also want to thank our customers for the trust and confidence they continue to place in Bombardier. We clearly recognize that our customers have choices and how we perform determines whether they will continue to choose us in the future. We will never take this for granted and remain committed to finding better, faster and more efficient ways to deliver value and to support their success in 2018 and beyond.

As we approach the midpoint of our five-year plan, we reaffirm with increased confidence our ability to accelerate shareholder value creation and deliver on our 2020 goals. These goals include growing revenues by \$4 billion, to greater than \$20 billion; reaching EBIT margin above 8%; and generating sustainable free cash flow between \$750 million and \$1 billion a year by 2020.⁽¹⁾

While we take great pride in having successfully executed the first half of our turnaround plan, we recognize that there is still much more work ahead of us to achieve our financial goals. We fully understand that we need to continue to reduce costs, fully engage our employees, further leverage our scale, meet our program milestones and seize all growth opportunities. Simply put, we need to continue to execute our turnaround plan and meet our customer commitments.

Our strong performance over the past two years, gives us confidence that we have the right team and the right strategy to successfully complete our turnaround. We are equally confident in our ability to realize our long-term vision for Bombardier: to build the most advanced planes and trains in the world; to create unmatched value for our customers; to be the market leader in each of our business segments; and to deliver superior value to our shareholders in any market environment.

The entire Bombardier team remains very excited about the opportunities ahead of us and fully committed to the goals of our turnaround plan and to unleashing the full value of the Bombardier portfolio.



Alain Bellemare
President and Chief Executive Officer

⁽¹⁾ Refer to the Guidance and forward-looking statements section in Overview for the forward-looking statements disclaimer and to the assumptions related to the forward-looking statements. Profitability guidance is based on EBIT margin before special items. EBIT margin before special items and free cash flow are Non-GAAP measures. Refer to the Non-GAAP measures section for definitions of these metrics.

BOMBARDIER INC. MANAGEMENT'S DISCUSSION AND ANALYSIS

For the fiscal year ended
December 31, 2017

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| OVERVIEW | BUSINESS AIRCRAFT | COMMERCIAL AIRCRAFT | AEROSTRUCTURES AND ENGINEERING SERVICES | TRANSPORTATION | OTHER |
|----------|-------------------|---------------------|---|----------------|-------|
| 5 | 44 | 58 | 77 | 85 | 104 |

All amounts in this report are expressed in U.S. dollars, and all amounts in the tables are in millions of U.S. dollars, unless otherwise indicated.

This MD&A is the responsibility of management and has been reviewed and approved by the Board of Directors of Bombardier Inc. (the "Corporation" or "Bombardier"). This MD&A has been prepared in accordance with the requirements of the Canadian Securities Administrators. The Board of Directors is responsible for ensuring that we fulfill our responsibilities for financial reporting and is ultimately responsible for reviewing and approving the MD&A. The Board of Directors carries out this responsibility principally through its Audit Committee. The Audit Committee is appointed by the Board of Directors and is comprised entirely of independent and financially literate directors. The Audit Committee reports its findings to the Board of Directors for its consideration when it approves the MD&A and financial statements for issuance to shareholders.

The data presented in this MD&A is structured by reportable segment: Business Aircraft, Commercial Aircraft, Aerostructures and Engineering Services and Transportation.

IFRS and non-GAAP measures

This MD&A contains both IFRS and non-GAAP measures. Non-GAAP measures are defined and reconciled to the most comparable IFRS measure (see the Non-GAAP financial measures and Liquidity and capital resources sections in Overview and each reportable segment's Analysis of results section).

Materiality for disclosures

We determine whether information is material based on whether we believe a reasonable investor's decision to buy, sell or hold securities of the Corporation would likely be influenced or changed if the information were omitted or misstated.

Certain totals, subtotals and percentages may not agree due to rounding.

The Financial Report for fiscal year 2017 comprises the message from our President and Chief Executive Officer to shareholders, this MD&A and our consolidated financial statements.

The following table shows the abbreviations used in the MD&A and the consolidated financial statements.

| Term | Description | Term | Description |
|-----------|---|--------|--|
| AFS | Available for sale | FVTP&L | Fair value through profit and loss |
| BPS | Basis points | GAAP | Generally accepted accounting principles |
| BT Holdco | Bombardier Transportation (Investment) UK Limited | GDP | Gross domestic product |
| CAGR | Compound annual growth rate | HFT | Held for trading |
| CCTD | Cumulative currency translation difference | IAS | International Accounting Standard(s) |
| CDPQ | Caisse de dépôt et placement du Québec | IASB | International Accounting Standards Board |
| CGU | Cash generating unit | IFRIC | International Financial Reporting Interpretation Committee |
| CIS | Commonwealth of Independent States | IFRS | International Financial Reporting Standard(s) |
| CSALP | C Series Aircraft Limited Partnership | Libor | London Interbank Offered Rate |
| DB | Defined benefit | L&R | Loans and receivables |
| DC | Defined contribution | MD&A | Management's discussion and analysis |
| DDHR | Derivative designated in a hedge relationship | NCI | Non-controlling interests |
| DSU | Deferred share unit | NMF | Information not meaningful |
| EBIT | Earnings (loss) before financing expense, financing income and income taxes | OCI | Other comprehensive income (loss) |
| EBITDA | Earnings (loss) before financing expense, financing income, income taxes, amortization and impairment charges on PP&E and intangible assets | PP&E | Property, plant and equipment |
| EBT | Earnings (loss) before income taxes | PSG | Performance security guarantee |
| EIS | Entry-into-service | PSU | Performance share unit |
| EPS | Earnings (loss) per share attributable to equity holders of Bombardier Inc. | R&D | Research and development |
| Euribor | Euro Interbank Offered Rate | RSU | Restricted share unit |
| FTV | Flight test vehicle | RVG | Residual value guarantee |
| | | SG&A | Selling, general and administrative |
| | | U.K. | United Kingdom |
| | | U.S. | United States of America |

OVERVIEW

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| LIQUIDITY AND CAPITAL RESOURCES | CAPITAL STRUCTURE | RETIREMENT BENEFITS | RISK MANAGEMENT | NON-GAAP FINANCIAL MEASURES |
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HIGHLIGHTS OF THE YEAR

EXECUTING ON PLAN, FOCUSED ON UNLEASHING VALUE

| | Original 2017 guidance | Latest 2017 guidance | What we did in 2017 | What's next for 2018 ⁽¹⁾⁽²⁾ |
|-----------------------------|---|-----------------------|---------------------|--|
| Revenues | Excluding currency impacts, revenues in 2017 are expected to be higher than in 2016, with percentage growth in the low-single digits. | ~ \$16.3 billion | \$16.2 billion | \$17.0-\$17.5 billion |
| EBITDA before special items | n/a | n/a | \$1.0 billion | \$1.15-\$1.25 billion |
| EBIT before special items | \$530-\$630 million | ≥ \$630 million | \$672 million | \$800-\$900 million |
| Free cash flow | \$750 million-\$1.0 billion usage | ~ \$1.0 billion usage | \$786 million usage | Breakeven ± \$150 million |

RESULTS

| For the fiscal years ended December 31 | 2017 | 2016 | Variance |
|--|-------------|-------------|-----------------|
| Revenues | \$ 16,218 | \$ 16,339 | (1)% |
| EBIT | \$ 246 | \$ (58) | nmf |
| EBIT margin | 1.5 % | (0.4)% | 190 bps |
| EBIT before special items ⁽²⁾ | \$ 672 | \$ 427 | 57 % |
| EBIT margin before special items ⁽²⁾ | 4.1 % | 2.6 % | 150 bps |
| EBITDA before special items ⁽²⁾ | \$ 993 | \$ 798 | 24 % |
| EBITDA margin before special items ⁽²⁾ | 6.1 % | 4.9 % | 120 bps |
| Net loss | \$ (553) | \$ (981) | 44 % |
| Diluted EPS (in dollars) | \$ (0.25) | \$ (0.48) | \$ 0.23 |
| Adjusted net income (loss) ⁽²⁾ | \$ 63 | \$ (268) | nmf |
| Adjusted EPS (in dollars) ⁽²⁾ | \$ 0.03 | \$ (0.15) | \$ 0.18 |
| Net additions to PP&E and intangible assets | \$ 1,317 | \$ 1,201 | 10 % |
| Cash flows from operating activities | \$ 531 | \$ 137 | 288 % |
| Free cash flow usage ⁽²⁾ | \$ (786) | \$ (1,064) | 26 % |
| As at December 31 | 2017 | 2016 | Variance |
| Available short-term capital resources ⁽³⁾⁽⁴⁾ | \$ 4,225 | \$ 4,477 | (6)% |

⁽¹⁾ Refer to the forward-looking statements disclaimer in Overview as well as the assumptions on which the guidance is based. Also refer to the forward-looking statements section in each reportable segment for details regarding the assumptions on which the guidance is based. Guidance for 2018 reflects the adoption of IFRS 9, *Financial Instruments* and IFRS 15, *Revenue from contracts with customers*. The 2018 guidance assumes the continued consolidation of the *C Series* aircraft program for the entire 2018 fiscal year. Following the anticipated closing of the *C Series* partnership with Airbus, we will no longer consolidate the *C Series* aircraft program. Should the closing of the *C Series* partnership with Airbus occur before the end of 2018, the resulting de-consolidation of the *C Series* aircraft program will have an impact on our results and guidance.

⁽²⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics and to the Analysis of results section and Liquidity and capital resources section for reconciliations to the most comparable IFRS measures.

⁽³⁾ Defined as cash and cash equivalents plus the amount available under our revolving credit facilities.

⁽⁴⁾ Following the anticipated closing of our *C Series* partnership with Airbus, the assets and liabilities of the *C Series* aircraft program are presented under Assets held for sale. Refer to the strategic partnership section in Commercial Aircraft, Note 15 - Cash and cash equivalent and Note 28 - Assets held for sale in the Consolidated financial statements for more details on the transaction as well as the accounting treatment as at December 31, 2017.

- **OUR 2017 FINANCIAL RESULTS EXHIBITED STRONG EARNINGS AND CASH FLOW MOMENTUM:⁽¹⁾**
 - Revenues reached \$16.2 billion while EBITDA before special items⁽¹⁾ reached close to \$1.0 billion.
 - EBIT before special items⁽¹⁾ improved materially for the second consecutive year and exceeded our guidance, increasing 57% year over year, from \$427 million to \$672 million.
 - EBIT margin before special items⁽¹⁾ exceeded 8% across our Transportation, Business Aircraft, and Aerostructures and Engineering Services segments, above guidance in each case.
 - Transportation's strong results in 2017 outpaced the performance targets underlying CDPQ's investment in BT Holdco. Accordingly, for the 12-month period starting on February 12, 2018, Bombardier's percentage of ownership on conversion of CDPQ's shares will increase by 2.5%, up from 70% to 72.5%. Any dividends paid by BT Holdco to its shareholders during this period will be distributed on the basis of each shareholder's percentage of ownership on conversion, being 72.5% for Bombardier and 27.5% for the CDPQ. These adjustments will become effective once the audited consolidated financial statements of BT Holdco are duly approved by its Board of Directors.
 - Free cash flow usage⁽¹⁾ for 2017 was \$786 million, better than guidance by over \$200 million, resulting in a \$3.1 billion cash position⁽²⁾ at year end.

- **WE POSITIONED THE COMPANY TO DELIVER GROWTH TOWARDS OUR 2020 PLAN:**
 - We continued to build Transportation's backlog to support our \$10 billion revenue objective in 2020. The backlog increased 14% in 2017 to \$34.4 billion, fueled by a book-to-bill⁽³⁾ above 1.0 for the fourth consecutive year.
 - The *Global 7000* aircraft is Business Aircraft and Bombardier's largest growth driver towards the 2020 objectives. Its backlog supports deliveries through 2021.⁽⁴⁾ The program is moving closer to certification with all five FTV's now in the test program, cumulating over 1,500 flight hours. The aircraft is on track for EIS in the second half of 2018.
 - In 2017, we made investments in our inventory to support major project ramp-ups in Transportation, to launch the production of the *Global 7000* aircraft, and to continue ramping up the *C Series* aircraft production line. These investments position us to increase delivery of trains and planes in 2018 and beyond.

- **WE ENTERED INTO A HISTORIC PARTNERSHIP WITH AIRBUS TO DOUBLE THE VALUE OF THE C SERIES PROGRAM:⁽⁴⁾**
 - We expect that our strategic alliance with Airbus will unlock the full potential of the already game-changing *C Series* aircraft. This transformative partnership strengthens and de-risks the *C Series* aircraft plan, and Bombardier as a whole. Airbus brings an extensive sales, marketing and procurement organization and has a worldwide customer support presence.
 - We are moving ahead and making progress obtaining regulatory approvals for the announced partnership with Airbus for the *C Series* aircraft. We expect to obtain all approvals for the partnership in 2018, and in the meantime, we are conducting planning for the operation of the U.S. final assembly line in Mobile, Alabama and working on other integration streams, consistent with antitrust law.
 - On January 26, 2018, the U.S. International Trade Commission rejected Boeing's attempt to have tariffs imposed on *C Series* aircraft, clearing the path for us to support Delta Air Lines, Inc. this year as we work to close our partnership with Airbus.

⁽¹⁾ Earnings is based on EBITDA before special items, EBIT before special items and EBIT margin before special items. Cash flow is based on free cash flow. These are Non-GAAP financial measures. Refer to the Non-GAAP financial measures, Consolidated results of operations and Liquidity and capital resources sections for definitions of these metrics and reconciliations to the most comparable IFRS measures.

⁽²⁾ Defined as cash and cash equivalents. Following the anticipated closing of our *C Series* partnership with Airbus, the assets and liabilities of the *C Series* aircraft program are presented under Assets held for sale. Refer to the strategic partnership section in Commercial Aircraft, Note 15 - Cash and cash equivalent and Note 28 - Assets held for sale in the Consolidated financial statements for more details on the transaction as well as the accounting treatment as at December 31, 2017.

⁽³⁾ Ratio of new orders over revenues.

⁽⁴⁾ Forward-looking statement. See the forward-looking statements assumptions on which the guidance is based and forward-looking statements disclaimer in Overview.

- **WE REMAIN FOCUSED ON OUR KEY PRIORITIES, DRIVING OUR TRANSFORMATION:**
 - We completed 2017 with our operational and structural transformation in full motion across all our business segments. The actions taken, include significant progress in creating sales, engineering and manufacturing centers of excellence across our Transportation segment. With two-thirds of the transformation initiatives completed by year end at BT, we expect continued execution of the plan to lead to further margin expansion.⁽¹⁾

⁽¹⁾ Forward-looking statement. See the forward-looking statements assumptions on which the guidance is based and forward-looking statements disclaimer in Overview.

KEY PERFORMANCE MEASURES AND METRICS

The table below summarizes key performance measures and associated metrics evaluated only on a consolidated basis. Our reportable segments use multiple other key performance measures to evaluate various key metrics. Refer to each reportable segment's Key performance measures and metrics section for further details.

| KEY PERFORMANCE MEASURES AND ASSOCIATED METRICS | |
|---|---|
| PROFITABILITY | <ul style="list-style-type: none"> Diluted EPS and adjusted EPS⁽¹⁾, as measures of global performance. |
| LIQUIDITY | <ul style="list-style-type: none"> Available short-term capital resources⁽²⁾, as a measure of liquidity adequacy. Free cash flow⁽¹⁾, as a measure of liquidity generation. |
| CAPITAL STRUCTURE | <ul style="list-style-type: none"> Adjusted EBIT⁽¹⁾ to adjusted interest⁽¹⁾ ratio, as a measure of interest coverage. Adjusted debt⁽¹⁾ to adjusted EBITDA⁽¹⁾ ratio, as a measure of financial leverage. Weighted-average long-term debt maturity, as a measure of debt term structure. |

| FIVE-YEAR SUMMARY | | | | | |
|---|-----------|------------|------------|------------|-----------|
| For the fiscal years ended and as at December 31 | 2017 | 2016 | 2015 | 2014 | 2013 |
| Profitability | | | | | |
| Revenues | \$ 16,218 | \$ 16,339 | \$ 18,172 | \$ 20,111 | \$ 18,151 |
| EBIT | \$ 246 | \$ (58) | \$ (4,838) | \$ (566) | \$ 923 |
| EBIT margin | 1.5 % | (0.4)% | (26.6)% | (2.8)% | 5.1% |
| EBIT before special items ⁽¹⁾⁽³⁾ | \$ 672 | \$ 427 | \$ 554 | \$ 923 | \$ 893 |
| EBIT margin before special items ⁽¹⁾⁽³⁾ | 4.1 % | 2.6 % | 3.0 % | 4.6 % | 4.9% |
| EBITDA ⁽¹⁾ | \$ 611 | \$ 323 | \$ (100) | \$ 1,117 | \$ 1,314 |
| EBITDA before special items ⁽¹⁾⁽³⁾ | \$ 993 | \$ 798 | \$ 992 | \$ 1,340 | \$ 1,284 |
| Net income (loss) | \$ (553) | \$ (981) | \$ (5,340) | \$ (1,246) | \$ 572 |
| Adjusted net income (loss) ⁽¹⁾ | \$ 63 | \$ (268) | \$ 326 | \$ 648 | \$ 608 |
| Diluted EPS (in dollars) | \$ (0.25) | \$ (0.48) | \$ (2.58) | \$ (0.74) | \$ 0.31 |
| Adjusted EPS (in dollars) ⁽¹⁾ | \$ 0.03 | \$ (0.15) | \$ 0.14 | \$ 0.35 | \$ 0.33 |
| Liquidity | | | | | |
| Net additions to PP&E and intangible assets | \$ 1,317 | \$ 1,201 | \$ 1,862 | \$ 1,964 | \$ 2,287 |
| Cash flows from operating activities | \$ 531 | \$ 137 | \$ 20 | \$ 847 | \$ 1,380 |
| Free cash flow usage ⁽¹⁾ | \$ (786) | \$ (1,064) | \$ (1,842) | \$ (1,117) | \$ (907) |
| Available short-term capital resources ⁽²⁾ | \$ 4,225 | \$ 4,477 | \$ 4,014 | \$ 3,846 | \$ 4,837 |
| Capital structure | | | | | |
| Interest coverage ratio ⁽⁴⁾ | 1.2 | 0.8 | 1.5 | 3.1 | 2.8 |
| Financial leverage ratio ⁽⁴⁾ | 8.3 | 9.7 | 7.3 | 4.7 | 5.4 |
| Weighted-average long-term debt maturity (in years) | 5.3 | 5.8 | 6.3 | 6.4 | 6.4 |

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures, Consolidated results of operations and Liquidity and capital resources sections for definitions of these metrics and reconciliations to the most comparable IFRS measures.

⁽²⁾ Defined as cash and cash equivalents plus the amount available under the revolving credit facilities.

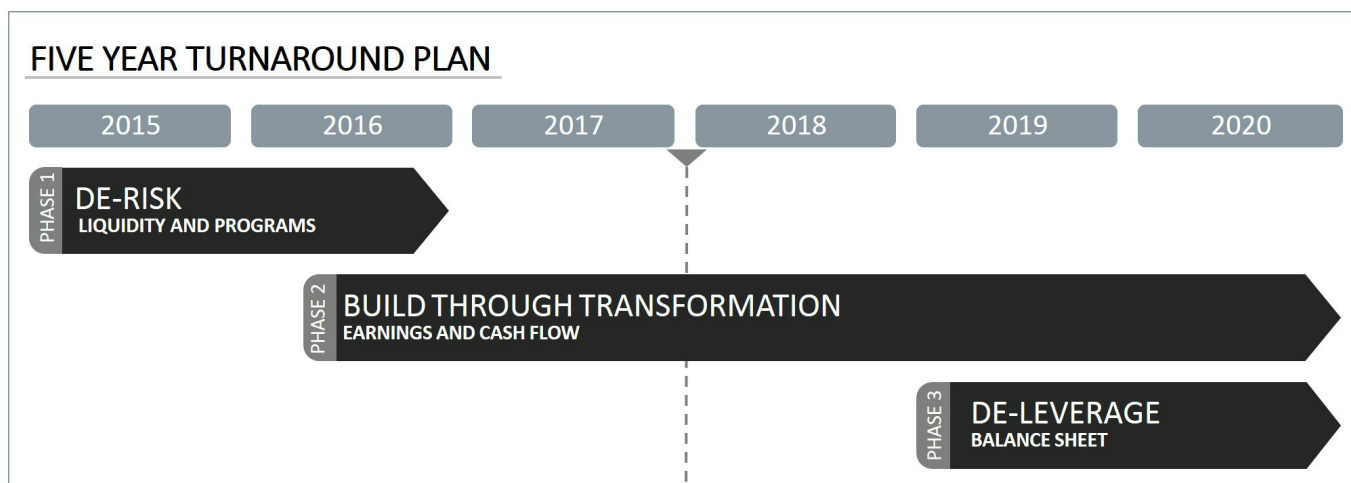
⁽³⁾ Refer to the Consolidated results of operations section for details of special items recorded in 2017 and 2016. In 2015, the special items related to impairment and other charges of \$3.2 billion following the completion of an in-depth review of the *C Series* aircraft program as well as discussions with the Government of Québec, \$1.2-billion impairment and other charges as a result of the cancellation of the *Learjet 85* aircraft program, \$353-million increase in provisions for credit guarantees and RVGs related to regional aircraft following changes in assumptions due to difficult market conditions, \$243-million impairment on remaining *CRJ1000* aircraft program development costs due to a lack of order intake, \$194-million write-off of deferred costs related to restructuring of customer commercial agreements, \$133 million incurred in connection with the termination of third-party sales representative and distribution agreements to increase the number of direct-to-market channels, \$106 million of net write-downs of deferred income tax assets mainly related to Transportation, \$53-million impairment charge on the remaining *Learjet* family aerospace program tooling, \$50 million related to tax litigation provision, \$22-million loss on redemption of the \$750-million Senior Notes due 2016 and \$9-million restructuring charges. In 2014, the special items related to impairment and other charges of \$1.4 billion related to the decision to pause the *Learjet 85* aircraft program and \$273 million of net write-downs of deferred tax assets following that decision, \$142 million of restructuring charges, a \$43-million loss on repurchase of long-term debt, and a \$18-million gain on resolution of a litigation in connection with Part IV of the Québec Income Tax Act of which \$8 million was recorded in financing income. In 2013, the special items related to a \$43-million gain on resolution of a litigation in connection with capital tax, of which \$12 million was recorded in financing income, a \$24-million inventory write-down and a \$23-million gain on disposal of a business.

⁽⁴⁾ Refer to the Capital structure and Non-GAAP financial measures sections for computations of these ratios.

STRATEGIC PRIORITIES

Focused execution towards 2020 financial goals

As we closed out 2017, our transformation initiatives helped Bombardier establish a track record of improving financial performance while management's proactive and disciplined approach helped reach key program milestones and position the Company for growth through 2020.⁽¹⁾



As we begin 2018, the mid-point of our 5-year turnaround plan launched in 2015, we are confident that the structural elements are now in place to deliver on our 2020 financial goals. These elements are the result of initiatives focused on unleashing the value of the Company's leading product and services portfolio. We enter 2018 with solid backlogs across our growing business segments and a clear plan to ramp-up Transportation projects and Aerospace programs. Two of these initiatives include the anticipated entry into service of the *Global 7000* aircraft and the closing of our partnership agreement with Airbus on the *C Series* that unlocks the full potential of this game-changing aircraft. Our priorities for the years ahead are clear and we are now focused on execution.⁽¹⁾

A CLEAR PATH FORWARD TO 2020

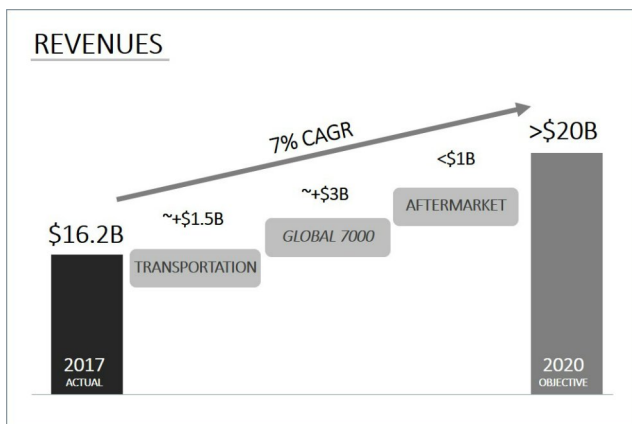
- ✓ DELIVER ON RAIL BACKLOG
- ✓ BRING *GLOBAL 7000* INTO MARKET
- ✓ EXPAND BUSINESS AIRCRAFT AFTERMARKET BUSINESS
- ✓ CLOSE THE AIRBUS PARTNERSHIP
- ✓ EXECUTE ON THE *C SERIES* RAMP-UP
- ✓ SUPPORT NEW PROGRAMS RAMP-UP BY AEROSTRUCTURES
- ✓ CONTINUE TO DRIVE TRANSFORMATION ACROSS THE PORTFOLIO

Revenues: Growing by \$4 billion through 2020

Revenue is expected to reach in excess of \$20 billion by 2020, growing at a ~7% CAGR from 2017. This increase is mainly driven by the *Global 7000* aircraft's entry into service starting in 2018. Providing visibility into this revenue growth is the aircraft's strong backlog, sold out through 2021, and a strong and growing backlog at Transportation, currently amounting to over \$34 billion. In addition, our

aftermarket and services strategy, which leverages recent investments to expand the footprint and better serve Bombardier's large in-service fleet of approximately 7,000 aircraft and more than 100,000 train cars worldwide, will also fuel our revenue growth.⁽¹⁾

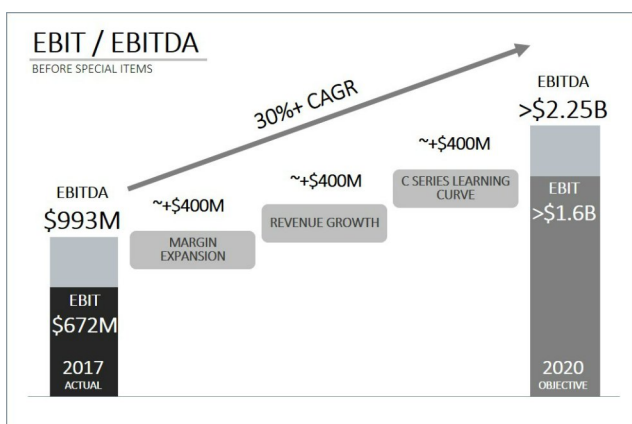
⁽¹⁾ See Forward-looking statements for details regarding the assumptions on which the objectives are based. Also see forward-looking statements disclaimer in the Guidance and forward-looking statements section.



Our 2020 revenue target reflects the de-consolidation of the *C Series* following the anticipated closing of the Airbus partnership, and a prudent approach towards the business aircraft market recovery.⁽¹⁾

Profitability: More than doubling EBIT/EBITDA by 2020⁽¹⁾

We aim for our earnings to more than double, with EBITDA before special items⁽²⁾ targets increasing from \$1 billion to over \$2.25 billion in this three year span. Contributing to this trend are the projects and programs above, as well as the continued execution on transformation initiatives. These initiatives include the restructuring efforts launched in 2016, now working towards creating centers of excellence in our Transportation segment, and a focus on reducing supplier bill of materials and indirect costs.



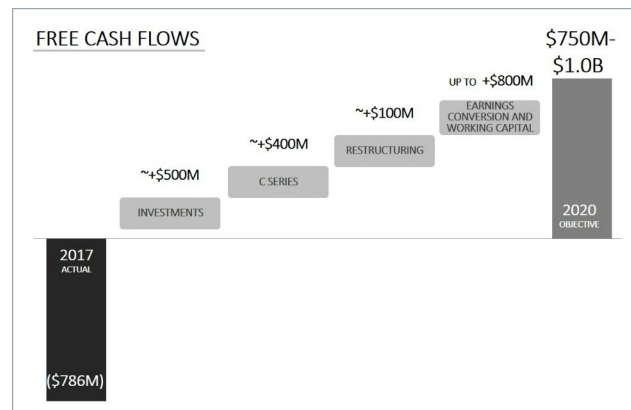
The de-consolidation of the *C Series* aircraft losses following the anticipated closing of the Airbus partnership is also expected to contribute to improving our profit metrics.⁽¹⁾⁽²⁾

By reaching these targets, EBITDA and EBIT margins before special items in 2020 would exceed 11% and 8%, respectively.⁽¹⁾⁽²⁾ This upward revision to our EBIT target as we advance through our turnaround plan reflects the progress made to date,

where EBIT before special items realized in 2017 already exceeded 8% in each of our business segments (excluding Commercial Aircraft as we ramped up *C Series* aircraft production).

Free cash flow: Reaching the inflection point and securing sustainable cash generation

As we near the end of the investment cycle, we continue to see a clear path to a sustainable cash generation target of \$750 million to \$1 billion annually by 2020.⁽¹⁾



Already in 2017, free cash flow⁽²⁾ generation before our growth investments in the *C Series*, *Global 7000* and restructuring would exceed \$600 million. Our plan assumes the completion of these investments over the next 24 months, supporting the 2020 cash flow plan.⁽¹⁾

To deliver positive free cash flow⁽²⁾, our strategy is threefold: 1) certify and introduce the *Global 7000* aircraft to market in the second half of 2018, reducing our annual capital investments to an estimated \$800 million annually by 2020, approaching depreciation levels; 2) reaching breakeven on the *C Series* aircraft program as it matures, with conditions improving under the announced Airbus partnership; and 3) by completing our investments in restructuring that continue to fuel the margin expansion and better earnings conversion.⁽¹⁾

The return to free cash flow generation will support the final phase of our plan to de-leverage the balance sheet, thereby driving strong shareholder value.⁽¹⁾⁽²⁾

⁽¹⁾ See Forward-looking statements hereafter for details regarding the assumptions on which the objectives are based. Also see forward-looking statements disclaimer in the Guidance and forward-looking statements section.

⁽²⁾ Profitability objectives are based on EBITDA and EBIT before special items as well as EBITDA and EBIT margins before special items. These as well as free cash flow are non-GAAP measures. Refer to the Non-GAAP financial measures section for definitions of these metrics.

Line of sight to Business Units 2020 objectives

From a business unit perspective, we have reaffirmed and, in some cases, improved our 2020 targets, but also adjusted for the de-consolidation of the *C Series* aircraft and the timing of the business jet market recovery.⁽¹⁾

We continue to target a revenue of >\$10 billion from our Transportation segment in 2020, supported by strong backlog and a book-to-bill ratio of >1 over the past four years. We increased our expectation for EBIT margin from >8% to >9% in light of recent results and continued restructuring actions.⁽¹⁾

Our Business Aircraft franchise continues to see growth from the current \$5 billion revenues to >\$8.5 billion in 2020, fueled by the introduction of the *Global 7000* business jet and by aftermarket, while continuing to trend to 8-10% margin.⁽¹⁾

Our projected results from Commercial Aircraft and Aerostructures and Engineering Services are adjusted to reflect the de-consolidation of the *C Series* aircraft and more prudent production of *CRJ Series* and *Q400* aircraft, while preserving the profitability targets.⁽¹⁾

⁽¹⁾ See Forward-looking statements hereafter for details regarding the assumptions on which the objectives are based. Also see forward-looking statements disclaimer in the Guidance and forward-looking statements section. Profitability objectives are based on EBITDA and EBIT before special items as well as EBITDA and EBIT margins before special items. These as well as free cash flow are non-GAAP measures. Refer to the Non-GAAP financial measures section for definitions of these metrics.

| 2020 OBJECTIVES | | | | |
|--|----------------|-------------------|---|----------------|
| | TRANSPORTATION | BUSINESS AIRCRAFT | COMMERCIAL AIRCRAFT | AEROSTRUCTURES |
| REVENUES | >\$10B | >\$8.5B | ~\$5.0B WITH C SERIES ~\$1.5B C SERIES DE-CONSOLIDATED | >\$2.25B |
| EBIT MARGIN <small>BEFORE SPECIAL ITEMS</small> | >9% | 8-10% | PROFITABLE | 9-11% |

Forward-looking statements

Forward-looking statements⁽¹⁾ in this section of the MD&A are based on the following material assumptions:

All segments

- normal execution and delivery of current firm orders and projects in the backlog;
- our ability to execute and deliver business model enhancement initiatives;
- the ability to understand customer needs and portfolio of products and services to drive increasing market demand and secure key strategic orders;
- continued deployment and execution of growth strategies, including the aftermarket businesses;
- continued deployment and execution of leading initiatives according to plan to improve revenue conversion into higher earnings and free cash flows⁽²⁾, through improved procurement cost, controlled spending and labour efficiency;
- delivering on the transformation plan targets, through restructurings and other initiatives addressing the direct and indirect cost structure, focusing on sustained cost reductions and operational improvements, while reducing working capital consumption;
- the ability to leverage the global manufacturing footprint and transfer best practices and technology across production sites, and by leveraging lower cost geographies and emerging economies;
- the ability of the supply base to support product development, planned production rates and the execution of projects;
- the ability to identify and enter into further risk sharing partnerships and initiatives;
- the effectiveness of disciplined capital deployment measures in new programs and products to drive revenue growth;
- the ability to recruit and retain highly skilled resources to deploy the product development and project execution strategy;
- competitive global environment and global economic conditions to remain similar;
- the stability of foreign exchange rates; and
- the ability to have sufficient liquidity to execute the strategic plan, to meet financial covenants and to pay down long-term debt or refinance bank facilities and maturities starting in 2020.

Aerospace segments

- the alignment of production rates to market demand;
- similar level of aircraft deliveries;
- the ability to ramp up production and deliveries of new programs, focusing on the *C Series* aircraft program including learning curve improvements, and meet scheduled EIS date for the *Global 7000* and *Global 8000* aircraft program;
- our ability to strengthen our market position and product value proposition for the *CRJ Series* and *Q400* aircraft programs;
- continued ability to capture and win campaigns and projects based on market forecasts⁽³⁾, leading to estimated future order intake;
- the reduction of investments and development spend to normalized levels, in line with depreciation by 2020;
- the satisfaction of all conditions of closing and the successful completion of the transaction with Airbus within the anticipated timeframe, including receipt of regulatory (including antitrust) and other approvals;⁽⁴⁾
- the fulfillment and performance by each party of its obligations pursuant to the transaction agreement with Airbus and future commercial agreements and absence of significant inefficiencies and other issues in connection therewith;
- the realization of the anticipated benefits and synergies of the transaction with Airbus in the timeframe anticipated;
- our ability to continue with our current funding plan of CSALP and to fund, if required, any cash shortfalls and adequacy of cash planning and management and project funding; and
- the accuracy of our assessment of anticipated growth drivers and sector trends.

Transportation

- revenue conversion and phase out of our legacy contracts;
- a sustained level of public sector spending;
- the realization of upcoming tenders and our ability to capture them based on market forecasts⁽⁵⁾, leading to estimated future order intake; and
- successful deployment and execution of growth strategies, including the value chain approach and the creation of ecosystems, site specialization and the creation of engineering centers of excellence, and the evolution of the revenue mix towards more signalling and systems and operations and maintenance contracts.

For a discussion of the material risk factors associated with the forward-looking information, refer to the Risks and uncertainties section in Other.

⁽¹⁾ Also refer to the Guidance and forward-looking statements section for the forward-looking statements disclaimer.

⁽²⁾ Non-GAAP measure. Refer to the Non-GAAP measures for definition of this metric.

⁽³⁾ For more details, refer to the market indicators in the Industry and economic environment sections of the aerospace segments.

⁽⁴⁾ The 2018 guidance assumes the continued consolidation of the *C Series* program for the complete 2018 fiscal year. Following the anticipated closing of its *C Series* partnership with Airbus, Bombardier will de-consolidate the *C Series* program. Should the closing of the *C Series* program occur before the end of 2018, the resulting de-consolidation by Bombardier of the *C Series* program will have an impact on our reported results and guidance.

⁽⁵⁾ For more details, refer to the market indicators in the Industry and economic environment section of the Transportation segment.

GUIDANCE AND FORWARD-LOOKING STATEMENTS

We met or exceeded our latest 2017 guidance on all fronts

| | | Original 2017 guidance | Latest 2017 guidance | What we did in 2017 | What's next for 2018 ⁽¹⁾ |
|---|----------------------------------|---|---|---|---|
| CONSOLIDATED | Revenues | Excluding currency impacts, revenues in 2017 are expected to be higher than in 2016, with percentage growth in the low-single digits. | ~ \$16.3 billion | \$16.2 billion | \$17.0-\$17.5 billion |
| | EBITDA before special items | n/a | n/a | \$1.0 billion | \$1.15-\$1.25 billion |
| | EBIT before special items | \$530-\$630 million | ≥ \$630 million | \$672 million | \$800-\$900 million |
| | Free cash flow | \$750 million-\$1.0 billion usage | ~ \$1.0 billion usage | \$786 million usage | Breakeven ± \$150 million |
| BUSINESS AIRCRAFT | Revenues | ~ \$5.0 billion | No change | \$5.0 billion | ≥ \$5.0 billion |
| | EBIT margin before special items | ~ 7.5% | ~ 8.0% | 8.4% | ≥ 8.0% |
| | Aircraft deliveries (in units) | ~135 | No change | 140 | ~ 135 |
| COMMERCIAL AIRCRAFT | Revenues | ~ \$2.9 billion | ~ \$2.5 billion | \$2.4 billion | ~ \$2.7 billion |
| | EBIT before special items | ~ (\$400 million) | No change | (\$377 million) | ~ (\$350 million) |
| | Aircraft deliveries (in units) | 80 to 85 | ~ 70 to 75, including ~ 20 to 22 C Series | 73, including 17 C Series and 56 CRJ and Q400 | ~ 75, including ~ 40 C Series and ~ 35 CRJ and Q400 |
| AEROSTRUCTURES AND ENGINEERING SERVICES | Revenues | ~ \$1.7 billion | No change | \$1.6 billion | ~ \$2.0 billion |
| | EBIT margin before special items | > 8.5% | ~ 8.0% | 10.0% | > 8.5% |
| TRANSPORTATION | Revenues | ~ \$8.5 billion | No change | \$8.5 billion | ~ \$9.0 billion |
| | EBIT margin before special items | ~ 7.5% | ~ 8.0% | 8.4% | > 8.5% |

⁽¹⁾ Refer to the forward-looking statements disclaimer in Overview as well as the assumptions on which the guidance is based.

Profitability guidance is based on EBITDA before special items, EBIT before special items or EBIT margin before special items. These as well as free cash flow (usage) are non-GAAP measures. Free cash flow (usage) includes cash flows related to special items. Refer to the Non-GAAP financial measures section for definitions of these metrics and the Consolidated results of operations and Liquidity and capital resources sections, as well as each reportable segment's Analysis of results section for reconciliations to the most comparable IFRS measures in 2017.

Guidance for 2018 reflects the adoption of IFRS 9, *Financial instruments* and IFRS 15, *Revenue from contracts with customers*. The 2018 guidance assumes the continued consolidation of the C Series program for the entire 2018 fiscal year. Following the anticipated closing of the C Series partnership with Airbus, we will no longer consolidate the C Series aircraft program. Should the closing of the C Series partnership with Airbus occur before the end of 2018, the resulting de-consolidation of the C Series program will have an impact on our results and guidance.

The negative EBIT margin before special items for Commercial Aircraft is mainly due to the dilutive impact of the initial years of production of the C Series aircraft program. Early production units in a new aircraft program require higher costs than units produced later in the program and the selling prices of early units are generally lower.

Revenues guidance for Aerostructures and Engineering Services are mainly from intersegment contracts with Business Aircraft and Commercial Aircraft.

Transportation's revenues guidance is based on the assumption that foreign exchange rates remain stable.

2017 guidance

CONSOLIDATED⁽¹⁾

During the second quarter of 2017, we narrowed our EBIT before special items⁽²⁾ guidance to the upper end of the range, to between \$580 million and \$630 million, from \$530 million to \$630 million.

During the third quarter of 2017, we revised our consolidated revenues and free cash flow usage⁽²⁾ guidance for the year to approximately \$16.3 billion and \$1.0 billion respectively, near the low end of our previous guidance ranges, to align with fewer *C Series* aircraft deliveries resulting from engine delivery delays from Pratt & Whitney. We also increased our consolidated EBIT before special items⁽²⁾ guidance to \$630 million or above, the upper end of our previous guidance range to reflect stronger financial performance.

BUSINESS AIRCRAFT⁽¹⁾

During the second quarter of 2017, we increased our Business Aircraft EBIT margin before special items⁽²⁾ guidance for the full year 2017 to approximately 8.0%, mainly due to the strong performance in the first half of the year.

COMMERCIAL AIRCRAFT⁽¹⁾

During the third quarter of 2017, we revised the revenue and delivery guidance for Commercial Aircraft given new engine delivery delays from Pratt & Whitney for the *C Series* aircraft. Furthermore, certain engines originally designated for production aircraft in the fourth quarter were redirected to support spare engine requirements of current *C Series* customers. As a result, we adjusted revenue guidance to approximately \$2.5 billion and between approximately 70 to 75 deliveries, including approximately 20 to 22 *C Series* aircraft deliveries, with no adjustment to Commercial Aircraft negative EBIT before special items⁽²⁾ guidance.

AEROSTRUCTURES AND ENGINEERING SERVICES⁽¹⁾

During the second quarter of 2017, we revised Aerostructures and Engineering Services EBIT margin before special items⁽²⁾ guidance for the full year 2017 to approximately 8.0%, mainly due to the performance in the first half of the year.

TRANSPORTATION⁽¹⁾

During the second quarter of 2017, we increased our EBIT margin before special items⁽²⁾ guidance for the year to approximately 8.0%, mainly due to the performance in the first half of the year, which was driven by strong project execution.

Our strategy to achieve 2018 guidance⁽¹⁾

After a period of intense product development investment, we anticipate revenue growth in all our reportable business segments in 2018. On the aerospace side, revenue growth is expected from the ramp-up of *C Series* aircraft deliveries and the anticipated entry into service of the *Global 7000* aircraft as well as foreseen growth in aftermarket activities. In Transportation, we have a solid backlog with certain key projects positioned for delivery in 2018.

Improved margins are anticipated as a result of lower cost structure stemming from transformation initiatives coupled with lower learning curve costs as production ramps up on the *C Series* aircraft. Free cash flow generation is expected starting in the second half of 2018, as train project deliveries intensify, *C Series* aircraft production ramps-up and *Global 7000* aircraft enters into service.

⁽¹⁾ Refer to the forward-looking statements disclaimer in Overview as well as the assumptions on which the guidance is based.

⁽²⁾ Profitability guidance is based on EBITDA before special items, EBIT before special items or EBIT margin before special items. These as well as free cash flow (usage) are non-GAAP measures. Free cash flow (usage) includes cash flows related to special items. Refer to the Non-GAAP financial measures section for definitions of these metrics and the Consolidated results of operations and Liquidity and capital resources sections, as well as each reportable segment's Analysis of results section for reconciliations to the most comparable IFRS measures in 2017.

This MD&A includes forward-looking statements, which may involve, but are not limited to: statements with respect to our objectives, guidance, targets, goals, priorities, 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; competitive position; the expected impact of the legislative and regulatory environment and legal proceedings on our business and operations; available liquidities and ongoing review of strategic and financial alternatives; the completion, anticipated timing of the transaction with Airbus SE (Airbus) described herein and the receipt of regulatory and other approvals required with respect to this transaction and the anticipated timing thereof; the governance, funding and liquidity of C Series Aircraft Limited Partnership (CSALP); the impact and expected benefits of the transaction with Airbus described herein, on our operations, infrastructure, capabilities, development, growth and other opportunities, geographic reach, scale, footprint, financial condition, access to capital and overall strategy; and the impact of such transaction on our balance sheet and liquidity position.

Forward-looking statements can generally be identified by the use of forward-looking terminology such as “may”, “will”, “shall”, “can”, “expect”, “estimate”, “intend”, “anticipate”, “plan”, “foresee”, “believe”, “continue”, “maintain” or “align”, the negative of these terms, variations of them or similar terminology. Forward-looking statements are presented for the purpose of assisting investors and others in understanding certain key elements of our current objectives, strategic priorities, expectations and plans, and in obtaining a better understanding of our business and anticipated operating environment. Readers are cautioned that such information may not be appropriate for other purposes.

By their nature, forward-looking statements require management 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 forecast results set forth in forward-looking statements. While management considers these assumptions to be reasonable and appropriate based on information currently available, there is risk that they may not be accurate. The assumptions underlying the forward-looking statements made in this report in relation to the transaction with Airbus discussed herein include the following material assumptions: the satisfaction of all conditions of closing and the successful completion of the transaction within the anticipated timeframe, including receipt of regulatory (including antitrust) and other approvals; the fulfillment and performance by each party of its obligations pursuant to the transaction agreement and future commercial agreements and absence of significant inefficiencies and other issues in connection therewith; the realization of the anticipated benefits and synergies of the transaction in the timeframe anticipated; our ability to continue with our current funding plan of CSALP and to fund, if required, any cash shortfalls; adequacy of cash planning and management and project funding; and the accuracy of our assessment of anticipated growth drivers and sector trends. For additional information with respect to the assumptions underlying the forward-looking statements made in this MD&A, refer to the Strategic Priorities and Guidance and forward-looking statements sections in each reportable segment.

With respect to the transaction with Airbus discussed herein specifically, certain factors that could cause actual results to differ materially from those anticipated in the forward-looking statements include, but are not limited to, risks associated with the failure to receive or delay in receiving regulatory (including antitrust) or other approvals or otherwise satisfy the conditions to the completion of the transaction or delay in completing the transaction and uncertainty regarding the length of time required to complete the transaction; changes in the terms of the transaction; the failure by either party to satisfy and perform its obligations pursuant to the transaction agreement and future commercial agreements and/or significant inefficiencies and other issues arising in connection therewith; the impact of the announcement of the transaction on our relationships with third parties, including commercial counterparties, employees and competitors, strategic relationships, operating results and businesses generally; the failure to realize, in the timeframe anticipated or at all, the anticipated benefits and synergies of the transaction; our ability to continue with our current funding plan of CSALP and to fund, if required, the cash shortfalls; inadequacy of cash planning and management and project funding. Certain other factors that could cause actual results to differ materially from those anticipated in the forward-looking statements include, but are not limited to, risks associated with general economic conditions, risks associated with our business environment (such as risks associated with “Brexit”, the financial condition of the airline industry, business aircraft customers, and the rail industry; trade policy (including potential changes to or the termination of the existing North American Free Trade Agreement between Canada, the U.S. and Mexico currently in discussion); increased competition; political instability and force majeure events or natural disasters), operational risks (such as risks related to developing new products and services; development of new business; the certification and homologation of products and services; fixed-price and fixed-term commitments and production and project execution; pressures on cash flows and capital expenditures based on project-cycle fluctuations and seasonality; our ability to successfully implement and execute our strategy and transformation plan; doing business with partners; product performance warranty and casualty claim losses; regulatory and legal proceedings; environmental, health and safety risks; dependence on certain customers and suppliers; human resources; reliance on information systems; reliance on and protection of intellectual property rights; and adequacy of insurance coverage), financing risks (such as risks related to liquidity and access to capital markets; retirement benefit plan risk; exposure to credit risk; substantial existing debt and interest payment requirements; certain restrictive debt covenants and minimum cash levels; financing support provided for the benefit of certain customers; and reliance on government support), market risks (such as risks related to foreign currency fluctuations; changing interest rates; decreases in residual values; increases in commodity prices; and inflation rate fluctuations). For more details, see the Risks and uncertainties section in Other.

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. Other risks and uncertainties not presently known to us or that we presently believe are not material could also cause actual results or events to differ materially from those expressed or implied in our forward-looking statements. In addition, there can be no assurance that the proposed transaction with Airbus will occur or that the anticipated strategic benefits and operational, competitive and cost synergies will be realized in their entirety, in part or at all. The forward-looking statements set forth herein reflect management’s expectations as at the date of this report 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 MD&A are expressly qualified by this cautionary statement.

CONSOLIDATED RESULTS OF OPERATIONS

Results of operations

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|--------------------------------------|-----------------|-----------------------------------|-----------------|
| | 2017 | 2016 | 2017 | 2016 |
| Revenues | \$ 4,715 | \$ 4,380 | \$ 16,218 | \$ 16,339 |
| Cost of sales | 4,084 | 3,942 | 14,276 | 14,622 |
| Gross margin | 631 | 438 | 1,942 | 1,717 |
| SG&A | 331 | 287 | 1,194 | 1,133 |
| R&D | 81 | 95 | 240 | 287 |
| Share of income of joint ventures and associates | (36) | (65) | (175) | (126) |
| Other expense (income) | 40 | 17 | 11 | (4) |
| EBIT before special items⁽¹⁾ | 215 | 104 | 672 | 427 |
| Special items | 66 | 30 | 426 | 485 |
| EBIT | 149 | 74 | 246 | (58) |
| Financing expense | 273 | 281 | 778 | 819 |
| Financing income | (23) | (49) | (56) | (70) |
| EBT | (101) | (158) | (476) | (807) |
| Income taxes | 8 | 101 | 77 | 174 |
| Net loss | \$ (109) | \$ (259) | \$ (553) | \$ (981) |
| Attributable to | | | | |
| Equity holders of Bombardier Inc. | \$ (108) | \$ (251) | \$ (516) | \$ (1,022) |
| NCI | \$ (1) | \$ (8) | \$ (37) | \$ 41 |
| EPS (in dollars) | | | | |
| Basic and diluted | \$ (0.05) | \$ (0.12) | \$ (0.25) | \$ (0.48) |
| As a percentage of total revenues | | | | |
| EBIT before special items ⁽¹⁾ | 4.6% | 2.4% | 4.1% | 2.6 % |
| EBIT | 3.2% | 1.7% | 1.5% | (0.4)% |

Computation of diluted EPS

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|--------------------------------------|------------------|-----------------------------------|-------------------|
| | 2017 | 2016 | 2017 | 2016 |
| Net loss attributable to equity holders of Bombardier Inc. | \$ (108) | \$ (251) | \$ (516) | \$ (1,022) |
| Preferred share dividends, including taxes | (8) | (14) | (27) | (32) |
| Net loss attributable to common equity holders of Bombardier Inc. | \$ (116) | \$ (265) | \$ (543) | \$ (1,054) |
| Weighted-average diluted number of common shares (in thousands of shares) | 2,194,868 | 2,194,304 | 2,195,379 | 2,212,547 |
| Diluted EPS (in dollars) | \$ (0.05) | \$ (0.12) | \$ (0.25) | \$ (0.48) |

Computation of adjusted EPS

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|---|--------------------------------------|------------------|-----------------------------------|------------------|
| | 2017 | 2016 | 2017 | 2016 |
| Adjusted net income (loss) | \$ 51 | \$ (141) | \$ 63 | (268) |
| Net (income) loss attributable to NCI | 1 | 8 | 37 | (41) |
| Preferred share dividends, including taxes | (8) | (14) | (27) | (32) |
| Dilutive impact of CDPQ conversion option | (2) | — | — | — |
| Adjusted net income (loss) attributable to equity holders of Bombardier Inc. | \$ 42 | \$ (147) | \$ 73 | \$ (341) |
| Weighted-average adjusted diluted number of common shares (in thousands of shares) | 2,311,057 | 2,194,304 | 2,264,722 | 2,212,547 |
| Adjusted EPS (in dollars)⁽¹⁾ | \$ 0.02 | \$ (0.07) | \$ 0.03 | \$ (0.15) |

⁽¹⁾ Refer to the Non-GAAP financial measures section for definitions of these metrics and reconciliations to the most comparable IFRS measures.

Non-GAAP financial measures⁽¹⁾

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|-----------------------------|--------------------------------------|----------|-----------------------------------|----------|
| | 2017 | 2016 | 2017 | 2016 |
| EBITDA | \$ 244 | \$ 183 | \$ 611 | \$ 323 |
| EBITDA before special items | \$ 304 | \$ 203 | \$ 993 | \$ 798 |
| Adjusted net income (loss) | \$ 51 | \$ (141) | \$ 63 | \$ (268) |

⁽¹⁾ Refer to the Non-GAAP financial measures section for definitions of these metrics and reconciliations to the most comparable IFRS measures.

Reconciliation of segment to consolidated results

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|--------------------------------------|----------|-----------------------------------|-----------|
| | 2017 | 2016 | 2017 | 2016 |
| Revenues | | | | |
| Business Aircraft | \$ 1,473 | \$ 1,651 | \$ 4,961 | \$ 5,741 |
| Commercial Aircraft | 677 | 699 | 2,382 | 2,617 |
| Aerostructures and Engineering Services | 413 | 319 | 1,570 | 1,549 |
| Transportation | 2,493 | 1,948 | 8,525 | 7,574 |
| Corporate and Elimination | (341) | (237) | (1,220) | (1,142) |
| | \$ 4,715 | \$ 4,380 | \$ 16,218 | \$ 16,339 |
| EBIT before special items⁽¹⁾ | | | | |
| Business Aircraft | \$ 120 | \$ 100 | \$ 416 | \$ 369 |
| Commercial Aircraft | (142) | (141) | (377) | (417) |
| Aerostructures and Engineering Services | 63 | 30 | 157 | 124 |
| Transportation | 217 | 181 | 712 | 560 |
| Corporate and Elimination | (43) | (66) | (236) | (209) |
| | \$ 215 | \$ 104 | \$ 672 | \$ 427 |
| Special Items | | | | |
| Business Aircraft | \$ (9) | \$ 1 | \$ 25 | \$ (108) |
| Commercial Aircraft | 5 | 3 | 8 | 486 |
| Aerostructures and Engineering Services | 13 | 6 | 7 | (4) |
| Transportation | 11 | 20 | 295 | 164 |
| Corporate and Elimination | 46 | — | 91 | (53) |
| | \$ 66 | \$ 30 | \$ 426 | \$ 485 |
| EBIT | | | | |
| Business Aircraft | \$ 129 | \$ 99 | \$ 391 | \$ 477 |
| Commercial Aircraft | (147) | (144) | (385) | (903) |
| Aerostructures and Engineering Services | 50 | 24 | 150 | 128 |
| Transportation | 206 | 161 | 417 | 396 |
| Corporate and Elimination | (89) | (66) | (327) | (156) |
| | \$ 149 | \$ 74 | \$ 246 | \$ (58) |

⁽¹⁾ Non-GAAP financial measure. Refer to the Non-GAAP financial measures section for a definition of this metric.

Analysis of consolidated results

Detailed analyses of revenues and EBIT are provided in each reportable segment's Analysis of results section.

Special items

Special items comprise items which do not reflect our core performance or where their separate presentation will assist users in understanding our results for the period, such as the impact of restructuring charges and significant impairment charges and reversals.

Special items were as follows:

| | Ref | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|---|-----|--------------------------------------|--------|-----------------------------------|--------|
| | | 2017 | 2016 | 2017 | 2016 |
| Restructuring charges | 1 | \$ 37 | \$ 35 | \$ 285 | \$ 215 |
| <i>Primove</i> impairment and other costs | 2 | 46 | — | 91 | — |
| Impairment of non-core operations | 3 | — | — | 43 | — |
| Re-negotiation of a commercial agreement | 4 | — | — | 35 | — |
| Reversal of <i>Learjet 85</i> aircraft program cancellation provisions | 5 | (17) | (5) | (28) | (59) |
| Loss on repurchase of long-term debt | 6 | 23 | 86 | 23 | 86 |
| Tax litigation | 7 | — | — | 11 | 40 |
| Onerous contracts provision - <i>C Series</i> aircraft program | 8 | — | — | — | 492 |
| Transaction costs | 9 | — | — | — | 8 |
| Pension obligation | 10 | — | — | — | (139) |
| Foreign exchange gains related to the sale of a minority stake in Transportation | 11 | — | — | — | (38) |
| Tax impacts of special items | | (6) | (1) | (15) | (20) |
| | | \$ 83 | \$ 115 | \$ 445 | \$ 585 |
| Of which is presented in | | | | | |
| Special items in EBIT | | \$ 66 | \$ 30 | \$ 426 | \$ 485 |
| Financing expense - loss on repurchase of long-term debt | 6 | 23 | 86 | 23 | 86 |
| Financing expense - interest related to tax litigation | 7 | — | — | 11 | 26 |
| Financing expense - transaction costs | 9 | — | — | — | 8 |
| Income taxes - effect of special items | | (6) | (1) | (15) | (20) |
| | | \$ 83 | \$ 115 | \$ 445 | \$ 585 |

- For fiscal year 2017, represents severance charges of \$253 million, partially offset by curtailment gains of \$6 million, and impairment charges of PP&E of \$38 million all related to previously-announced restructuring actions. For fiscal year 2016, represents severance charges of \$227 million, partially offset by curtailment gains of \$22 million, and impairment charges of PP&E of \$10 million all related to previously-announced restructuring actions.
- For fiscal year 2017, following a reassessment of the value of the *Primove* e-mobility technology and the status of existing contractual obligations, we recorded an inventory write-down of \$22 million, impairment charges of PP&E of \$6 million, and a contract loss provision of \$63 million, of which \$46 million was recorded in the fourth quarter of 2017. *Primove* offers e-mobility solutions for several types of electronic rail and road vehicles.
- An impairment charge related to non-core operations of \$43 million recorded in fiscal year 2017 with respect to the expected sale of legal entities, as part of the Transportation transformation plan.
- A provision was taken, for fiscal year 2017, to reflect the anticipated outcome of a re-negotiation of a commercial agreement with a third party.
- Based on the ongoing activities with respect to the cancellation of the *Learjet 85* aircraft program, we reduced the related provisions by \$28 million for fiscal year 2017, of which \$17 million was recorded in the fourth quarter (\$59 million for fiscal year 2016, including \$5 million in the fourth quarter). The reduction in provisions is treated as a special item since the original provisions were also recorded as special charges in 2014 and 2015.

6. For fiscal year 2017, represents the loss related to the redemption of the \$600-million Senior Notes due 2019. For fiscal year 2016, represents the loss related to the redemption of the \$650-million and \$750-million Senior Notes due 2018.
7. Represents a change in the estimates used to determine the provision related to tax litigation.
8. Represents provision for onerous contracts in conjunction with the closing of *C Series* aircraft firm orders in the second quarter of 2016.
9. Represents transaction costs attributable to the conversion option embedded in the CDPQ investment in BT Holdco.
10. Bombardier had a constructive obligation for discretionary ad hoc indexation increases to certain pension plans. Following a communication to plan members that we do not expect to grant such increases in the foreseeable future in line with our current practice, the constructive obligation amounting to \$139 million was reversed in the second quarter of 2016.
11. Represents foreign exchange gains related to the reorganization of Transportation under one holding entity necessary to facilitate the placement of a minority stake in Transportation.

Net financing expense

Net financing expense amounted to \$250 million and \$722 million, respectively, for the fourth quarter and fiscal year ended December 31, 2017, compared to \$232 million and \$749 million for the corresponding periods last fiscal year.

The \$18-million increase for the fourth quarter is mainly due to:

- a higher net loss related to certain financial instruments classified as FVTP&L (\$52 million);
- higher net financing expense from changes in discount rates of provisions (\$17 million); and
- higher interest on long-term debt, after the effect of hedges (\$13 million).

Partially offset by:

- a lower loss on repurchase of long-term debt⁽¹⁾ (\$63 million), recorded as special items.

The \$27-million decrease for the fiscal year is mainly due to:

- a lower loss on repurchase of long-term debt⁽¹⁾ (\$63 million), recorded as special items;
- higher borrowing costs capitalized to PP&E and intangible assets (\$61 million); and
- lower interest related to tax litigation provision (\$15 million), recorded as special items.

Partially offset by:

- higher interest on long-term debt, after the effect of hedges (\$51 million);
- a higher net loss related to certain financial instruments classified as FVTP&L (\$22 million);
- higher accretion on retirement benefit obligations (\$12 million);
- higher net financing expense from changes in discount rates of provisions (\$10 million); and
- higher accretion on provisions (\$7 million).

⁽¹⁾ In the fourth quarter and fiscal year ended December 31, 2017, represents the loss related to the redemption of the \$600-million Senior Notes due 2019. In the fourth quarter and fiscal year ended December 31, 2016, represents the loss related to the redemption of the \$650-million and \$750-million Senior Notes due 2018.

Income taxes

The effective income tax rates for the fourth quarter and fiscal year ended December 31, 2017 were (7.9)% and (16.2)%, respectively, compared to the statutory income tax rate in Canada of 26.7%.

The negative effective income tax rates in the fourth quarter are mainly due to:

- the effect of substantively enacted income tax rate changes mainly in the U.S.; and
- permanent differences and other;

Partially offset by:

- the positive impact of the net recognition of previously unrecognized tax losses and temporary differences.

The negative effective income tax rates for the fiscal year ended December 31, 2017 are mainly due to:

- the net non-recognition of income tax benefits related to tax losses and temporary differences;
- the effect of substantively enacted income tax rate changes mainly in the U.S.; and
- permanent differences.

The effective income tax rates for the fourth quarter and fiscal year ended December 31, 2016 were (63.9)% and (21.6)%, respectively, compared to the statutory income tax rate in Canada of 26.8%.

The negative effective income tax rates in the fourth quarter and fiscal year ended December 31, 2016 are mainly due to:

- the net non-recognition of income tax benefits related to tax losses and temporary differences; and
- the write-down of deferred income tax assets.

CONSOLIDATED FINANCIAL POSITION

The total assets increased by \$2.2 billion in the fiscal year⁽¹⁾, including a positive currency impact of \$668 million related to foreign exchange. The \$1.5-billion increase excluding currency impacts is mainly explained by:

- a \$1.1-billion increase in gross inventories mainly in Transportation, Commercial Aircraft and Aerostructures and Engineering services, partially offset by a decrease in Business Aircraft; and
- a \$1.0-billion increase in aerospace program tooling mainly related to the *Global 7000* and *Global 8000* aircraft program.

Partially offset by:

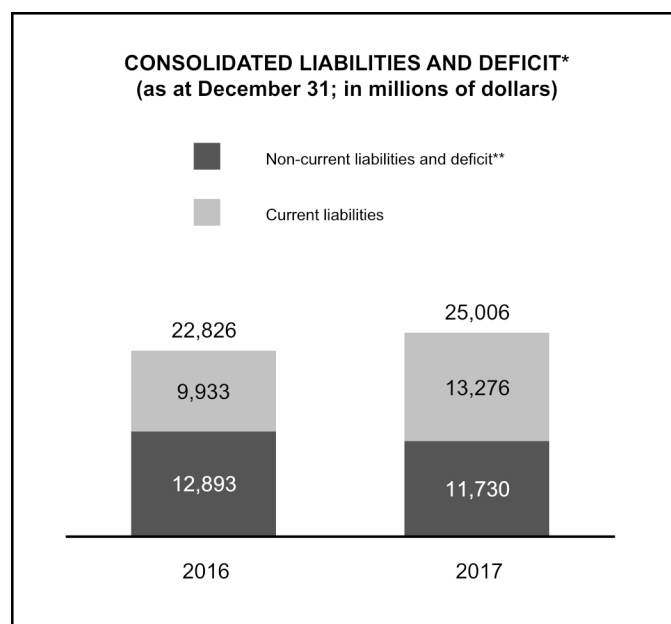
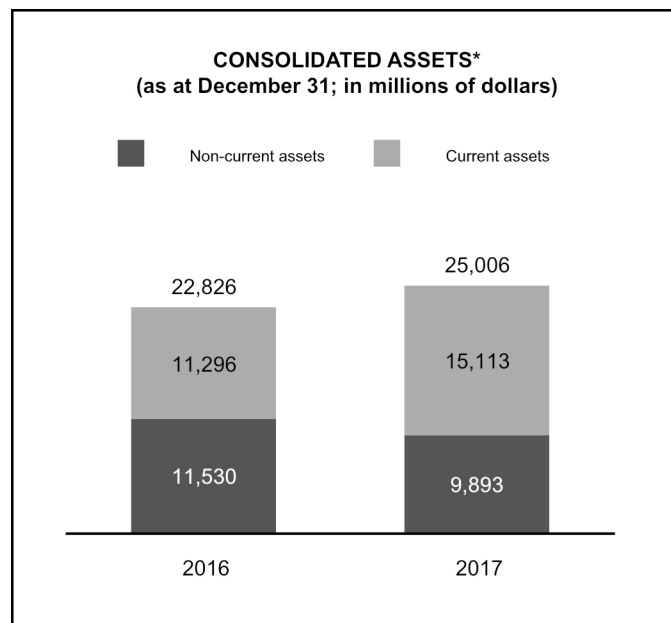
- a \$361-million decrease in cash and cash equivalents. See the Free cash flow usage and the Variation in cash and cash equivalents tables for details; and
- a \$293-million increase in advances and progress billings related to Transportation.

The total liabilities and equity increased by \$2.2 billion in the fiscal year⁽¹⁾, including a currency impact of \$668 million. The \$1.5-billion increase excluding currency impacts is mainly explained by:

- a \$1.0-billion increase in trade and other payables mainly in Transportation and Business Aircraft;
- a \$337-million increase in long-term debt; and
- a \$338-million increase in advances and progress billings in excess of long-term contract inventories related to Transportation.

Partially offset by:

- a \$312-million decrease in advances on aerospace programs mainly in Business Aircraft.



* The total assets and the total liabilities in the above graphs as at December 31, 2017 include \$4.2 billion and \$2.5 billion, respectively, related to the *C Series* aircraft program, which are presented under Assets held for sale. Refer to the Strategic Partnership section in Commercial Aircraft and to the Note 28 - Assets held for sale in the Consolidated financial statements for more details on the transaction as well as the accounting treatment as at December 31, 2017.

** Includes a deficit of \$3.7 billion as at December 31, 2017 and \$3.5 billion as at December 31, 2016.

⁽¹⁾ For the purpose of the Consolidated financial position explanations included in this section, assets and liabilities comprise assets and liabilities reclassified as Assets held for sale. See Note 28 - Assets held for sale for more details on the CSALP assets and liabilities reclassification.

LIQUIDITY AND CAPITAL RESOURCES

Free cash flow

Free cash flow (usage)⁽¹⁾⁽²⁾

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|---|--------------------------------------|---------------|-----------------------------------|-----------------|
| | 2017 | 2016 | 2017 | 2016 |
| Net loss | \$ (109) | \$ (259) | \$ (553) | \$ (981) |
| Non-cash items | | | | |
| Amortization | 89 | 99 | 314 | 371 |
| Impairment charges on PP&E and intangible assets | 6 | 10 | 51 | 10 |
| Deferred income taxes | (6) | 121 | 34 | 31 |
| Share of income of joint ventures and associates | (36) | (65) | (175) | (126) |
| Loss on repurchase of long-term debt | 23 | 86 | 23 | 86 |
| Other | 5 | — | 7 | 3 |
| Dividends received from joint ventures and associates | 25 | 31 | 55 | 141 |
| Net change in non-cash balances | 1,240 | 800 | 775 | 602 |
| Cash flows from operating activities | 1,237 | 823 | 531 | 137 |
| Net additions to PP&E and intangible assets | (365) | (327) | (1,317) | (1,201) |
| Free cash flow (usage)⁽¹⁾ | 872 | 496 | (786) | (1,064) |
| Net interest and income taxes paid | (187) | (139) | (619) | (651) |
| Free cash flow (usage) before net interest and income taxes paid⁽¹⁾ | \$ 1,059 | \$ 635 | \$ (167) | \$ (413) |

The \$376-million improvement of free cash flow⁽¹⁾ for the fourth quarter is mainly due to:

- a positive period-over-period variation in net change in non-cash balances (\$440 million) (see explanations below).

Partially offset by:

- higher net additions to PP&E and intangible assets (\$38 million).

The \$278-million improvement of free cash flow usage⁽¹⁾ for the fiscal year is mainly due to:

- lower net loss before non-cash items (\$307 million) mainly explained by higher EBITDA before special items⁽³⁾ and lower special items⁽³⁾; and
- a positive period-over-period variation in net change in non-cash balances (\$173 million) (see explanations below).

Partially offset by:

- higher net additions to PP&E and intangible assets (\$116 million); and
- lower dividends received from joint ventures and associates (\$86 million).

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section for definitions of these metrics.

⁽²⁾ For the purpose of the Free cash flow explanations included in this section, assets and liabilities comprise assets and liabilities reclassified as Assets held for sale. See Note 28 - Assets held for sale for more details on the CSALP assets and liabilities reclassification.

⁽³⁾ Special items presented in EBIT, except impairment charges on PP&E and intangible assets. Refer to the Consolidated results of operations for details regarding special items. Also refer to the Reconciliation of EBITDA before special items and EBITDA to EBIT table in the Non-GAAP financial measures section.

Net change in non-cash balances

For the fourth quarter ended December 31, 2017, the \$1.2-billion inflow is mainly due to:

- an increase in trade and other payables mainly related to Transportation and Business Aircraft;
- an increase in Transportation's advances and progress billings on new orders and existing contracts;
- a decrease in Transportation's gross inventories following deliveries, partially offset by ramp-up in production;
- a decrease in aerospace programs inventories mainly in Business Aircraft, partially offset by an increase in Aerostructures and Engineering Services mainly due to the ramp-up in production for the *Global 7000* aircraft and in Commercial Aircraft mainly due to the ramp-up in production for the *C Series* aircraft, partially offset by a decrease in turboprops and regional jets; and
- an increase in other liabilities in Transportation mainly related to sales taxes.

Partially offset by:

- a decrease in Business Aircraft's advances on aerospace programs.

For the fourth quarter ended December 31, 2016, the \$800-million inflow was mainly due to:

- a decrease in inventories, mainly related to Business Aircraft's aerospace program inventories for the medium and large aircraft categories and a decrease in Transportation's inventories following deliveries, partly offset by ramp-up in production.

Partially offset by:

- a decrease in Business Aircraft's advances on aerospace programs, mainly in the medium and large aircraft categories, partially offset by an increase in Commercial Aircraft's advances on aerospace programs in all aircraft categories.

For the fiscal year ended December 31, 2017, the \$775-million inflow is mainly due to:

- an increase in trade and other payables mainly related to Transportation and Business Aircraft;
- an increase in Transportation's advances and progress billings on new orders and existing contracts;
- a decrease in Transportation's trade and other receivables; and
- an increase in other liabilities in Transportation mainly related to sales taxes.

Partially offset by:

- an increase in Transportation's gross inventories following ramp-up in production ahead of deliveries;
- a decrease in Business Aircraft's advances on aerospace programs; and
- an increase in aerospace programs inventories mainly in Commercial Aircraft mainly due to the ramp-up in production for the *C Series* aircraft program and in Aerostructures and Engineering Services due to the ramp-up in production for the *Global 7000* and the *C Series* aircraft, partially offset by a decrease in Business Aircraft's inventories.

For the fiscal year ended December 31, 2016, the \$602-million inflow was mainly due to:

- a decrease in Business Aircraft's inventories mainly in the large and medium aircraft categories as well as in pre-owned aircraft;
- an increase in Transportation's advances and progress billings on new orders and existing contracts;
- an increase in Commercial Aircraft's advances on aerospace programs mainly for the *C Series* aircraft program;
- an increase in provisions, mainly due to the *C Series* aircraft program onerous contracts provision recorded as a special item in the second quarter; and
- a decrease in trade and other receivables, mainly in Transportation.

Partially offset by:

- a decrease in Business Aircraft's advances on aerospace programs;
- a decrease in trade and other payables, mainly in Business Aircraft and Transportation;
- a change in retirement benefit liability, excluding the impact of the remeasurement of defined benefit plans included in OCI, mainly related to employer contributions and the reversal of a constructive obligation for discretionary ad hoc indexation increases to certain pensions, recorded as a special item in the second quarter, following a communication to plan members that we do not expect to grant such increases in the foreseeable future in line with our current practice; and
- an increase in Commercial Aircraft's inventories, mainly due to the *C Series* aircraft program, due to the ramp-up in production and including the impacts of write-downs on early production units⁽¹⁾, partially offset by a decrease in regional aircraft.

⁽¹⁾ Early production units in a new aircraft program require higher costs than units produced later in the program and the selling prices of early units are generally lower.

Available short-term capital resources

We continuously monitor our level of liquidity, including available short-term capital resources and cash flows from operations, to meet expected requirements, including the support of product development initiatives and to ensure financial flexibility. In evaluating our liquidity requirements, we take into consideration historic volatility and seasonal needs, the maturity profile of long-term debt, the funding of product development programs, the level of customer advances, working capital requirements, the economic environment and access to capital markets. We use scenario analyses to stress-test cash flow projections.

Variation in cash and cash equivalents

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|--------------------------------------|----------|-----------------------------------|----------|
| | 2017 | 2016 | 2017 | 2016 |
| Balance at the beginning of period/fiscal year | \$ 1,835 | \$ 3,392 | \$ 3,384 | \$ 2,720 |
| Net proceeds from issuance of long-term debt | 988 | 1,366 | 988 | 1,367 |
| Free cash flow (usage) ⁽¹⁾ | 872 | 496 | (786) | (1,064) |
| Repayments of long-term debt | (627) | (1,510) | (651) | (1,566) |
| Dividends paid to NCI | (36) | (33) | (89) | (77) |
| Effect of exchange rate changes on cash and cash equivalents | (13) | (153) | 34 | (252) |
| Dividends paid on preferred shares | (3) | (4) | (18) | (17) |
| Net proceeds from the sale of minority stakes in subsidiaries | — | (1) | — | 2,418 |
| Purchase of Class B shares held in trust under the PSU and RSU plans | — | — | — | (43) |
| Net change in short-term borrowings | (167) | (84) | — | — |
| Other | 208 | (85) | 195 | (102) |
| Balance at the end of period/fiscal year | \$ 3,057 | \$ 3,384 | \$ 3,057 | \$ 3,384 |
| Reclassified as assets held for sale ⁽²⁾ | 69 | — | 69 | — |
| Balance at the end of period/fiscal year | \$ 2,988 | \$ 3,384 | \$ 2,988 | \$ 3,384 |

⁽¹⁾ Non-GAAP financial measure. Refer to the Non-GAAP financial measures section for a definition of this metric and the Free cash flow (usage) table herein for reconciliations to the most comparable IFRS measure.

⁽²⁾ Following the anticipated closing of our C Series partnership with Airbus, the assets and liabilities of the C Series aircraft program are presented under Assets held for sale. Refer to the strategic partnership section in Commercial Aircraft, Note 15 - Cash and cash equivalent and Note 28 - Assets held for sale in the Consolidated financial statements for more details on the transaction as well as the accounting treatment as at December 31, 2017.

Available short-term capital resources

| | December 31, 2017 | As at December 31, 2016 |
|--|-------------------|----------------------------|
| Cash and cash equivalents ⁽¹⁾ | \$ 3,057 | \$ 3,384 |
| Available revolving credit facilities | 1,168 | 1,093 |
| Available short-term capital resources | \$ 4,225 | \$ 4,477 |

⁽¹⁾ Following the anticipated closing of our C Series partnership with Airbus, the assets and liabilities of the C Series aircraft program are presented under Assets held for sale. Refer to the strategic partnership section in Commercial Aircraft, Note 15 - Cash and cash equivalent and Note 28 - Assets held for sale in the Consolidated financial statements for more details on the transaction as well as the accounting treatment as at December 31, 2017.

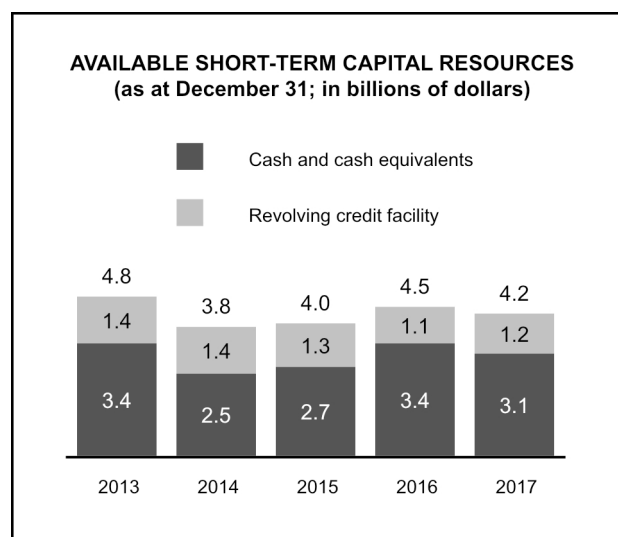
Our available short-term capital resources include cash and cash equivalents and the amounts available under our two unsecured revolving credit facilities. These facilities are available for cash drawings for the general needs of the Corporation. Under these facilities, the same financial covenants must be met as for our letter of credit facilities. Refer to the Financial covenants section for details.

In March 2017, we extended the maturity dates of Transportation's €658-million and the \$400-million⁽¹⁾ unsecured revolving credit facilities to May 2020 and June 2020, respectively. In addition, Transportation's €658-million unsecured revolving credit facility was decreased to €640 million (\$768 million). These facilities were unused as of December 31, 2017.

We have entered into an agreement with Pratt & Whitney to support excess inventory generated by engine delays whereby they have provided us an advance in the fourth quarter of 2017. This advance was not included in our free cash flow⁽²⁾ but benefited overall liquidity and cash on hand.

⁽¹⁾ Available for other than Transportation's usage.

⁽²⁾ Non-GAAP financial measure. Refer to the Non-GAAP financial measures and Liquidity and capital resources sections for definitions of this metric and reconciliation to the most comparable IFRS measure.



Some totals do not agree due to rounding.

Letter of credit facilities

Letter of credit facilities are only available for the issuance of letters of credit. As these facilities are unfunded commitments from banks, they typically provide better pricing for the Corporation than credit facilities that are available for cash drawings. Letters of credit are generally issued in support of performance obligations and advance payments received from customers.

| | Amount committed | Letters of credit issued | Amount available | Maturity |
|---|------------------|--------------------------|------------------|----------|
| December 31, 2017 | | | | |
| Transportation facility | \$ 4,270 | \$ 4,013 | \$ 257 | 2021 |
| Corporation excluding Transportation facility | 400 | 169 | 231 | 2020 |
| | \$ 4,670 | \$ 4,182 | \$ 488 | |
| December 31, 2016 | | | | |
| Transportation facility | \$ 3,489 | \$ 3,311 | \$ 178 | 2020 |
| Corporation excluding Transportation facility | 400 | 136 | 264 | 2019 |
| | \$ 3,889 | \$ 3,447 | \$ 442 | |

In 2017, the committed amount under Transportation's facility was increased to €3.56 billion (\$4.3 billion) from €3.31 billion (\$3.5 billion) as at December 31, 2016.

In addition to the outstanding letters of credit mentioned above, letters of credit of \$3.0 billion were outstanding under various bilateral agreements and \$377 million under the PSG facility as at December 31, 2017 (\$1.9 billion and \$206 million, respectively, as at December 31, 2016).

We also use numerous bilateral bonding facilities with insurance companies to support Transportation's operations. An amount of \$3.4 billion was outstanding under such facilities as at December 31, 2017 (\$2.9 billion as at December 31, 2016).

See Note 32 – Credit facilities, to the consolidated financial statements, for additional information.

Financial covenants

Under our letter of credit facilities and our two unsecured revolving credit facilities available for cash drawings, we must maintain various financial covenants on a quarterly basis.

The \$400-million⁽¹⁾ letter of credit facility and the \$400 million unsecured revolving facility include financial covenants requiring a minimum EBITDA to fixed charges ratio, a maximum gross debt threshold, a minimum EBITDA threshold and a minimum liquidity level between \$750 million and \$850 million depending on the level of the EBITDA to fixed charges ratio, calculated based on an adjusted consolidated basis (i.e. excluding Transportation).

Transportation's €3.56-billion (\$4.3-billion) letter of credit facility and €640-million (\$768-million) unsecured revolving facility financial covenants require a minimum liquidity level of €600 million (\$720 million), a minimum equity level and a maximum debt to EBITDA ratio at the end of each quarter, all calculated on a Transportation stand-alone basis.

These terms and ratios are defined in the respective agreements and do not correspond to our global metrics or to any specific terms used in the MD&A. Minimum liquidity is not defined as comprising only cash and cash equivalents as presented in the consolidated statement of financial position. A breach of any of these agreements or the inability to comply with these covenants could result in a default under these facilities, which would permit our banks to request immediate defeasance or cash cover of all outstanding letters of credit, and bond holders and other lenders to declare amounts owed to them to be immediately payable.

The financial covenants under these credit facilities were all met on a quarterly basis throughout 2017 and 2016.

⁽¹⁾ Available for other than Transportation's usage.

Future liquidity requirements

Our aerospace segments require capital to develop industry-leading products and to seize strategic opportunities to increase competitiveness and execute growth strategies. We take advantage of favourable capital market conditions when they materialize to extend debt maturity, reduce cost of funds and increase diversity of capital resources.

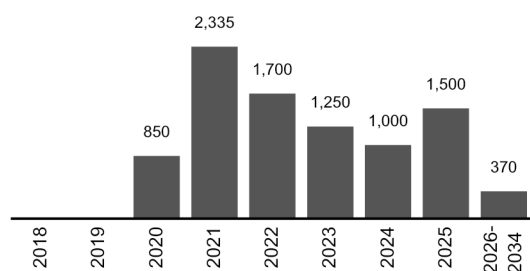
On an on-going basis, we manage our liabilities by taking into consideration expected free cash flows⁽¹⁾, debt repayments and other material cash outlays expected to occur in the future. We have a financing plan to position ourselves with a flexible and strong financial profile whereby we access capital markets, depending on market conditions, for the issuance of equity and new long-term debt capital.

In line with this financing plan, in November 2017, we issued unsecured Senior Notes of \$1.0 billion, bearing a coupon rate of 7.50% and due on December 1, 2024. The proceeds from the Senior Notes were used to finance the optional early redemption of the \$600-million Senior Notes bearing interest at 4.75% due in 2019, which was completed in December 2017, and the remainder of the net proceeds is intended to be used for general corporate purposes. The weighted average long-term debt maturity was 5.3 years as at December 31, 2017. There is no significant debt maturing before 2020.

We routinely review our debt profile with a view to managing or extending maturities (including, for example, as noted under the heading "Letter of credit facilities") and/or negotiating more favourable terms and conditions with respect to our bank facilities. We also routinely review the terms and conditions of our bank facilities and seek annual extensions of the availability periods thereunder. In this respect, we are currently in negotiations for the annual extensions of each of our principal bank facilities as well as for certain other amendments, including amendments to our financial covenants and other technical amendments. These amendments are subject to prevailing market and other conditions that are beyond our control and there can be no assurance that we will be able to successfully negotiate such amendments on commercially reasonable terms, or at all. However, failure to successfully negotiate such amendments is not currently expected to have a material adverse effect on our business, financial condition, cash flows and results of operations.

⁽¹⁾ Non-GAAP financial measure. Refer to the Non-GAAP financial measures section for a definition of this metric.

DEBT MATURITY PROFILE (NOTIONAL AMOUNT)
(as at December 31, 2017; in millions of dollars)



Expected timing of future liquidity requirements

| | December 31, 2017 | | | | |
|-------------------------------------|-------------------|---------------------|--------------|--------------|------------|
| | Total | Less than 1 year | 1 to 3 years | 3 to 5 years | Thereafter |
| Long-term debt ⁽¹⁾ | \$ 9,089 | \$ 18 | \$ 893 | \$ 4,041 | \$ 4,137 |
| Interest payments | 4,103 | 643 | 1,283 | 1,151 | 1,026 |
| Operating lease obligations | 954 | 124 | 213 | 144 | 473 |
| Purchase obligations ⁽²⁾ | 14,345 | 8,844 | 4,816 | 651 | 34 |
| Trade and other payables | 4,194 | 4,184 | 4 | — | 6 |
| Other financial liabilities | 1,272 | 113 | 164 | 197 | 798 |
| Derivative financial liabilities | 230 | 224 | 6 | — | — |
| | \$ 34,187 | \$ 14,150 | \$ 7,379 | \$ 6,184 | \$ 6,474 |

⁽¹⁾ Includes principal repayments only.

⁽²⁾ Purchase obligations represent contractual agreements to purchase goods or services in the normal course of business that are legally binding and specify all significant terms, including fixed or minimum quantities to be purchased; fixed, minimum, variable or indexed price provisions; and the appropriate timing of the transaction. These agreements are generally cancellable with a substantial penalty. Purchase obligations are generally matched with revenues over the normal course of operations.

The table above presents the expected timing of contractual liquidity requirements. Other payments contingent on future events, such as payments in connection with credit and residual value guarantees related to the sale of aircraft and product warranties have not been included in the above table because of the uncertainty of the amount and timing of payments arising from their contingent nature. In addition, required pension contributions have not been reflected in this table as such contributions depend on periodic actuarial valuations for funding purposes. For 2018, contributions to retirement benefit plans are estimated at approximately \$336 million (see the Retirement benefits section for more details). The amounts presented in the table represent the undiscounted payments and do not give effect to the related hedging instruments, if applicable.

Our available short-term capital resources of \$4.2 billion give us sufficient liquidity to execute our plan. We consider that these resources will enable the development of new products to enhance our competitiveness and support our growth; will enable us to meet all other expected financial requirements in the foreseeable future; and will allow the payment of dividends, if and when declared by the Board of Directors.

Creditworthiness

We assess and manage creditworthiness using the global metrics as described in the Capital structure section. We continuously monitor our capital structure to ensure sufficient liquidity to fund product development programs. Our goal is to strengthen our global metrics and credit ratings. Our objective also includes improving our leverage metrics by gradually de-leveraging the balance sheet with strategic long-term debt repayments in line with active management of consolidated liquidity, weighted-average cost of capital and term structure.

In October 2017, Moody's Investors Service, Inc. changed their rating from B2 to B3, while Fitch Ratings Ltd. and Standard & Poor's Rating Services did not change their ratings.

Credit Ratings

| | Investment-grade rating | Bombardier Inc.'s rating | |
|-----------------------------------|-------------------------|--------------------------|-------------------|
| | | February 14, 2018 | December 31, 2016 |
| Fitch Ratings Ltd. | BBB- | B | B |
| Moody's Investors Service, Inc. | Baa3 | B3 | B2 |
| Standard & Poor's Rating Services | BBB- | B- | B- |

Over the long term, we believe that we will be in a good position to improve our credit ratings as we progress towards profitability targets and return to a more normalized level of investment in product development.

CAPITAL STRUCTURE

We analyze our capital structure using global metrics, which are based on a broad economic view of the Corporation, in order to assess the creditworthiness of the Corporation. These global metrics are managed and monitored in order to achieve an investment-grade profile.

Reconciliations of these measures to the most comparable IFRS financial measures are in the Non-GAAP financial measures section. Adjusted EBIT and adjusted EBITDA exclude special items, such as restructuring charges, significant impairment charges and reversals, as well as other significant unusual items, which we do not consider to be representative of our core performance.

Our objectives with regard to the global metrics are as follows:

- adjusted EBIT to adjusted interest ratio greater than 5.0; and
- adjusted debt to adjusted EBITDA ratio lower than 2.5.

Interest coverage ratio

| | Fiscal year ended December 31 | |
|---|-------------------------------|------------|
| | 2017 | 2016 |
| Adjusted EBIT ⁽¹⁾ | \$ 770 | \$ 498 |
| Adjusted interest ⁽¹⁾ | \$ 631 | \$ 618 |
| Adjusted EBIT to adjusted interest ratio | 1.2 | 0.8 |

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section for definitions of these metrics and reconciliations to the most comparable IFRS measures.

The interest coverage ratio improved mainly as a result of higher EBITDA before special items mainly in Transportation.

Financial leverage ratio

| | As at and for the fiscal year ended December 31 | |
|---|---|------------|
| | 2017 | 2016 |
| Adjusted debt ⁽¹⁾ | \$ 9,631 | \$ 9,184 |
| Adjusted EBITDA ⁽¹⁾ | \$ 1,162 | \$ 943 |
| Adjusted debt to adjusted EBITDA ratio | 8.3 | 9.7 |

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section for definitions of these metrics and reconciliations to the most comparable IFRS measures.

The financial leverage ratio improved mainly as a result of higher adjusted EBITDA before special items in Transportation, partially offset by higher adjusted debt mainly as a result of the November 2017 issuance of unsecured Senior Notes of \$1.0 billion, the net proceeds of which were partly used to finance the optional early redemption of the \$600-million Senior Notes due in 2019. The remaining net proceeds are expected to be used for general corporate purposes.

These global metrics do not represent the calculations required for bank covenants. They represent our key business metrics and as such are used to analyze our capital structure. For compliance purposes, we regularly monitor our bank covenants to ensure they are all met.

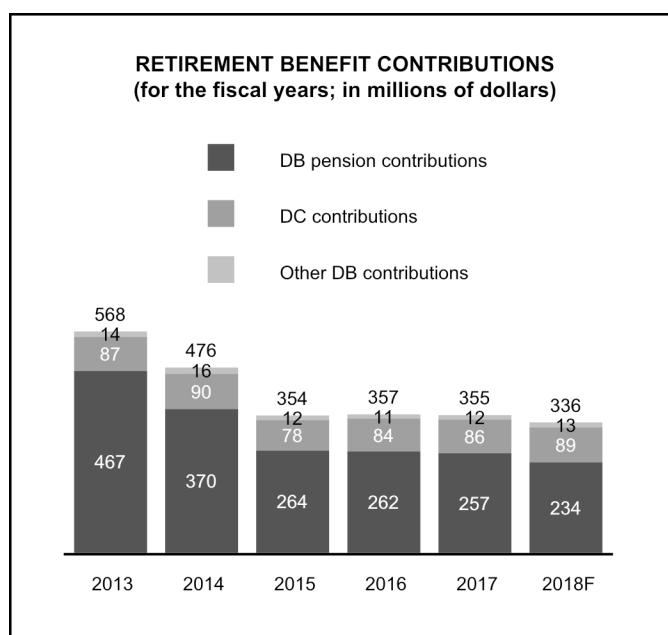
In addition to the above global metrics, we separately monitor our net retirement benefit liability which amounted to \$2.4 billion as at December 31, 2017 (\$2.5 billion as at December 31, 2016). The measurement of this liability is dependent on numerous key long-term assumptions such as discount rates, future compensation increases, inflation rates and mortality rates. In recent years, this liability has been particularly volatile due to changes in discount rates. Such volatility is exacerbated by the long-term nature of the obligation. We closely monitor the impact of the net retirement benefit liability on our future cash flows and we have introduced significant risk mitigation initiatives in recent years to gradually reduce key risks associated with the retirement benefit plans. See the Retirement benefits section for further details.

RETIREMENT BENEFITS

Overview of retirement benefit plans

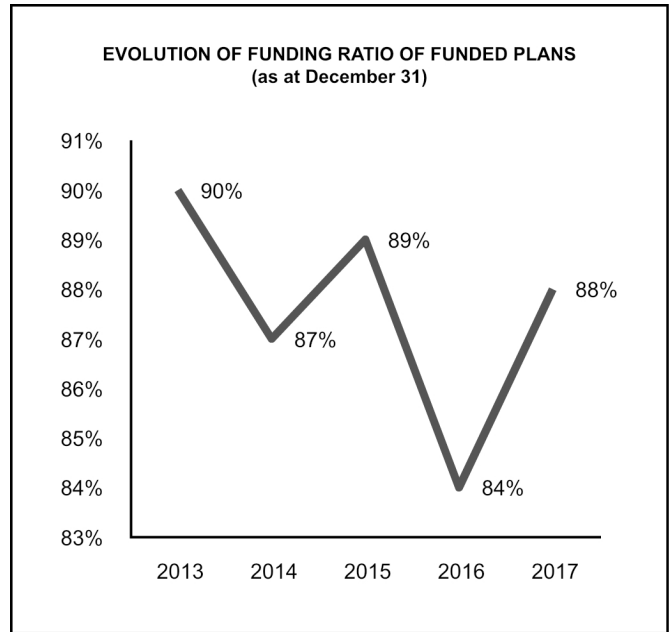
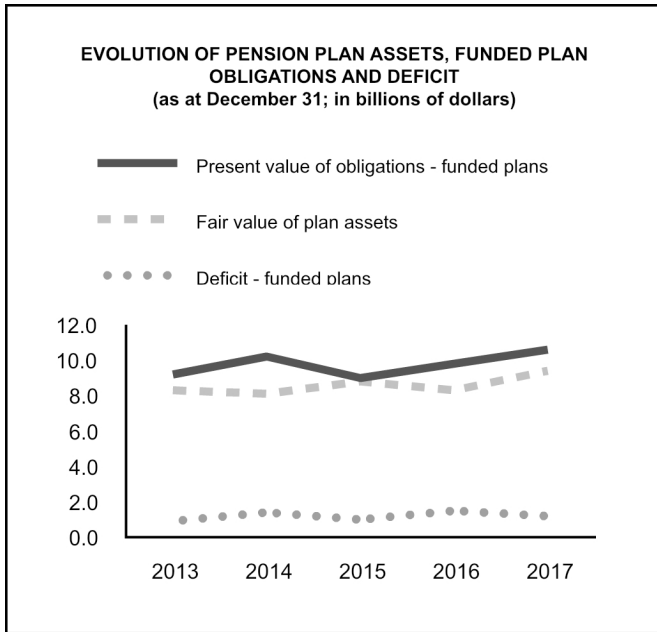
Bombardier sponsors several Canadian and foreign retirement benefit plans consisting of funded and unfunded pension plans, as well as other unfunded defined benefit plans. Funded plans are plans for which segregated plan assets are invested in trusts. Unfunded plans are plans for which there are no segregated plan assets, as the establishment of segregated plan assets is generally not permitted or not in line with local practice. Therefore unfunded plans will always be in a deficit position.

Pension plans are categorized as Defined benefit (DB) or Defined contribution (DC). DB plans specify the amount of benefits an employee is to receive at retirement, while DC plans specify how contributions are determined. As a result, there is no deficit or surplus for DC plans. Hybrid plans are a combination of DB and DC plans.

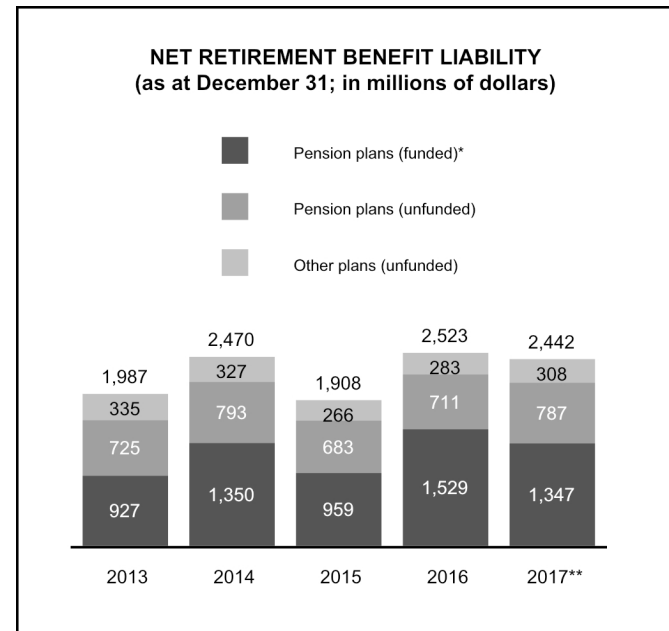
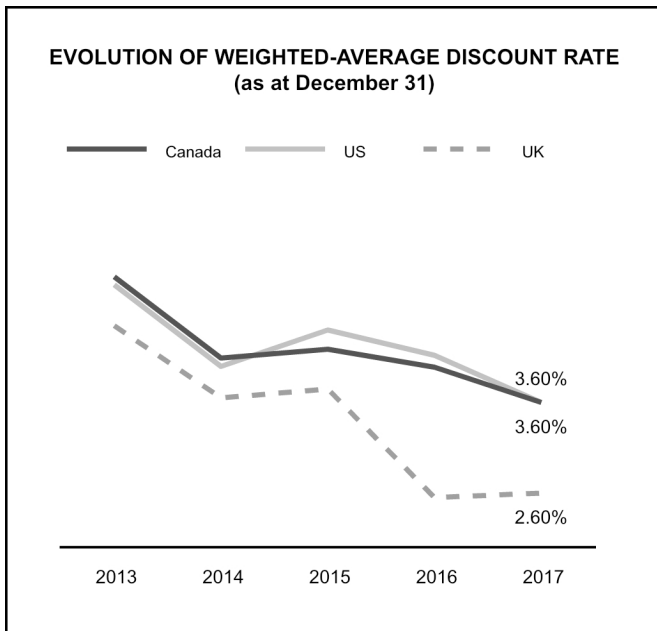


F: Forecast

DB plan contributions have remained stable at \$269 million in 2017, compared to \$273 million the previous year, and are expected to be lower in 2018.



Net retirement benefit liability

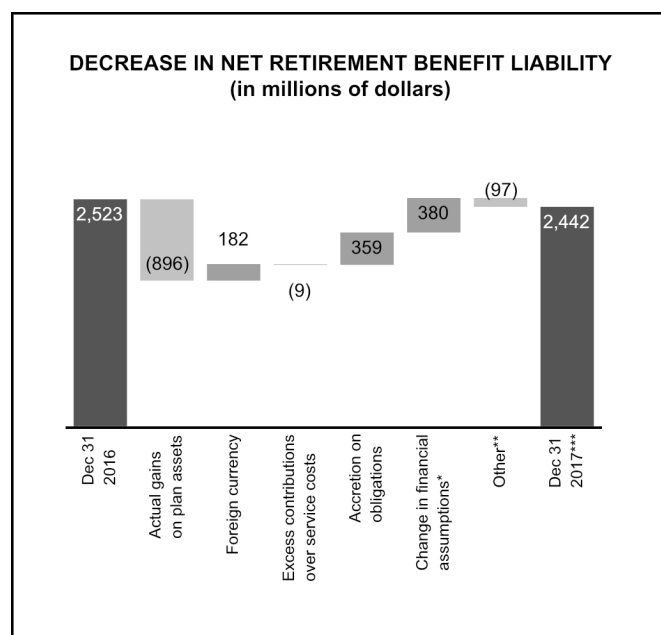


* Includes liability arising from minimum funding requirement and impact of asset ceiling test, if any.

** The balance includes net retirement benefit liability related to the C Series aircraft program in the amount of \$99 million reclassified as Liabilities directly associated with assets held for sale.

The value of plan assets is highly dependent on the pension funds' asset performance and on the level of contributions. The performance of the financial markets is a key driver in determining the funds' asset performance as assets in the plans are composed mostly of publicly traded equity and fixed income securities. IFRS requires that the excess (deficit) of actual return on plan assets compared to the estimated return be reported as an actuarial gain or loss in OCI. The estimated return on plan assets must be calculated using the discount rate that is used to measure the net retirement benefit liability, which is derived using high-quality corporate bond yields. During 2017, as the actual gain on plan assets (\$896 million) was above expected return, an actuarial gain of \$615 million was recognized.

DB plan contributions are estimated at \$247 million for 2018. The future level of contributions will be impacted by the evolution of market interest rates and the actual return on plan assets.



In Canada and the U.S., since September 1, 2013, all new non-unionized employees join DC plans (they no longer have the option of joining DB or hybrid plans). In the U.K., all DB plans are closed to new members. Employees who are members of a DB or hybrid plan closed to new members continue to accrue service in their original plan. As a result of these changes, contributions to DC plans have increased over the past several years. In 2017, DC pension contributions totaled \$86 million. These contributions are estimated at \$89 million for 2018.

* Mainly comprised of changes in discount rates.

** Other is mainly comprised of changes in other actuarial assumptions, experience adjustments and impact of asset ceiling.

*** The balance includes net retirement benefit liability related to the C Series aircraft program in the amount of \$99 million reclassified as Liabilities directly associated with assets held for sale.

Investment Policy

The investment policies are established to achieve a long-term investment return so that, in conjunction with contributions, the plans have sufficient assets to pay for the promised benefits while maintaining a level of risk that is acceptable given the tolerance of plan stakeholders. See below for more information regarding risk management initiatives.

The target asset allocation is determined based on expected economic and market conditions, the maturity profile of the plans' liabilities, the funded status of the respective plans and the plan stakeholders' tolerance to risk.

The plans' investment strategy is to invest broadly in fixed income and equity securities and to have a smaller portion of the funds' assets invested in real return asset securities (including global infrastructure and real estate listed securities).

As at December 31, 2017, the average target asset allocation was as follows:

- 53%, 57% and 51% in fixed income securities, for Canadian, U.K. and U.S. plans, respectively;
- 37%, 30% and 49% in equity securities, for Canadian, U.K. and U.S. plans, respectively; and
- 10% and 13% in real return asset securities, for Canadian and U.K. plans, respectively.

In addition, to mitigate interest rate risk, interest rate hedging overlay portfolios (comprised of long-term interest rate swaps and/or long-term bond forwards) were implemented in November 2016 for a small plan and will be implemented for other plans when the market will be favourable and the plans' triggers will be reached. The plan administrators have also established dynamic de-risking strategies. As a result, asset allocation will likely become more conservative in the future and interest rate hedging overlay portfolios are likely to be established as plan funding status and market conditions continue to improve. We monitor the de-risking triggers on a daily basis to ensure timely and efficient implementation of these strategies. The Corporation and administrators periodically undertake asset and liability studies to determine the appropriateness of the investment policies and de-risking strategies.

Risk management initiatives

Our pension plans are exposed to various risks, including equity, interest rate, inflation, foreign exchange, liquidity and longevity risks. Several risk strategies and policies have been put in place to mitigate the impact these risks could have on the funded status of DB plans and on the future level of contributions. The following is a description of key risks together with the mitigation measures in place to address them.

Equity risk

Equity risk results from fluctuations in equity prices. This risk is managed by maintaining diversification of portfolios across geographies, industry sectors and investment strategies.

Interest rate risk

Interest rate risk results from fluctuations in the fair value of plan assets and liabilities due to movements in interest rates. This risk is managed by reducing the mismatch between the duration of plan assets and the duration of pension obligation. This is accomplished by having a portion of the portfolio invested in long-term fixed income securities and interest rate hedging overlay portfolios.

Inflation risk

Inflation risk is the risk that benefits indexed to inflation increase significantly as a result of changes in inflation rates. To manage this risk, the benefit indexation has been capped in certain plans and a portion of plan assets has been invested in real return fixed income securities and real return asset securities.

Foreign exchange risk

Currency risk exposure arises from fluctuations in the fair value of plan assets denominated in a currency other than the currency of the plan liabilities. Currency risk is managed with foreign currency hedging strategies as per plan investment policies.

Liquidity risk

Liquidity risk stems from holding assets which cannot be readily converted to cash when needed for the payment of benefits or to rebalance the portfolios. Liquidity risk is managed through investments in treasury bills, government bonds and equity futures and by having no investments in private placements or hedge funds.

Longevity risk

Longevity risk is the risk that increasing life expectancy results in longer-than-expected benefit payments. This risk is mitigated by using the most recent mortality and mortality improvement tables to set the level of contributions.

Retirement benefit cost

| | 2017 | | | 2016 | | |
|--------------------------------------|------------------|----------------|---------------|------------------|----------------|----------------------|
| | Pension benefits | Other benefits | Total | Pension benefits | Other benefits | Total ⁽¹⁾ |
| DB plans | \$ 320 | \$ 18 | \$ 338 | \$ 154 | \$ 17 | \$ 171 |
| DC plans | 86 | — | 86 | 84 | — | 84 |
| Total retirement benefit cost | \$ 406 | \$ 18 | \$ 424 | \$ 238 | \$ 17 | \$ 255 |
| Related to | | | | | | |
| Funded DB plans | \$ 282 | n/a | \$ 282 | \$ 114 | n/a | \$ 114 |
| Unfunded DB plans | \$ 38 | \$ 18 | \$ 56 | \$ 40 | \$ 17 | \$ 57 |
| DC plans | \$ 86 | n/a | \$ 86 | \$ 84 | n/a | \$ 84 |
| Recorded as follows | | | | | | |
| EBIT expense or capitalized cost | \$ 339 | \$ 7 | \$ 346 | \$ 183 | \$ 6 | \$ 189 |
| Financing expense | \$ 67 | \$ 11 | \$ 78 | \$ 55 | \$ 11 | \$ 66 |

⁽¹⁾ Bombardier had a constructive obligation for discretionary ad hoc indexation increases to certain pension plans. Following a communication to plan members that we do not expect to grant such increases in the foreseeable future in line with our current practice, the constructive obligation amounting to \$139 million was reversed, and recorded as a special item in 2016.

n/a: Not applicable

The retirement benefit cost for fiscal year 2018 for DB plans is estimated at \$347 million, of which \$278 million relates to EBIT expense or capitalized cost and \$69 million relates to net financing expense.

Sensitivity analysis

The net retirement benefit liability is highly dependent on discount rates, expected inflation rates, expected rates of compensation increase, life expectancy assumptions and actual return on plan assets. The discount rates represent the market rate for high-quality corporate fixed-income investments at the end of the reporting period consistent with the currency and estimated term of the benefit obligations. As a result, discount rates change based on market conditions.

A 0.25 percentage point increase in one of the following weighted-average actuarial assumptions would have the following effects, all other actuarial assumptions remaining unchanged:

| Increase (decrease) | Retirement benefit cost for fiscal year 2018 <i>(Forecast)</i> | Net retirement benefit liability as at December 31, 2017 |
|-------------------------------|--|---|
| Discount rate | \$ (28) | \$ (499) |
| Inflation rate | \$ 5 | \$ 125 |
| Rate of compensation increase | \$ 7 | \$ 88 |

A one-year increase in life expectancy for all DB plan beneficiaries would impact plans in major countries as follows:

| Increase | Retirement benefit cost for fiscal year 2018 <i>(Forecast)</i> | Net retirement benefit liability as at December 31, 2017 |
|----------|--|---|
| Canada | \$ 7 | \$ 115 |
| U.K. | \$ 5 | \$ 118 |
| U.S. | \$ 2 | \$ 32 |

Details regarding assumptions used are provided in Note 22 – Retirement benefits, to the consolidated financial statements.

RISK MANAGEMENT

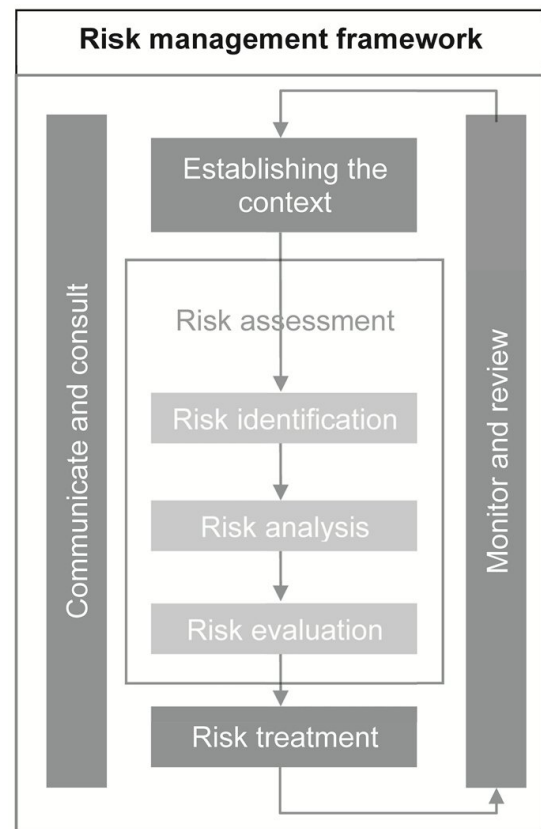
Active risk management has been one of our priorities for many years and is a key component of our corporate strategy framework. To achieve our risk management objectives, we have embedded risk management activities in the operational responsibilities of management and made these activities an integral part of the overall governance, planning, decision making, organizational and accountability structure.

For each risk or category of risks, the risk management process includes activities performed in a continuous cycle. Risk assessment, including risk identification, analysis and evaluation, ensures that each risk is analyzed to identify the consequence and likelihood of the risk occurring and the adequacy of existing controls. Each reportable segment is responsible for implementing the appropriate structures, processes and tools to allow proper identification of risks. Once the risks have been identified, analyzed and evaluated, risk mitigation identifies the actions to be implemented by management. Each reportable segment has implemented risk management processes that are embedded in governance and activities to achieve the objectives of our Corporate Risk Management Policy.

In addition, every year, the Corporate Audit Services and Risk Assessment (CASRA) team assesses our major risks. Senior management reviews this risk assessment and develops action plans to address the identified risks.

The Board of Directors⁽¹⁾ is ultimately responsible for reviewing the overall risks faced by the Corporation. The Board exercises its duty through the Finance and Risk Management Committee, consisting of independent directors, which reviews material business risks and the measures that management takes to monitor, control and manage such risks, including the adequacy of policies, procedures and controls designed by management to assess and manage these risks. To complement the annual CASRA review of major risks, each reportable segment, in coordination with CASRA, has implemented an annual review process that results in standardized heat maps.

A primary area of focus is product development, where our biggest opportunities to create value reside, and also our most significant risks. Recognizing the long-term nature of product development activities and the significant human and financial resources required, we follow a rigorous gated product development process, ensuring early identification and efficient mitigation of potential risks. At the heart of this process is our Bombardier Engineering System, followed for all programs throughout the product development cycle. This process is constantly refined to integrate the lessons learned from our own programs and from the industry. Specific milestones must be met before a product can move from one stage of development to another. The gates consist of exit reviews with different levels of management and leading experts to demonstrate technical feasibility, customer acceptance and financial return.



Source: International Organization for Standardization (ISO) 31000:2009

⁽¹⁾ Refer to the Investor information section following the Notes to the consolidated financial statements for more information on Board members and Board Committees.

The development of aerospace products falls under the leadership of the Vice President, Product Development and Chief Engineer who has launched a comprehensive product management transformation initiative, which involves all product development and product management stakeholders. We continuously apply what we learn on one program to the other programs, by sharing ideas and learning in our various functional committees and through regular peer reviews, bringing together the expertise across all platforms to drive alignment and common approaches, establish best practices and leverage the knowledge and experience of our people. This review confirms the availability of human and financial resources, the maturity and manufacturing readiness of new technologies and the overall strength of the business case.

We have also designed disclosure controls and procedures to provide reasonable assurance that material information relating to the Corporation is properly communicated and that information required to be disclosed in public filings is recorded, processed, summarized and reported within the time periods specified in securities legislation. Refer to the Controls and procedures section in Other for more details.

Key exposures to financing and market risks and related mitigation strategies

Our operations are exposed to various financing and market risks. The following is a description of our key exposures to those risks together with the strategies in place to mitigate them. Market risks associated with pension plans are discussed in the Retirement benefits section.

Exposure to foreign exchange risk

Our main exposures to foreign currencies are managed in accordance with the Foreign Exchange Risk Management Policy in order to mitigate the impact of foreign exchange rate movements. This policy requires each reportable segment's management to identify all actual and potential foreign currency exposures arising from their operations. This information is communicated to the Corporate office central treasury function, which has the responsibility to execute hedging transactions in accordance with policy requirements. In addition, the central treasury function manages balance sheet exposures to foreign currency movements by matching asset and liability positions. This program consists mainly in matching long-term debt in a foreign currency with assets denominated in the same currency.

Foreign exchange management

| Owner | Hedged exposures | Hedging policy ⁽¹⁾ | Risk-mitigation strategies |
|-------------------------------|--|--|--|
| AEROSPACE REPORTABLE SEGMENTS | Forecast cash outflows denominated in a currency other than the functional currency of the entity incurring the cash flows, mainly in Canadian dollars and pounds sterling. | Hedge 85% of the identified exposures for the first three months, 75% for the next 15 months and up to 50% for the following six months. | Use of forward foreign exchange contracts, mainly to sell U.S. dollars and buy Canadian dollars and pounds sterling. |
| TRANSPORTATION | Forecast cash inflows and outflows denominated in a currency other than the functional currency of the entity incurring the cash flows. | Hedge 100% of the identified exposures at the time of order intake. | Use of forward foreign exchange contracts, mainly to sell or purchase Canadian dollars, euros, U.S. dollars, Swiss francs, Swedish kronor and other Western European currencies. |
| CORPORATE OFFICE | Forecast cash outflows other than interest, denominated in a currency other than the functional currency of the entity incurring the cash flows, mainly in Canadian dollars. | Hedge 85% of the identified exposures for the first 18 months and up to 75% for the following six months. | Use of forward foreign exchange contracts mainly to sell U.S. dollars and buy Canadian dollars. |
| | Interest cash outflows in currencies other than the U.S. dollar, i.e. the euro and the Canadian dollar. | Hedge 100% of the identified exposure unless the exposure is recognized as an economic hedge of an exposure arising from the translation of financial statements in foreign currencies to the U.S. dollar. | Use of forward foreign exchange contracts mainly to sell U.S. dollars and buy euros and Canadian dollars. |
| | Balance sheet exposures, including long-term debt and net investments in foreign operations with non-U.S. dollar functional currencies. | Hedge 100% of the identified exposures affecting the Corporation's net income. | Asset/liability management techniques. Designation of long-term debt as hedges of our net investments in foreign operations with non-U.S. dollar functional currencies. |

⁽¹⁾ Deviations from the policy are allowed, subject to pre-authorization and maximum pre-determined risk limits.

Aerospace reportable segments

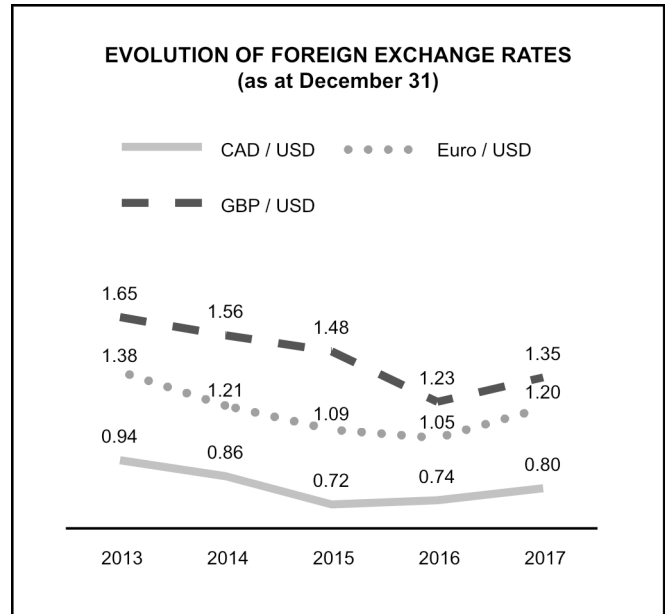
As at December 31, 2017, the hedged portion of our aerospace reportable segments' significant foreign currency denominated costs for the fiscal years ending December 31, 2018 and 2019 was as follows:

| For fiscal years | Canadian dollars | | Pounds sterling | |
|--|------------------|---------|-----------------|--------|
| | 2018 | 2019 | 2018 | 2019 |
| Business Aircraft expected costs denominated in foreign currency | \$1,261 | \$1,655 | — | — |
| Commercial Aircraft expected costs denominated in foreign currency | \$895 | \$826 | — | — |
| Aerostructures and Engineering Services expected costs denominated in foreign currency | \$158 | \$195 | £251 | £307 |
| Hedged portion of expected costs denominated in foreign currency | 80% | 58% | 89% | 31% |
| Weighted-average hedge rates – foreign currency/USD | 0.7610 | 0.7865 | 1.2992 | 1.3391 |

Sensitivity analysis

A U.S. one-cent change in the value of the Canadian dollar compared to the U.S. dollar would impact Business Aircraft, Commercial Aircraft and Aerostructures and Engineering Services' expected costs for the year ending December 31, 2018 by approximately \$13 million, \$9 million and \$2 million, respectively, before giving effect to forward foreign exchange contracts (\$2 million, \$2 million and less than \$1 million impacts, respectively, after giving effect to such contracts).

A U.S. one-cent change in the value of the pound sterling compared to the U.S. dollar would impact Aerostructures and Engineering Services' expected costs for the fiscal year ending December 31, 2018 by approximately \$3 million, before giving effect to forward foreign exchange contracts (less than \$1 million impact after giving effect to such contracts).



Transportation and Corporate office

Transportation's foreign currency exposure, arising from its long-term contracts, spreads over many years. Such exposures are generally entirely hedged at the time of order intake, contract-by-contract, for a period that is often shorter than the maturity of the cash flow exposure. Upon maturity of the hedges, Transportation enters into new hedges in a rollover strategy for periods up to the maturity of the cash flow exposure. As such, Transportation's results of operations are not significantly exposed to gains and losses from transactions in foreign currencies, but remain exposed to translation and cash flow risks on a temporary basis. On a cumulative basis, however, cash outflows or inflows upon rollover of these hedges are offset by cash inflows or outflows in opposite directions when the cash flow exposure materializes.

The identified cash flow exposures at our Corporate office are not significant and mainly arise from expenses denominated in Canadian dollars. Balance sheet exposure at Corporate office arises mainly from investments in foreign operations and long-term debt. Despite our risk mitigation strategies, the impact of foreign currency fluctuations on equity can be significant given the size of our investments in foreign operations with non-U.S. dollar functional currencies, mainly the euro.

Sensitivity analysis

For investments in foreign operations exposed to foreign currency movements, a 1% fluctuation of the relevant currencies as at December 31, 2017 would have impacted equity, before the effect of income taxes, by \$14 million.

Exposure to credit risk

The effective monitoring and controlling of credit risk is a key component of our risk management activities. Credit risk is monitored on an ongoing basis using different systems and methodologies depending on the underlying exposure.

Credit risk management

| Owner | Key risks | Risk mitigation measures initiated by management |
|--------------------------------|---|--|
| CORPORATE OFFICE | Through normal treasury activities, we are exposed to credit risk through derivative financial instruments and investing instruments. | Credit risks arising from treasury activities are managed by a central treasury function in accordance with the Corporate Foreign Exchange Risk Management Policy and the Corporate Investment Management Policy. The objective of these policies is to minimize exposure to credit risk from treasury activities by ensuring that we transact strictly with investment-grade financial institutions and money market funds, based on pre-established consolidated counterparty risk limits per financial institution and fund. |
| ALL REPORTABLE SEGMENTS | We are exposed to credit risk through trade receivables arising from normal commercial activities and lending activities, related primarily to aircraft loans, lease receivables, and investments in financing structures provided to customers in connection with the sale of commercial aircraft. | Credit risks arising from normal commercial activities and lending activities are managed and controlled by each reportable segment, in accordance with the Corporate office policy. Customer credit ratings and credit limits are analyzed and established by internal credit specialists, based on inputs from external rating agencies, recognized rating methods and our experience with the customers. The credit risk and credit limits are dynamically reviewed based on fluctuations in the customers' financial results and payment behaviour. These customer credit ratings and credit limits are critical inputs in determining the conditions under which credit or financing is extended to customers, including obtaining collateral to reduce exposure to losses. Specific governance is in place to ensure that credit risk arising from large transactions is analyzed and approved by the appropriate level of management before financing or credit support is offered to the customer. |
| COMMERCIAL AIRCRAFT | In connection with the sale of certain products, mainly commercial aircraft, we may provide credit guarantees in the form of lease and loan payment guarantees. Substantially all financial support involving potential credit risk lies with regional airline customers. | <p>Credit guarantees provide support through contractually limited payments to the guaranteed party to mitigate default-related losses. Credit guarantees are usually triggered if customers do not perform during the term of the financing under the relevant financing arrangements. In the event of default, we usually act as agent for the guaranteed parties for the repossession, refurbishment and re-marketing of the underlying assets.</p> <p>This exposure arising from credit guarantees is partially mitigated by the net benefit expected from the estimated value of aircraft and other assets available to mitigate exposure under these guarantees. In addition, lease subsidy liabilities would be extinguished in the event of credit default by certain customers.</p> |

Exposure to liquidity risk

The management of exposure to liquidity risk requires a constant monitoring of expected cash inflows and outflows, which is achieved through maintenance of detailed forecasts of cash flows and liquidity position, as well as long-term operating and strategic plans. Liquidity adequacy is continually monitored, taking into consideration historical volatility, the economic environment, seasonal needs, the maturity profile of indebtedness, access to capital markets, the level of customer advances, working capital requirements, the funding of product development and other financial commitments. We engage in certain working capital financing initiatives such as the sale of receivables, aircraft and flight simulators sale and leaseback transactions and the negotiation of extended payment terms with certain suppliers. We continually monitor any financing opportunities to optimize our capital structure and maintain appropriate financial flexibility.

Exposure to interest rate risk

Our future cash flows are exposed to fluctuations from changing interest rates, arising mainly from assets and liabilities indexed to variable interest rates, including fixed-rate long-term debt synthetically converted to variable interest rates. For these items, cash flows could be impacted by a change in benchmark rates such as Libor, Euribor or Banker's Acceptance. The Corporate office central treasury function manages these exposures as part of the overall risk management policy.

We are also exposed to gains and losses on certain assets and liabilities as a result of changes in interest rates, principally financial instruments carried at fair value and credit and residual value guarantees. The financial instruments carried at fair value include certain aircraft loans and lease receivables, investments in securities, investments in financing structures, lease subsidies and derivative financial instruments.

Sensitivity analysis

A 100-basis point increase in interest rates impacting the measurement of financial instruments carried at fair value and credit and residual value guarantees, excluding net retirement benefit liabilities, would have negatively impacted EBT for fiscal year 2017 by \$1 million.

NON-GAAP FINANCIAL MEASURES

This MD&A is based on reported earnings in accordance with IFRS and on the following non-GAAP financial measures:

| Non-GAAP financial measures | |
|--|---|
| EBITDA | Earnings (loss) before financing expense, financing income, income taxes, amortization and impairment charges on PP&E and intangible assets. |
| EBIT before special items | EBIT excluding the impact of restructuring charges, significant impairment charges and reversals, as well as other significant unusual items. |
| EBITDA before special items | EBIT before special items, amortization and impairment charges on PP&E and intangible assets. |
| Adjusted net income (loss) | Net income (loss) excluding special items, accretion on net retirement benefit obligations, certain net gains and losses arising from changes in measurement of provisions and of financial instruments carried at FVTP&L and the related tax impacts of these items. |
| Adjusted EPS | EPS calculated based on adjusted net income attributable to equity holders of Bombardier Inc., using the treasury stock method, giving effect to the exercise of all dilutive elements. |
| Free cash flow (usage) | Cash flows from operating activities less net additions to PP&E and intangible assets. |
| Free cash flow (usage) before net interest and income taxes paid or received | Free cash flow (usage) excluding cash paid and received for interest and income taxes, as per the consolidated statements of cash flows. |
| Adjusted debt | Long-term debt as presented in the consolidated statements of financial position adjusted for the fair value of derivatives (or settled derivatives) designated in related hedge relationships plus short-term borrowings, sale and leaseback obligations and the net present value of operating lease obligations. |
| Adjusted EBIT | EBIT before special items plus interest adjustment for operating leases and interest received (as per the supplemental information provided in the consolidated statements of cash flows, adjusted, if needed, for the settlement of fair value hedge derivatives before their contractual maturity dates). |
| Adjusted EBITDA | Adjusted EBIT plus amortization and impairment charges on PP&E and intangible assets, and amortization adjustment for operating leases. |
| Adjusted interest | Interest paid, as per the supplemental information provided in the consolidated statements of cash flows, plus accretion expense on sale and leaseback obligations and interest adjustment for operating leases. |

We believe that providing certain non-GAAP financial measures in addition to IFRS measures provides users of our Financial Report with enhanced understanding of our results and related trends and increases the transparency and clarity of the core results of our business. For these reasons, a significant number of users of the MD&A analyze our results based on these financial measures. EBIT before special items, EBITDA before special items, adjusted net income and adjusted EPS exclude items that do not reflect our core performance or where their exclusion will assist users in understanding our results for the period. We believe these measures help users of our MD&A to better analyze results, enabling better comparability of our results from one period to another and with peers.

We analyze our capital structure using global metrics, based on adjusted EBIT, adjusted EBITDA, adjusted interest and adjusted debt. Refer to the Capital structure section for more detail.

Non-GAAP financial measures are mainly derived from the 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 compare the performance of those entities to ours based on these similarly-named non-GAAP measures.

Reconciliations of non-GAAP financial measures to the most comparable IFRS financial measures are provided in the tables hereafter, except for the following reconciliations:

- EBIT before special items to EBIT – see the Results of operations tables in the reportable segments and the Consolidated results of operations section; and
- free cash flow usage before net interest and income taxes received or paid and free cash flow usage to cash flows from operating activities – see the Free cash flow usage table in the Liquidity and capital resources section.

Reconciliation of EBITDA before special items and EBITDA to EBIT

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|---|-----------------------------------|---------------|--------------------------------|---------------|
| | 2017 | 2016 | 2017 | 2016 |
| EBIT | \$ 149 | \$ 74 | \$ 246 | \$ (58) |
| Amortization | 89 | 99 | 314 | 371 |
| Impairment charges on PP&E and intangible assets ⁽¹⁾ | 6 | 10 | 51 | 10 |
| EBITDA | 244 | 183 | 611 | 323 |
| Special items excluding impairment charges on PP&E and intangible assets ⁽¹⁾ | 60 | 20 | 382 | 475 |
| EBITDA before special items | \$ 304 | \$ 203 | \$ 993 | \$ 798 |

Reconciliation of adjusted net income (loss) to net loss and computation of adjusted EPS

| | Fourth quarters ended December 31 | | | |
|---|-----------------------------------|------------------|-----------------|------------------|
| | 2017 | | 2016 | |
| | (per share) | | (per share) | |
| Net loss | \$ (109) | | \$ (259) | |
| Adjustments to EBIT related to special items ⁽¹⁾ | 66 | \$ 0.03 | 30 | \$ 0.01 |
| Adjustments to net financing expense related to: | | | | |
| Loss on repurchase of long-term debt ⁽¹⁾ | 23 | 0.01 | 86 | 0.04 |
| Accretion on net retirement benefit obligations | 19 | 0.01 | 16 | 0.01 |
| Net change in provisions arising from changes in interest rates and net loss on certain financial instruments | 57 | 0.02 | (12) | (0.01) |
| Tax impact of special ⁽¹⁾ and other adjusting items | (5) | 0.00 | (2) | 0.00 |
| Adjusted net income (loss) | 51 | | (141) | |
| Net loss attributable to NCI | 1 | | 8 | |
| Preferred share dividends, including taxes | (8) | | (14) | |
| Dilutive impact of CDPQ conversion option | (2) | | — | |
| Adjusted net income (loss) attributable to equity holders of Bombardier Inc. | \$ 42 | | \$ (147) | |
| Weighted-average adjusted diluted number of common shares (in thousands) | | 2,311,057 | | 2,194,304 |
| Adjusted EPS | | \$ 0.02 | | \$ (0.07) |

Reconciliation of adjusted EPS to diluted EPS (in dollars)

| | Fourth quarters ended December 31 | |
|--|-----------------------------------|------------------|
| | 2017 | 2016 |
| Diluted EPS | \$ (0.05) | \$ (0.12) |
| Impact of special ⁽¹⁾ and other adjusting items | 0.07 | 0.05 |
| Adjusted EPS | \$ 0.02 | \$ (0.07) |

⁽¹⁾ Refer to the Consolidated results of operations section for details regarding special items.

Reconciliation of adjusted net income (loss) to net loss and computation of adjusted EPS

| | Fiscal years ended December 31 | | | |
|---|--------------------------------|-----------|-------------|-----------|
| | 2017 | | 2016 | |
| | (per share) | | (per share) | |
| Net loss | \$ | (553) | \$ | (981) |
| Adjustments to EBIT related to special items ⁽¹⁾ | | 426 | \$ | 0.19 |
| Adjustments to net financing expense related to: | | | | 485 |
| Loss on repurchase of long-term debt ⁽¹⁾ | | 23 | | 0.01 |
| Accretion on net retirement benefit obligations | | 78 | | 0.04 |
| Net change in provisions arising from changes in interest rates and net loss (gain) on certain financial instruments ⁽¹⁾ | | 95 | | 0.03 |
| Interest portion of gains related to special items ⁽¹⁾ | | 11 | | 0.01 |
| Transaction costs related to the conversion option embedded in the CDPQ investment ⁽¹⁾ | | — | | 8 |
| Tax impact of special ⁽¹⁾ and other adjusting items | | (17) | | (0.01) |
| Adjusted net income (loss) | | 63 | | (268) |
| Net (income) loss attributable to NCI | | 37 | | (41) |
| Preferred share dividends, including taxes | | (27) | | (32) |
| Adjusted net income (loss) attributable to equity holders of Bombardier Inc. | \$ | 73 | \$ | (341) |
| Weighted-average adjusted diluted number of common shares (in thousands) | | 2,264,722 | | 2,212,547 |
| Adjusted EPS | \$ | 0.03 | \$ | (0.15) |

Reconciliation of adjusted EPS to diluted EPS (in dollars)

| | Fiscal years ended December 31 | | |
|--|--------------------------------|--------|--------|
| | 2017 | 2016 | |
| Diluted EPS | \$ | (0.25) | |
| Impact of special ⁽¹⁾ and other adjusting items | | 0.28 | |
| Adjusted EPS | \$ | 0.03 | |
| | | \$ | (0.15) |

Reconciliation of adjusted debt to long-term debt

| | As at December 31 | |
|---|-------------------|-------|
| | 2017 | 2016 |
| Long-term debt | \$ | 9,218 |
| Adjustment for the fair value of derivatives designated (or settled derivatives) in related hedge relationships | | (222) |
| Long-term debt, net | | 8,996 |
| Sale and leaseback obligations | | — |
| Operating lease obligations ⁽²⁾ | | 668 |
| Adjusted debt | \$ | 9,631 |
| | \$ | 8,769 |

⁽¹⁾ Refer to the Consolidated results of operations section for details regarding special items.

⁽²⁾ Discounted using the average five-year U.S. Treasury Notes plus the average credit spread, given our credit rating, for the corresponding period.

Reconciliation of adjusted EBITDA and adjusted EBIT to EBIT

| | Fiscal years ended December 31 | |
|---|--------------------------------|---------|
| | 2017 | 2016 |
| EBIT | \$ 246 | \$ (58) |
| Special items ⁽¹⁾ | 426 | 485 |
| Interest received | 61 | 20 |
| Interest adjustment for operating leases ⁽²⁾ | 37 | 51 |
| Adjusted EBIT | 770 | 498 |
| Amortization | 314 | 371 |
| Impairment charges on PP&E and intangible assets ⁽³⁾ | 7 | — |
| Amortization adjustment for operating leases ⁽⁴⁾ | 71 | 74 |
| Adjusted EBITDA | \$ 1,162 | \$ 943 |

Reconciliation of adjusted interest to interest paid

| | Fiscal years ended December 31 | |
|---|--------------------------------|--------|
| | 2017 | 2016 |
| Interest paid | \$ 594 | \$ 565 |
| Accretion expense on sale and leaseback obligations | — | 2 |
| Interest adjustment for operating leases ⁽²⁾ | 37 | 51 |
| Adjusted interest | \$ 631 | \$ 618 |

⁽¹⁾ Refer to the Consolidated results of operations section for details regarding special items.

⁽²⁾ Represents the interest cost of a debt equivalent to operating lease obligations included in adjusted debt, bearing interest at the average five-year U.S. swap rate plus the average credit default swap spread for the related period, given our credit rating.

⁽³⁾ Excluding amounts recognized as special items.

⁽⁴⁾ Represents a straight-line amortization of the amount included in adjusted debt for operating leases, based on a nine-year amortization period.

BUSINESS AIRCRAFT

The data presented in this MD&A contains both IFRS and non-GAAP measures. Non-GAAP measures are defined and reconciled to the most comparable IFRS measure. See the Non-GAAP financial measures section in Overview for further detail.

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KEY PERFORMANCE MEASURES AND METRICS

The table below summarizes our most relevant key performance measures and related metrics.

| KEY PERFORMANCE MEASURES AND ASSOCIATED METRICS | |
|---|--|
| GROWTH AND COMPETITIVE POSITIONING | <ul style="list-style-type: none"> Order backlog, as a measure of future revenues. Book-to-bill ratio⁽¹⁾, as an indicator of future revenues. Revenues and delivery units, as measures of growth. Market share (in terms of revenues and units delivered), as measures of our competitive positioning. |
| PROFITABILITY | <ul style="list-style-type: none"> EBIT, EBIT margin, EBIT before special items⁽²⁾ and EBIT margin before special items⁽²⁾, as measures of performance. |
| LIQUIDITY | <ul style="list-style-type: none"> Free cash flow⁽²⁾, as a measure of liquidity generation. |
| CUSTOMER SATISFACTION | <ul style="list-style-type: none"> On-time aircraft deliveries, as a measure of meeting our commitment to customers. Fleet dispatch reliability, as a measure of our products' reliability. Regional availability of parts and material to support customer requests, as a measure of meeting customer needs for the entire life of the aircraft. |
| EXECUTION | <ul style="list-style-type: none"> Achievement of program development milestones, as a measure of flawless execution. |

⁽¹⁾ Defined as the ratio of net orders received over aircraft deliveries, in units.

⁽²⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics.

AT A GLANCE

Well positioned with a strong product and services portfolio

| | Original 2017 Guidance | Latest 2017 Guidance | What we did in 2017 | Guidance for 2018 ⁽¹⁾⁽²⁾ |
|----------------------------------|------------------------|----------------------|---------------------|-------------------------------------|
| Revenues | ~ \$5.0 billion | No change | \$5.0 billion | ≥ \$5.0 billion |
| EBIT margin before special items | ~ 7.5% | ~ 8.0% | 8.4% | ≥ 8.0% |
| Aircraft deliveries (in units) | ~135 | No change | 140 | ~ 135 |

RESULTS

| For the fiscal years ended December 31 | 2017 | 2016 | Variance |
|---|----------|----------|----------|
| Revenues | \$ 4,961 | \$ 5,741 | (14)% |
| Aircraft deliveries (in units) | 140 | 163 | (23) |
| EBIT | \$ 391 | \$ 477 | (18)% |
| EBIT margin | 7.9% | 8.3% | (40) bps |
| EBIT before special items ⁽²⁾ | \$ 416 | \$ 369 | 13 % |
| EBIT margin before special items ⁽²⁾ | 8.4% | 6.4% | 200 bps |
| EBITDA before special items ⁽²⁾ | \$ 513 | \$ 528 | (3)% |
| EBITDA margin before special items ⁽²⁾ | 10.3% | 9.2% | 110 bps |
| Net additions to PP&E and intangible assets | \$ 1,075 | \$ 721 | 49 % |

| As at December 31 | 2017 | 2016 | Variance |
|--|---------|---------|----------|
| Order backlog (in billions of dollars) | \$ 14.0 | \$ 15.4 | (9)% |

⁽¹⁾ Refer to the Business Aircraft guidance and forward-looking statements section hereafter for further details on guidance for 2018. Guidance for 2018 reflects the adoption of IFRS 9, *Financial instruments* and IFRS 15, *Revenue from contracts with customers*.

⁽²⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics and to the Analysis of results section for reconciliations to the most comparable IFRS measures.

KEY HIGHLIGHTS AND EVENTS

- Business Aircraft's 2017 financial performance met or exceeded guidance delivering 140 aircraft. Revenues were \$5.0 billion with EBIT margins before special items⁽¹⁾ of 8.4%.
- For the fourth quarter, deliveries reached 44 units, including a strong mix of *Challenger* and *Global* family aircraft, representing 29 and 13 deliveries respectively. These families of aircraft continued to lead their respective market segments during the quarter.
- The 200 bps improvement in EBIT margin before special items⁽¹⁾ reflects our continued operating discipline, and stronger contribution from the aftermarket business, benefiting from recent investments to increase service capacity and portfolio of offerings. In line with the aftermarket growth strategy, revenues from these activities grew by more than 10% in 2017.
- Demonstrating continued focus on driving financial performance in any market, EBIT before special items⁽¹⁾ grew 35% over the past two years, from \$308 million to \$416 million, even as we managed lower revenues by approximately 30%. As such, the segment is poised to benefit from its increased production efficiency and leaner cost structure when the *Global 7000* enters-into-service and the business aircraft market recovers.
- The fourth quarter of 2017 was the strongest in terms of order intake compared to the previous three quarters of 2017, and higher than the fourth quarters of 2016 and 2015 respectively.

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics and to the Analysis of results section for reconciliations to the most comparable IFRS measures.

- The *Global 7000* aircraft continues to perform extremely well and to exhibit a high level of reliability. The availability of four FTVs for the entire fourth quarter has accelerated flight testing and the fifth and final FTV has joined the test program on January 30, 2018. The program has cumulated over 1,500 flight test hours to date and with multiple aircraft in final assembly, the *Global 7000* aircraft is on track for EIS in the second half of 2018.⁽¹⁾

⁽¹⁾ See the *Global 7000* and *Global 8000* aircraft program disclaimer at the end of this MD&A.

PROFILE

World-class products

We skillfully design, develop, manufacture, market and provide aftermarket support for three class-leading families of business jets - *Learjet*, *Challenger* and *Global*. Our business jet portfolio spans from the light to the large categories.

With approximately 4,700 aircraft in service worldwide, Business Aircraft has developed a service and support network of service facilities including wholly-owned service centers in the U.S., Europe and Asia, regional support office (RSO) locations, mobile repair trucks and world-class aircraft parts availability sustained by parts facilities, including depots, hubs and repair facilities worldwide.

MARKET SEGMENT: BUSINESS AIRCRAFT

LIGHT BUSINESS JETS

Models: *Learjet 70*, *Learjet 75*

Market category: Light business jets

Key features⁽¹⁾: As part of the well-established *Learjet* family, of which 3,000 aircraft have been delivered to date, the class-defining *Learjet* aircraft continue to set the standard by bringing large jet features to a light jet platform. *Learjet* aircraft feature a flat floor throughout the cabin, offering a smooth ride and the ultimate in comfort. The *Learjet 75* further distinguishes itself as the only business jet in its class to feature an eight-seat double-club configuration and forward pocket door.



Learjet 75 aircraft

⁽¹⁾ Under certain operating conditions, when compared to aircraft currently in service.

MID-SIZE BUSINESS JETS

Models: *Challenger 350* and *Challenger 650*

Market category: Medium business jets

Key features⁽¹⁾: A masterful expression of high-end craftsmanship and functionality, the *Challenger* family of aircraft features productivity-enhancing business tools, with the most comfortable cabins in its category. Each aircraft offers low operating costs, high reliability, and the ultimate in-flight experience with industry-leading connectivity, immersive sound system and cabin management system that effortlessly bring it all together.

The *Challenger 350* aircraft has been the most delivered medium business jet for the last 10 years.

During 2017, the *Challenger 650* aircraft has out delivered direct competition 2 to 1.



Challenger 650 aircraft

LARGE BUSINESS JETS

Models: *Global 5000*, *Global 6000*, *Global 7000*⁽²⁾ and *Global 8000*⁽²⁾

Market category: Large business jets

Key features⁽¹⁾: Skillfully designed to leave a lasting impression, the flagship *Global* aircraft family covers the large jet category with four aircraft models that feature a smooth ride and intelligently crafted interiors with the new Premier cabin that balances luxury with productivity and feature the industry's fastest worldwide inflight internet connectivity combined with comprehensive cabin management systems to keep passengers entertained and connected at all times.

The *Global 5000* and *Global 6000* aircraft are the most delivered large category aircraft.

The segment-defining *Global 7000* aircraft extends the family with a true four-zone cabin, full crew-rest area and even longer range to link virtually any key city pair worldwide, non-stop. The *Global 7000* aircraft is expected to enter into service in the second half of 2018.



Global 7000 aircraft

⁽¹⁾ Under certain operating conditions, when compared to aircraft currently in service.

⁽²⁾ Currently under development. See the *Global 7000* and *Global 8000* aircraft program disclaimer at the end of this MD&A.

MARKET SEGMENT: CUSTOMER SERVICES

MAINTENANCE: ADDING VALUE THROUGHOUT THE LIFECYCLE

Services portfolio: Extensive, worldwide capabilities to maximize scheduled maintenance as well as value added packages, including refurbishment and modification of business aircraft, and component repair and overhaul services. Through original equipment manufacturer expertise, a wide variety of services can be performed in house, as well as through dispatching mobile repair teams to customers' aircraft.

Key features: Offering worldwide service and support through wholly-owned service centers, authorized service facilities including line maintenance facilities, one wholly-owned line maintenance station, Bombardier mobile response vehicles and one aircraft.

OFFERING PEACE OF MIND THROUGH PARTS AND SMART SERVICES

Services portfolio: Providing manufacturer approved parts backed by industry leading 2-year warranty, as well as repairs to customer owned parts, and a growing portfolio of innovative cost-per-flight-hour parts and maintenance plans available for *Learjet*, *Challenger* and *Global* aircraft. Options include the newest *Smart Services* offering, which can be tailored to include landing gear overhaul and unscheduled maintenance coverage.

Key features: Supporting 24/7 parts support with parts facilities worldwide anchored by three major hubs in Chicago, Frankfurt and Singapore, as well as seven regional depots. A sophisticated inventory management system ensures worldwide parts availability throughout the depot and hub network as well as the wholly-owned service centers. Repair facilities in North America and Europe provide repair services on customer-owned parts. Unlimited access to *Parts Express* to shuttle parts in support of aircraft-on-ground requirements. From coverage on exchanges and repairs of airframe components, including flight deck avionics, *Smart Services* provides budget predictability and worldwide parts availability.

24/7 CUSTOMER SUPPORT

Services portfolio: Comprehensive portfolio of business aircraft customer support including 24-hour customer response centers, customer services engineering, a network of field service personnel, customer response team trucks, regional support offices, technical publications, and EIS support.

Key features: Providing operators with a single point of contact, 24 hours a day, 365 days a year, for all critical and aircraft-on-the-ground requests and supporting all customer requirements from EIS throughout ownership of the aircraft by leveraging a global support network of strategically located teams.

TRAINING: WE KNOW THE AIRCRAFT

Services portfolio: Providing a complete range of flight crew and technical training services on business aircraft at two facilities and through a network of strategic partnerships worldwide. We also provide technical training services on site at customer locations.

Key features: A leading business jet manufacturer that provides training on its own aircraft programs. Training is provided through custom state-of-the-art classroom technology systems, and a suite of high fidelity training devices and certified Level D Full Flight Simulators.

INDUSTRY AND ECONOMIC ENVIRONMENT

The market continued to show signs of improvement in 2017

In 2017, the market has shown signs of improvement as indicators such as the industry confidence index, U.S. corporate profits and pre-owned business jet inventory levels were trending in the right direction compared to the previous year. Furthermore, the industry improved its book-to-bill ratio compared to the prior year.

World GDP growth in 2017 was at 3.0% compared to 2.4% in 2016.⁽¹⁾ The increase is due to modest growth in developed markets combined with some recovery in emerging markets such as Brazil and Russia. Based on the latest UBS Business Jet Market Index published in October 2017, the measure of industry confidence increased to 53 points and was above the threshold of market stability.⁽²⁾ Forecast U.S. Corporate profits for 2017 is also expected to increase to \$2.2 trillion.⁽³⁾ As well, the inventory of pre-owned aircraft expressed as a percentage of the overall fleet has been decreasing and remains healthy at 10.1%. The continued improvement of these indicators should help create better conditions for future demand.

The following key indicators are used to monitor the health of the business aviation market in the short term:

| INDICATOR | CURRENT SITUATION | STATUS |
|--|---|--------|
| INDUSTRY CONFIDENCE | Based on the latest UBS Business Jet Market Index published in October 2017, the measure of industry confidence came in at 53 points, ⁽²⁾ and was above the threshold of market stability. The worldwide index was 2 points higher than the fourth quarter of 2016, mainly due to an improved level of pre-owned business jets inventories, increased willingness to increase inventory levels and an improved view of pricing. | ▲ |
| CORPORATE PROFITS | Forecast U.S. corporate profits are expected to increase year-over-year by 5.4% to \$2.2 trillion for 2017. ⁽³⁾ | ▲ |
| PRE-OWNED BUSINESS JETS INVENTORY LEVELS | The total number of pre-owned aircraft available for sale as a percentage of the total worldwide fleet has decreased over the past year to 10.1%, the lowest level in over a decade. We consider this level of pre-owned inventory to be at the lower end of the historical range and is a healthy level. The pre-owned inventory levels of the light, medium and large category aircraft have all experienced a decrease over the past year. | ▲ |
| AIRCRAFT UTILIZATION RATES | Business jet utilization in the U.S. slightly increased by 1.4% in 2017 compared to 2016. Business jet utilization in Europe increased by 6.4% in 2017 compared to 2016. | ▲ |
| AIRCRAFT SHIPMENTS AND BILLINGS | In the business aircraft market categories in which we compete, we estimate that business aircraft deliveries and total billings declined in 2017 compared to 2016. ⁽⁴⁾ | ▼ |

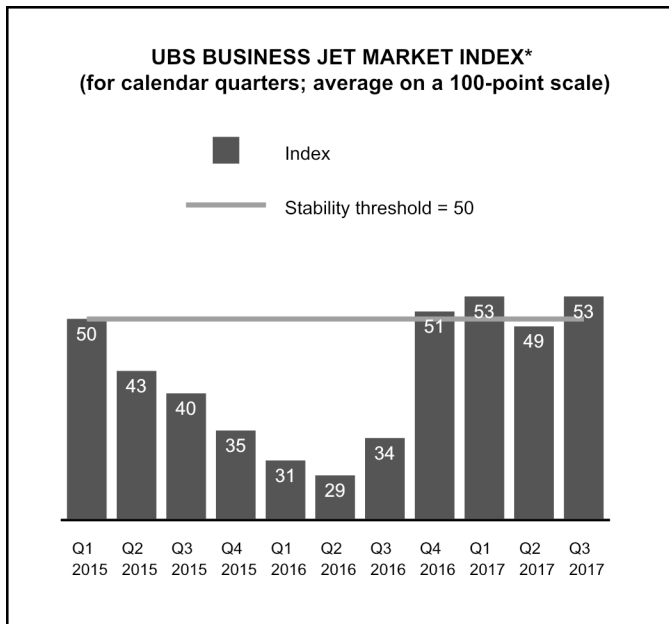
▲ ► ▼ Identifies a favourable, neutral or negative status, respectively, in the market categories in which we compete, based on the current environment.

⁽¹⁾ According to "Oxford Economics Global Data Report" dated January 19, 2018.

⁽²⁾ According to the UBS Business Jet Survey dated October 5, 2017.

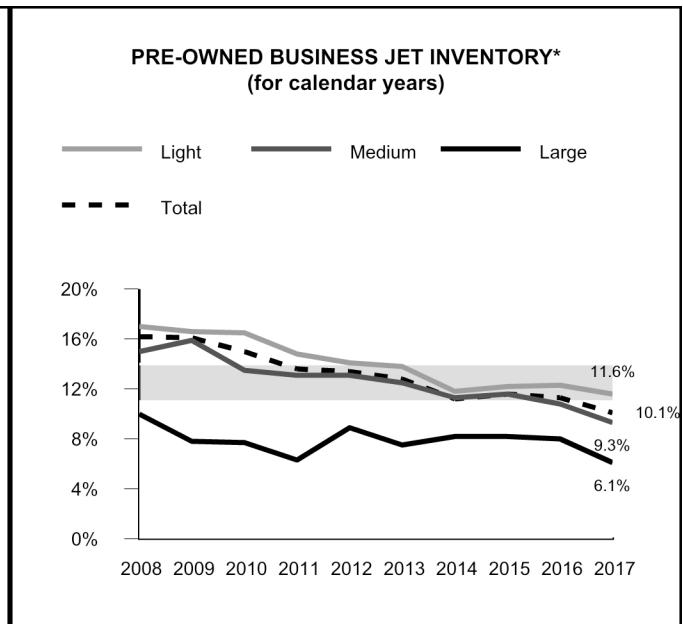
⁽³⁾ According to the U.S. Bureau of Economic Analysis News Release dated December 21, 2017.

⁽⁴⁾ Based on our estimates and public disclosure records of certain competitors.



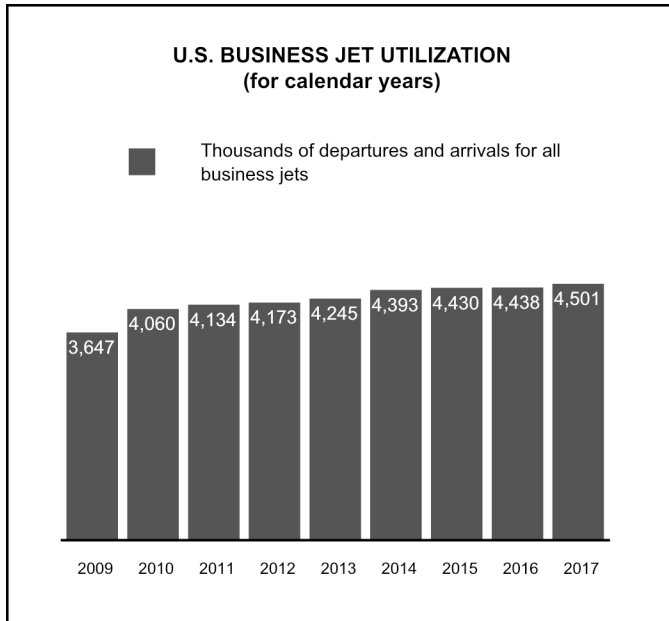
Source: UBS

* The UBS Business Jet Market Index is a measure of market confidence of industry professionals, gathered through bi-monthly surveys of brokers, dealers, manufacturers, fractional providers, financiers and others.

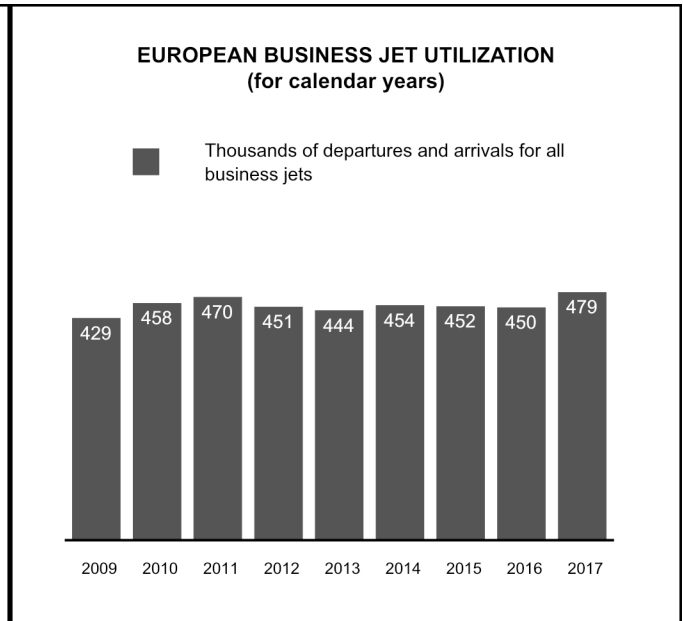


Sources: JETNET and Ascend online

* As a percentage of total business jet fleet, excluding very light jets. Shaded area indicates what we consider to be the normal range of total pre-owned business jet inventory available for sale, i.e. between 11% and 14%.



Source: U.S. Federal Aviation Administration (FAA) website



Source: Eurocontrol

Short-term outlook

We project the continued stabilization of the business jet market due to a better economic outlook combined with the introduction of new aircraft models and technologies.

GDP growth for North America and Europe is estimated to be 2.7% and 2.3%, respectively for 2018. Emerging markets such as Brazil and Russia are forecast to gradually come out from their respective economic slowdowns. GDP growth for Brazil and Russia is estimated to be 2.5% and 1.8%, respectively for 2018.⁽¹⁾

⁽¹⁾ According to "Oxford Economics Global Data Report" dated January 19, 2018.

Long-term outlook

In the longer term, all demand drivers are well-oriented. Wealth creation, internationalization of trade, and the continued emergence of developing countries will grow our customer base. The retirement of older models combined with the introduction of new models will help meet the needs of new customers. The introduction of new ownership models, such as fractional and charter businesses will make business aviation even more accessible.

Business aviation is poised for growth and with the industry's most comprehensive product portfolio, we are well positioned.

Customer services

Business Aircraft's worldwide customer services network includes wholly owned service centers, parts hubs, parts depots, line maintenance facilities, regional support offices, customer response centers, mobile customer response teams, training centers as well as authorized service facilities and authorized training providers.

The demand for service and support is driven by the size of the fleet of Bombardier Business Aircraft, by the number of hours flown by said fleet and the average age of the fleet. Based on Business Aircraft's large installed base, we will continue to focus on these high margin activities.

Market indicators

| INDICATOR | CURRENT SITUATION | STATUS |
|------------------------------|---|--------|
| INSTALLED BASE | The installed base for Bombardier Business Aircraft increased by approximately 3% to 4,729 aircraft in 2017 compared to 4,595 in 2016. ⁽¹⁾ | ▲ |
| AVERAGE ANNUAL FLIGHTS HOURS | Based on our estimates, Bombardier Business Aircraft average annual flight hours increased by 2.9% in 2017 compared to last year. | ▲ |
| AVERAGE AGE OF FLEET | Typically, aircraft direct maintenance costs increase as an aircraft ages. Therefore, the average age of the fleet of Bombardier aircraft will impact the size of the maintenance market. The average age of the Bombardier Business Aircraft fleet has decreased by 5% in 2017 when compared to 2016. ⁽¹⁾ | ▼ |

▲ ► ▼ Identifies a favourable, neutral or negative status, respectively, in the market categories in which we compete, based on the current environment.

⁽¹⁾ Based on data obtained from Ascend fleet database by Flightglobal.

Short-term outlook

Based on the market indicators above, the demand for parts and service programs is expected to grow. We continue to actively seek out strategic locations for expansion in order to move closer to customers, further improve response times and build stronger relationships around the globe.

Historically, the U.S. represented the largest share of the fleet for business aircraft, however, wealth creation and economic development in non-traditional markets is driving a shift in the proportion of the business aircraft fleet outside of the U.S. This trend in demand impacts the geographical layout of our support network. In non-traditional markets, the strategy is to increase our local customer-support presence and leverage third parties to deploy the full span of services.

Long-term outlook

The continued growth of the installed base is expected to stimulate demand for customer services. While traditional markets such as North America and Europe should dominate in terms of market size, the fleet growth in non-traditional markets should create new opportunities for aftermarket services.

ANALYSIS OF RESULTS

Performing in any market

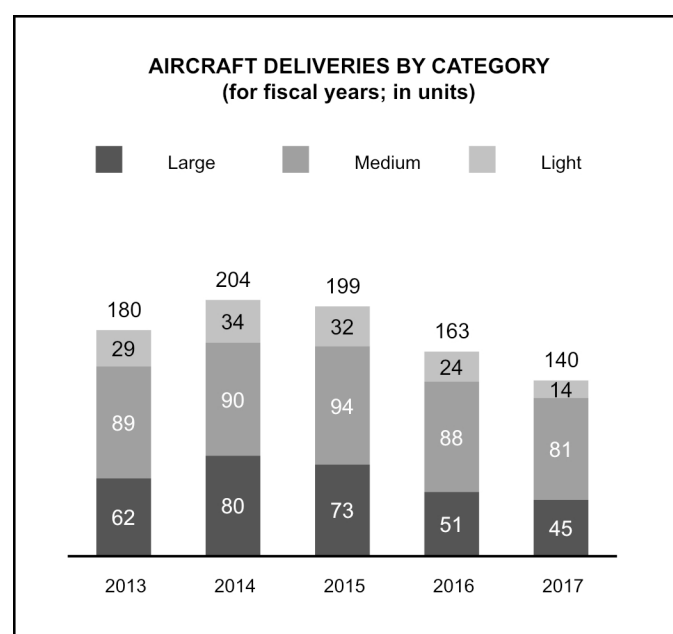
Results of operations

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|--------------------------------------|---------------|-----------------------------------|---------------|
| | 2017 | 2016 | 2017 | 2016 |
| Revenues | \$ 1,473 | \$ 1,651 | \$ 4,961 | \$ 5,741 |
| EBITDA before special items⁽¹⁾ | \$ 151 | \$ 150 | \$ 513 | \$ 528 |
| Amortization | 31 | 50 | 97 | 159 |
| EBIT before special items⁽¹⁾ | 120 | 100 | 416 | 369 |
| Special items | (9) | 1 | 25 | (108) |
| EBIT | \$ 129 | \$ 99 | \$ 391 | \$ 477 |
| EBIT margin before special items ⁽¹⁾ | 8.1% | 6.1% | 8.4% | 6.4% |
| EBIT margin | 8.8% | 6.0% | 7.9% | 8.3% |

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics.

Revenues

Lower aircraft revenues, mainly due to planned lower deliveries, and lower revenues from sales of pre-owned aircraft, reflecting a lower level of pre-owned aircraft inventory, partially offset by higher revenues from aftermarket activities are the main drivers of the \$178-million and \$780-million decreases for the fourth quarter and the fiscal year, respectively.



Special items

Special items comprise items which do not reflect our core performance or where their separate presentation will assist users in understanding our results for the period, such as the impact of restructuring charges and significant impairment charges and reversals.

Special items in EBIT were as follows:

| | Ref | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|-----|--------------------------------------|-------------|-----------------------------------|-----------------|
| | | 2017 | 2016 | 2017 | 2016 |
| Re-negotiation of a commercial agreement | 1 | \$ — | \$ — | \$ 35 | \$ — |
| Restructuring charges | 2 | 8 | 6 | 18 | 14 |
| Pension obligation | 3 | — | — | — | (63) |
| Reversal of <i>Learjet 85</i> aircraft program cancellation provisions | 4 | (17) | (5) | (28) | (59) |
| | | \$ (9) | \$ 1 | \$ 25 | \$ (108) |
| EBIT margin impact | | 0.7% | (0.1)% | (0.5)% | 1.9% |

1. A provision was taken during the second quarter of 2017 to reflect the anticipated outcome of a re-negotiation of a commercial agreement with a third party.
2. Represent restructuring charges related to previously-announced restructuring actions.
3. Bombardier had a constructive obligation for discretionary ad hoc indexation increases to certain pension plans. Following a communication to plan members, in the second quarter of 2016, that we do not expect to grant such increases in the foreseeable future in line with our current practice, the constructive obligation amounting to \$63 million was reversed.
4. Based on the ongoing activities with respect to the cancellation of the *Learjet 85* aircraft program, we reduced the related provisions by \$28 million and \$59 million in 2017 and 2016, respectively. The reduction in provisions is treated as a special item since the original provisions were also recorded as special charges in 2014 and 2015.

EBIT margin

The EBIT margin before special items for the three-month period increased by 2.0 percentage points, mainly as a result of:

- lower aerospace program tooling amortization included in R&D expense; and
- stronger contribution from aftermarket activities.

Including the impact of special items (see explanation of special items above), the EBIT margin for the three-month period increased by 2.8 percentage points compared to the same period last year.

The EBIT margin before special items for the fiscal year increased by 2.0 percentage points, mainly as a result of:

- lower aerospace program tooling amortization included in R&D expense; and
- stronger contribution from aftermarket activities.

Partially offset by:

- lower absorption of SG&A expenses due to lower revenues as planned.

Including the impact of special items (see explanation of special items above), the EBIT margin for the fiscal year decreased by 0.4 percentage point compared to the last fiscal year.

The *Global 7000* aircraft on target for EIS in second half of 2018

Investment in product development

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--------------------------------|--------------------------------------|--------|-----------------------------------|--------|
| | 2017 | 2016 | 2017 | 2016 |
| Program tooling ⁽¹⁾ | \$ 238 | \$ 220 | \$ 1,004 | \$ 710 |
| R&D expense ⁽²⁾ | 1 | 2 | 10 | 6 |
| | \$ 239 | \$ 222 | \$ 1,014 | \$ 716 |
| As a percentage of revenues | 16.2% | 13.4% | 20.4% | 12.5% |

⁽¹⁾ Net amount capitalized in aerospace program tooling.

⁽²⁾ Excluding amortization of aerospace program tooling of \$21 million and \$51 million, respectively, for the fourth quarter and fiscal year ended December 31, 2017 (\$38 million and \$120 million, respectively, for the fourth quarter and fiscal year ended December 31, 2016), as the related investments are already included in aerospace program tooling.

The carrying amount of business aircraft program tooling⁽¹⁾ as at December 31, 2017 was \$3.6 billion, compared to \$2.6 billion as at December 31, 2016. The increase in the net carrying value of business aircraft program tooling as at December 31, 2017 is mainly due to tooling additions for the *Global 7000* and *Global 8000* aircraft program.

⁽¹⁾ Capitalized borrowing costs included in the business aircraft aerospace program tooling balance amounted to \$441 million as at December 31, 2017 (\$266 million as at December 31, 2016).

Reconciliation of the carrying amount of aerospace program tooling

| | |
|---|-----------------|
| Balance as at December 31, 2016 | \$ 2,631 |
| Investment in product development | 1,004 |
| Amortization of aerospace program tooling | (51) |
| Balance as at December 31, 2017 | \$ 3,584 |

Recognizing the long-term nature of product development activities, as well as the significant human and financial resources required, a gated product development process is followed focusing on early identification and mitigation of potential risks. All programs follow the Bombardier Engineering System throughout the product development cycle. The product development process is constantly refined to integrate the lessons learned from our programs and from the industry. The stages in the process are described hereafter and specific milestones must be met before a product can move from one stage of development to another. The gates consist of exit reviews with different levels of management and technical experts to demonstrate feasibility, customer acceptance and financial return. Designing products with minimal environmental impacts throughout their entire lifecycle is central to our product responsibility strategy. In addition to the Design for Environment approach, health and safety considerations are also embedded in product design.

| PRODUCT DEVELOPMENT PROCESS | | |
|-----------------------------|-------------|---|
| Stage | | Description |
| Conceptual definition | JTAP | Joint Technical Assessment Phase - Preliminary review with potential partners and suppliers to analyze technologies desired to build or modify an aircraft. |
| | JCDP | Joint Conceptual Definition Phase - Cooperative effort with potential partners and suppliers to perform a configuration trade-off study and define the system architecture and functionality. |
| Launch preparation | | Continuation of the design definition and technical activities. Creation of a project plan to define the schedule, cost, scope, statement of work and resource requirements for the program. |
| Preliminary definition | JDP | Joint Definition Phase - Joint determination with partners and suppliers of the technical design of the aircraft and sharing of the work required. Optimization of the aircraft design with respect to manufacturing, assembly and total life-cycle costs. |
| Detail definition | DDP | Detailed Design Phase - Preparation of detailed production drawings and confirmation of the design based on the preliminary design definition agreed in the previous phase. |
| Product definition release | | Formal issue of the engineering drawings to manufacturing, allowing for the completion of tool designs and the assembly of the first produced aircraft. |
| Product certification | | Completion of certification activities to demonstrate that the aircraft complies with the original design requirements and all regulatory airworthiness standards. |
| Program completion | | Conclusion of final design activity. Preparation for EIS. |

The *Global 7000* and *Global 8000* aircraft program

On January 30, 2018, the fifth and final *Global 7000* flight test vehicle joined the *Global 7000* and *Global 8000* flight test program, which has accomplished more than 1,500 flight hours. FTV5 will validate all flight and ground tests completed to date, including extensive ground vibration and static rig testing. In October 2017, Bombardier publicly debuted the aircraft at the National Business Aviation Association (NBAA) Conference and Exhibition in Las Vegas. The final assembly line activities are ramping up as multiple customer aircraft are now in production.

In addition, ground testing progresses successfully with several test rigs and we have now met the full airframe fatigue test milestone as required by authorities for EIS. We will continue to advance the test program to ensure all systems operate with the highest level of reliability and to ensure the aircraft meets or exceeds the highest level of safety.

The *Global 7000* and *Global 8000* aircraft program manufacturing process makes use of the highest caliber technology, including a state-of-the-art automated positioning system using laser-guided measuring to join the wing structure to the fuselage with a very high level of precision.

The category-defining *Global 7000* aircraft is expected to enter into service in the second half of 2018. It is expected to set the standard for a new category of large business jets, as the first and only clean-sheet business jet with four living spaces.

Aircraft deliveries exceeded guidance

Business aircraft deliveries⁽¹⁾

| (in units) | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--------------------------------|-----------------------------------|-----------|--------------------------------|------------|
| | 2017 | 2016 | 2017 | 2016 |
| Light | | | | |
| <i>Learjet 70/75</i> | 2 | 11 | 14 | 24 |
| Medium | | | | |
| <i>Challenger 350</i> | 22 | 19 | 56 | 62 |
| <i>Challenger 605/650</i> | 7 | 11 | 23 | 26 |
| <i>Challenger 850</i> | — | — | 2 | — |
| Large | | | | |
| <i>Global 5000/Global 6000</i> | 13 | 13 | 45 | 51 |
| | 44 | 54 | 140 | 163 |

⁽¹⁾ Deliveries in the third and fourth quarters of 2017 and in the fourth quarter of 2016 each included the sale of one aircraft to Commercial Aircraft. In our consolidated financial statements, the revenue and margin associated with these aircraft have been reversed and will be recognized once the specialized aircraft solutions to suit the needs of an external customer for mission requirements will have been completed on the aircraft.

Industry-leading backlog

Order backlog

| (in billions of dollars) | As at | |
|--------------------------|-------------------|-------------------|
| | December 31, 2017 | December 31, 2016 |
| | \$ 14.0 | \$ 15.4 |

For the three-year period ended December 31, 2017, we captured a 34% market share in the overall market in which we compete, based on revenue, and 30% of the market share based on units delivered. We were the market leader in terms of units delivered and second in terms of revenues. This compares with a market share of 36% and 32% based on revenues and units delivered respectively for the three-year period ended December 31, 2016 during which we were also the market leader in terms of units delivered and second in terms of revenues.⁽¹⁾

⁽¹⁾ Based on our estimates, competitors' public disclosure, the General Aviation Manufacturers Association (GAMA) shipment reports, Ascend Flight Global and B&CA Magazine list prices.

Workforce

Total number of employees

| | As at | |
|--|-------------------|-------------------|
| | December 31, 2017 | December 31, 2016 |
| Permanent ⁽¹⁾ | 9,700 | 9,000 |
| Contractual ⁽²⁾ | 500 | 400 |
| | 10,200 | 9,400 |
| Percentage of permanent employees covered by collective agreements | 45% | 41% |

⁽¹⁾ Including inactive employees.

⁽²⁾ Including non-employees and sub-contractors personnel.

The workforce as at December 31, 2017 increased by 800 employees, or 9%, when compared to last year.

This increase is mainly related to strategic hiring to support the production ramp-up for the *Global 7000* and *Global 8000* aircraft program and our growth strategy in aftermarket business, partially offset by reductions including impacts of previously-announced restructuring actions.

Our incentive-based compensation plan for non-unionized employees across our sites rewards the collective efforts of our employees in achieving our objectives using performance indicator targets. A total of approximately 5,800 employees worldwide, or 60% of permanent employees, participate in the program. In 2017, as part of this program, incentive-based compensation was linked to the achievement of targeted results, based on EBIT before special items and free cash flow before net interest and income taxes.

GUIDANCE AND FORWARD-LOOKING STATEMENTS

| | Original 2017 guidance | Latest 2017 guidance | What we did in 2017 | What's next for 2018 ⁽¹⁾⁽²⁾⁽³⁾ |
|----------------------------------|------------------------|----------------------|---------------------|---|
| Revenues | ~ \$5.0 billion | No change | \$5.0 billion | ≥ \$5.0 billion |
| EBIT margin before special items | ~ 7.5% | ~ 8.0% | 8.4% | ≥ 8.0% |
| Aircraft deliveries (in units) | ~135 | No change | 140 | ~ 135 |

2017 guidance

During the second quarter of 2017, we increased our Business Aircraft EBIT margin before special items⁽²⁾ guidance for the full year 2017 to approximately 8.0%, mainly due to the strong performance in the first half of the year.

The additional deliveries relative to guidance stem from capturing market opportunities, particularly in the fourth quarter. The combination of higher deliveries with a higher proportion of medium and large aircraft as well as growth in aftermarket activities and progress made on transformation initiatives explains the stronger EBIT margin before special items⁽²⁾ performance compared to our guidance.

Our strategy to achieve 2018 guidance

We continue to manage our business with prudence and discipline and as such, we anticipate a similar level of revenues and deliveries in 2018 compared to 2017. We continue to focus on growth from aftermarket activities as well as progress on transformation initiatives as we prepare for the EIS of the *Global 7000* aircraft.

⁽¹⁾ See Forward-looking statements in boxed text below for details regarding the assumptions on which the guidance is based. Also see forward-looking statements disclaimer in Overview.

⁽²⁾ Profitability guidance is based on EBIT margin before special items. Refer to the Non-GAAP financial measures section in Overview for a definition of this metric and to the Analysis of results section for a reconciliation to the most comparable IFRS measures.

⁽³⁾ Guidance for 2018 reflects the adoption of IFRS 9, *Financial instruments* and IFRS 15, *Revenue from contracts with customers*.

Forward-looking statements

Forward-looking statements⁽¹⁾ in this section of the MD&A are based on:

- deliveries based on current firm order backlog and estimated future order intake;⁽²⁾
- a similar level of aircraft deliveries in fiscal year 2018 compared to fiscal year 2017 as well as growth from customer services;
- the alignment of production rates to market demand;
- the continued deployment and execution of key transformation initiatives, especially those impacting direct and indirect procurement costs, labour efficiency and working capital improvement;
- our ability to execute and deliver business model enhancement initiatives;
- our ability to meet scheduled EIS dates and planned costs for the *Global 7000* and *Global 8000* aircraft program;
- our ability to recruit and retain highly skilled resources to deploy our product development strategy;
- the ability of our supply base to support planned production rates;
- competitive global environment and global economic conditions to remain similar; and
- stability of foreign exchange rates.

⁽¹⁾ Also refer to the Guidance and forward-looking statements section in Overview.

⁽²⁾ Demand forecast is based on the analysis of main market indicators, including real GDP growth, industry confidence, corporate profitability within our customer base, pre-owned business jet inventory levels, aircraft utilization, aircraft shipments and billings, installed base and average age of the fleet. For more details, refer to the market indicators in the Industry and economic environment section.

COMMERCIAL AIRCRAFT

The data presented in this MD&A contains both IFRS and non-GAAP measures. Non-GAAP measures are defined and reconciled to the most comparable IFRS measure. See the Non-GAAP financial measures section in Overview for further detail.

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KEY PERFORMANCE MEASURES AND METRICS

The table below summarizes our most relevant key performance measures and associated metrics.

| KEY PERFORMANCE MEASURES AND ASSOCIATED METRICS | |
|---|--|
| GROWTH AND COMPETITIVE POSITIONING | <ul style="list-style-type: none"> Order backlog, as a measure of future revenues. Book-to-bill ratio⁽¹⁾, as an indicator of future revenues. Revenues and delivery units, as measures of growth. Market share (in terms of revenues and units delivered), as measures of our competitive positioning. |
| PROFITABILITY | <ul style="list-style-type: none"> EBIT, EBIT margin, EBIT before special items⁽²⁾ and EBIT margin before special items⁽²⁾, as measures of performance. |
| LIQUIDITY | <ul style="list-style-type: none"> Free cash flow⁽²⁾, as a measure of liquidity generation. |
| CUSTOMER SATISFACTION | <ul style="list-style-type: none"> On-time aircraft deliveries, as a measure of meeting our commitment to customers. Fleet dispatch reliability, as a measure of our products' reliability. Regional availability of parts and material to support customer requests, as a measure of meeting customer need for the entire life of the aircraft. Schedule completion rate, as a measure of the percentage of our airline customers' scheduled revenue departures that do not incur a cancellation. |

⁽¹⁾ Defined as the ratio of net orders received over aircraft deliveries, in units.

⁽²⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics.

AT A GLANCE

Unleashing the full value of the *C Series* aircraft

| | Original 2017 Guidance | Latest 2017 Guidance | What we did in 2017 | Guidance for 2018 ⁽¹⁾⁽²⁾ |
|--------------------------------|------------------------|---|--|--|
| Revenues | ~ \$2.9 billion | ~ \$2.5 billion | \$2.4 billion | ~ \$2.7 billion |
| EBIT before special items | ~ (\$400 million) | no change | (\$377 million) | ~ (\$350 million) |
| Aircraft deliveries (in units) | 80 to 85 | ~ 70 to 75, including ~ 20 to 22 <i>C Series</i> | 73, including 17 <i>C Series</i> and 56 <i>CRJ</i> and <i>Q400</i> | ~ 75, including ~ 40 <i>C Series</i> and ~ 35 <i>CRJ</i> and <i>Q400</i> |

RESULTS

| For the fiscal years ended December 31 | 2017 | 2016 | Variance |
|---|----------|----------|----------|
| Revenues | \$ 2,382 | \$ 2,617 | (9)% |
| Aircraft deliveries (in units) | 73 | 86 | (13) |
| Net orders (in units) | 70 | 161 | (91) |
| Book-to-bill ratio ⁽³⁾ | 1.0 | 1.9 | (0.9) |
| EBIT | \$ (385) | \$ (903) | 57 % |
| EBIT margin | (16.2)% | (34.5)% | 1830 bps |
| EBIT before special items ⁽²⁾ | \$ (377) | \$ (417) | 10 % |
| EBIT margin before special items ⁽²⁾ | (15.8)% | (15.9)% | 10 bps |
| EBITDA before special items ⁽²⁾ | \$ (305) | \$ (353) | 14 % |
| EBITDA margin before special items ⁽²⁾ | (12.8)% | (13.5)% | 70 bps |
| Net additions to PP&E and intangible assets | \$ 107 | \$ 392 | (73)% |

| As at December 31 | 2017 | 2016 | Variance |
|--------------------------|------|------|----------|
| Order backlog (in units) | 433 | 436 | (3) |

⁽¹⁾ Refer to the Commercial Aircraft guidance and forward-looking statements section hereafter for further details on guidance for 2018. Guidance for 2018 reflects the adoption of IFRS 9, *Financial instruments* and IFRS 15, *Revenue from contracts with customers*. The 2018 guidance assumes the continued consolidation of the *C Series* program for the entire 2018 fiscal year. Following the anticipated closing of the *C Series* partnership with Airbus, we will no longer consolidate the *C Series* program. Should the closing of the *C Series* partnership with Airbus occur before the end of 2018, the resulting de-consolidation of the *C Series* program will have an impact on our results and guidance.

⁽²⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics and to the Analysis of results section for reconciliations to the most comparable IFRS measures.

⁽³⁾ Ratio of net orders received over aircraft deliveries, in units.

KEY HIGHLIGHTS AND EVENTS

- We are moving ahead and making progress obtaining regulatory approvals for the announced partnership with Airbus for the *C Series* aircraft. We expect to obtain all approvals for the partnership in 2018, and in the meantime, we are conducting site visits and planning for the operation of the U.S. final assembly line in Mobile, Alabama, and working on other integration streams, consistent with antitrust law. On January 26, 2018, the U.S. International Trade Commission rejected Boeing's attempt to have tariffs imposed on *C Series* aircraft, clearing the path for us to support Delta Air Lines, Inc. this year as we work to close our partnership with Airbus.
- We delivered 73 aircraft during the year, within the overall guidance range, including 30 *Q400*, 26 *CRJ*, and 17 *C Series* aircraft. This includes 22 aircraft in the fourth quarter, in line with the previous year.

- We delivered the first two CS300 aircraft to Korean Air Lines, the program's Asian launch customer, in the final week of December 2017, and supported their preparation for commercial service, which began in January 2018.
- The year was marked by a book-to-bill ratio⁽¹⁾ of 1.0 for Commercial Aircraft. During the fourth quarter, we received orders across all three aircraft families. These orders included the following:
 - On December 29, 2017, we executed a firm agreement for the sale of 12 CS300 aircraft with EgyptAir, along with purchase rights for an additional 12 CS300 aircraft. Based on the list price of the CS300 airliner, the firm-order contract would be valued at approximately \$1.1 billion.
 - On the same day, we signed an agreement for six CRJ900 aircraft with options for six additional CRJ900 regional jets with an unidentified customer. Based on list price, the firm orders would be valued at approximately \$290 million.
 - We also signed two Q400 orders, for two aircraft each, with Qazaq Air and Cemair, valued at approximately \$133 million based on list prices.
- Commercial Aircraft's financial performance for 2017 was marked by the continued production ramp-up of the C Series aircraft program. As announced in our third quarter financial results, engine delivery delays from Pratt & Whitney impacted our C Series aircraft deliveries, particularly in the fourth quarter. While revenues reached \$2.4 billion, in line with our guidance, the EBIT loss before special items⁽²⁾ at \$377 million compared favorably relative to expectations.

⁽¹⁾ Ratio of net orders received over aircraft deliveries, in units.

⁽²⁾ Non-GAAP financial measure. Refer to the Non-GAAP financial measures section in Overview for definitions of this metric.

PROFILE

A leading portfolio of aircraft in the 60- to 150-seat segments

We design and manufacture a broad portfolio of commercial aircraft in the 60- to 150-seat segments, including, the CRJ700, CRJ900 and CRJ1000 regional jets as well as the clean-sheet C Series mainline jets and the Q400 turboprop. We provide aftermarket services for these aircraft as well as for the 20- to 59-seat segment. There are approximately 2,300 active Bombardier aircraft currently in service.

MARKET SEGMENT: COMMERCIAL AIRCRAFT

SINGLE AISLE COMMERCIAL JETS

Models: CS100 and CS300

Market category: Small single-aisle commercial jets

Key features⁽¹⁾: Comprised of the CS100 and the larger CS300 airliner, the C Series family of aircraft represents the fusion of performance and technology. The result is aircraft that deliver unmatched performance and economics in the small single-aisle segment. Setting a new standard in single-aisle cabin design and flexibility, the C Series aircraft offer an unrivaled passenger experience with larger seats, overhead bins and windows. The aircraft's groundbreaking geared turbofan engine, combined with the aircraft's advanced aerodynamics, delivers reduced noise and over 20% fuel burn advantage compared to in-production aircraft in its class, which translates directly into a 20% reduction in CO₂ emissions. The C Series aircraft offers up to 18% lower per-passenger costs than larger, re-engined aircraft and provides more than 25% cost advantage on direct maintenance costs, due to its optimized maintenance program, higher maintenance interval, advanced systems integration and high technology engine design.



CS100 aircraft

⁽¹⁾ Under certain operating conditions, when compared to aircraft currently in service for short-haul flights up to 500 nautical miles.

REGIONAL JETS

Models: CRJ700, CRJ900 and CRJ1000

Market category: Large regional jets

Key features⁽¹⁾: Designed for hub expansion and point-to-point services, the CRJ Series aircraft family is optimized for medium to long distance regional routes. The most successful regional aircraft program, the CRJ Series family, offering up to a 10% cash operating cost advantage, up to 13% lower fuel burn and the lowest CO₂ emissions compared to in-production aircraft in its class. The CRJ Series aircraft's optimized maintenance plan and simplified tasks, along with the latest escalation of its maintenance intervals, create significant savings in direct maintenance costs. The CRJ Series aircraft family includes an improved cabin with a more open entrance area and greater on-board storage capacity, delivering an enhanced passenger experience.



CRJ900 aircraft

TURBOPROPS

Model: Q400

Market category: Large turboprop

Key features⁽¹⁾: With its jet-like speed and an extended range, industry-leading passenger experience and reduced environmental footprint, the Q400 aircraft is versatile and can be adapted to meet varied operational requirements. It is the best performing turboprop in terms of range and cruise speed and it is the only in-production turboprop that can be configured to accommodate up to 90 passengers and to enter the 90-seat market segment. The cargo-passenger combi Q400 aircraft is available in various configurations and offers cargo capacity while accommodating passengers.



Q400 aircraft

⁽¹⁾ Under certain operating conditions, when compared to aircraft currently in service for short-haul flights up to 500 nautical miles.

MARKET SEGMENT: CUSTOMER SERVICES

MAINTENANCE SERVICES: MAXIMIZING THE LIFE OF THE AIRCRAFT

Services portfolio: Extensive capabilities to accommodate aircraft maintenance, refurbishment and modification for commercial aircraft, as well as mobile repair teams.

Key features: Offering worldwide service and support through Bombardier wholly-owned service centers, authorized service facilities (ASF) and Bombardier mobile response party teams.

MATERIAL SERVICES: PREDICTABILITY AND DEPENDABILITY

Services portfolio: Providing new parts, initial provisioning services, repairs for customer-owned parts, as well as a growing portfolio of innovative cost per-flight-hour plans.

Key features: Supporting customers for all their parts needs, with several parts depots worldwide, aircraft-on-the-ground (AOG) support, best-in-class off-the shelf performance, budget predictability and cost protection.

SUPPORT SERVICES: GLOBAL EXPERTISE 24/7

Services portfolio: Comprehensive portfolio of customer services including 24-hour customer response centers, customer services engineering, a network of field service personnel, regional support offices, technical publications, and entry-into-service support.

Key features: Providing operators with a single point of contact, 24 hours a day, 365 days a year, for all critical and AOG requests. Support all customer requirements from entry-into-service throughout ownership of the aircraft utilizing a global support network of strategically located teams.

TRAINING SERVICES: GET THE MOST OUT OF OUR AIRCRAFT

Services portfolio: Provides a complete range of flight crew and technical training services on commercial aircraft at wholly-owned facilities and through a network of strategic partnerships worldwide.

Key features: High-quality learning experience. As an original equipment manufacturer, Bombardier quickly modifies courseware and training devices to reflect ongoing aircraft enhancements.

INDUSTRY AND ECONOMIC ENVIRONMENT

Positive long-term outlook for the 60- to 150-seat commercial aircraft market segments

The commercial aircraft market continues its strong performance as passenger traffic levels and airline financial performance maintained impressive levels in 2017. The following key indicators are used to monitor the health of the commercial airline industry in the short term:

| INDICATOR | CURRENT SITUATION | STATUS |
|--------------------------|--|--------|
| PASSENGER TRAFFIC LEVELS | The demand for new aircraft is primarily driven by the demand for air travel. Scheduled domestic and international passenger traffic, measured by revenue passenger kilometres (RPK), were 7.0% and 7.9% higher, respectively, for the year-to-date period ended December 2017 compared to the same period last year. ⁽¹⁾ | ▲ |
| | For domestic commercial air travel specifically, increases in China, the U.S. and India account for most of the 7.0% increase in RPK compared to the same period last year. On the international commercial air travel side, increases in Europe, Asia-Pacific, and the Middle East account for most of the 7.9% increase in RPK compared to the same period last year. ⁽¹⁾ | ▲ |
| | Airlines achieved both domestic and international average passenger load factors of 83.0% and 80.6%, respectively, for the year-to-date period ended December 2017 compared to 82.2% and 79.6%, respectively, for the same period last year. | ▲ |
| | Air passenger growth for 2017 was robust and strengthened towards the end of 2017, supported by the upturn in global economic conditions, although the stimulation from lower airfares has decreased. ⁽¹⁾ | ▲ |
| FUEL PRICES | During 2017, regional passenger traffic measured by RPK for the four leading U.S. network carriers and their affiliates, ⁽²⁾ which represent a major portion of the regional airline passenger traffic in the U.S., our largest market, slightly decreased by 1% compared to 2016. | ▶ |
| | These airlines achieved an average passenger load factor of 79.6% in 2017, down from the 80.3% experienced in 2016. | ▼ |
| | The price of fuel, one of the largest components of the airlines' operating costs, remains volatile. The average annual price of Brent crude oil increased from \$44 per barrel in 2016 to \$54 in 2017. ⁽³⁾ At the end of 2017, the price rose at \$67 per barrel reflecting the net impact of anticipated lower supply from traditional producers and increasing supply from U.S. oil producers. ⁽³⁾ | ▶ |
| | Volatility in crude oil prices should result in continued demand for more fuel efficient aircraft. | ▲ |
| AIRLINE PROFITABILITY | Airline financial performance continued to remain positive in 2017. Airline profits are estimated to be \$34.5 billion in 2017, the eighth consecutive year of positive net profits for the industry, compared to \$35.3 billion earned in 2016. North American airlines are expected to generate the highest profit in terms of dollars and profit margins due to a combination of consolidation, helping to sustain load factors, and ancillaries, which limits the impact of higher fuel costs, followed by airlines in Europe and Asia-Pacific. Airline financial performance is forecast to remain strong in 2018 with total profits of \$38.4 billion. ⁽⁴⁾ With recent and expected profitability levels, airlines should be more inclined to reinvest in their fleets. | ▲ |

▲ ▶ ▼ Identifies a favourable, neutral or negative status, respectively, in the market categories in which we compete, based on the current environment.

⁽¹⁾ Per IATA's December 2017 "Air Passenger Market Analysis and Airlines Financial Monitor" reports.

⁽²⁾ American Airlines, Delta Air Lines, United Airlines and Alaska Air.

⁽³⁾ According to the U.S. Energy Information Administration's (EIA) website.

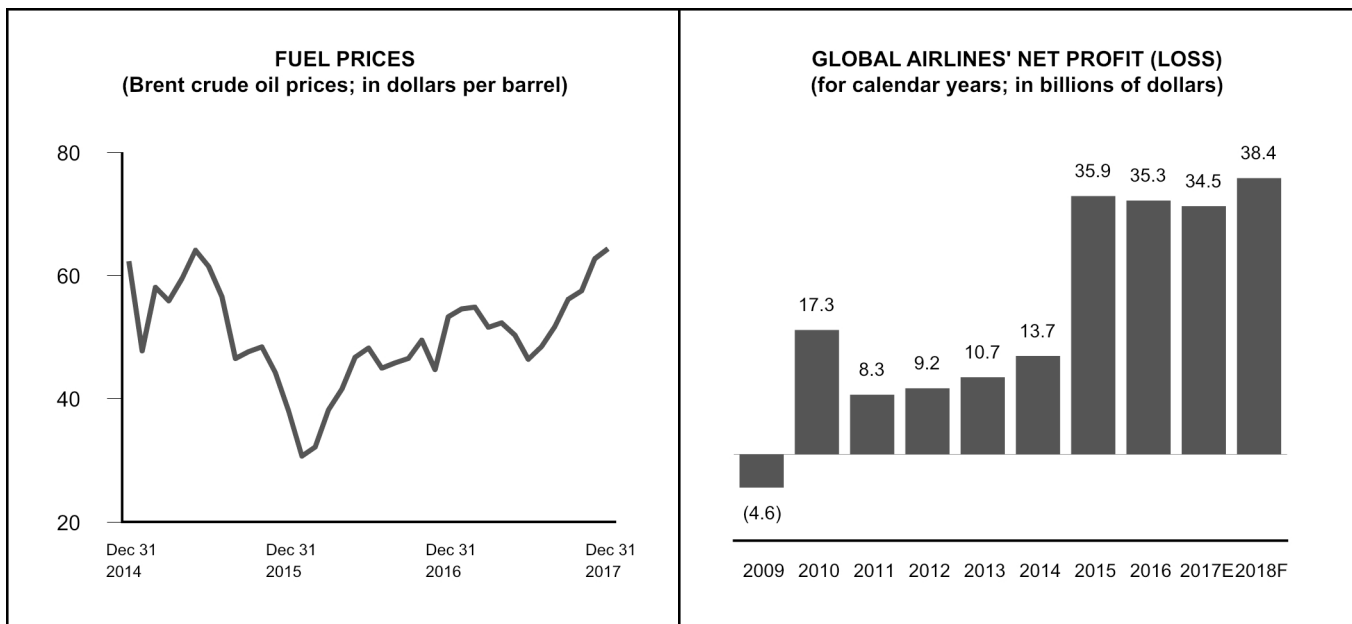
⁽⁴⁾ Per IATA's forecast in the "Economic Performance of the Airline Industry" December 2017 year-end report.

| INDICATOR | CURRENT SITUATION | STATUS |
|---------------------------|--|--------|
| ENVIRONMENTAL REGULATIONS | <p>Environmental issues and new environmental regulations should increasingly shape the world's airline industry. These issues can be broadly categorized as: local air quality, aircraft emissions and community noise. The aviation industry has consistently improved its environmental performance throughout its history and is expected to continue to do so. The aviation industry has committed to carbon-neutral growth by 2020 and a 50% reduction in carbon emissions from 2005 levels by 2050. The application of new technology in aircraft designs is expected to be important in meeting these commitments and should speed up retirement of older aircraft worldwide.⁽¹⁾</p> <p>Moreover, the recent ICAO Assembly Resolution decided to implement a global market-based measure in the form of the Carbon Offsetting and Reduction Scheme for International Aviation (CORSIA).</p> | ▲ |
| AIRCRAFT SHIPMENTS | <p>In the 60- to 100-seat segment, also referred to as the large regional aircraft segment, the delivery trend has declined by approximately 10% compared to last year.⁽²⁾ Airlines are deferring their purchases to upgrade their fleet to larger more fuel efficient regional aircraft due to lower oil prices.</p> <p>In the 100- to 150-seat segment, also referred to as the small single-aisle segment, we anticipate a further increase in deliveries as manufacturers ramp up production levels of newer generation aircraft. We believe our clean-sheet designed <i>C Series</i> aircraft sets the new standard in the single-aisle segment.</p> | ▼ |
| REPLACEMENT DEMAND | <p>We estimate that most commercial aircraft have life cycles ranging between 15 to 30 years. As at December 31, 2017, approximately 1,765 aircraft representing an estimated 25% of the world's active fleet in the 60- to 150-seat aircraft segments is over 15 years old compared to 21% at the end of 2016.⁽¹⁾</p> | ▲ |

▲ ► ▼ Identifies a favourable, neutral or negative status, respectively, in the market categories in which we compete, based on the current environment.

⁽¹⁾ According to our "Commercial Aircraft Market Forecast", published in September 2017 and available at ir.bombardier.com.

⁽²⁾ Based on data obtained from Ascend fleet database by Flightglobal.



Source: U.S. EIA

Sources: IATA's forecast in the "Economic Performance of the Airline Industry" December 2017 year-end report.
E: Estimate; F: Forecast

According to IATA, the world's airlines are set to post a eighth consecutive year of positive net profits in 2017. Airline financial performance marginally decreased during the year for North America and Middle East, which is countered by marginal increases for Europe and Asia-Pacific. The overall decrease, particularly in the U.S., has been limited as a result of airline mergers and ancillaries.⁽¹⁾

⁽¹⁾ Per IATA's forecast in the "Economic Performance of the Airline Industry" December 2017 year-end report.

The state of the world economy and those of individual countries are key factors in the demand for air travel. As such, the health of the aerospace industry is a function of general economic conditions, with a lag typically between economic recovery and the time it takes to reflect on the original equipment manufacturers' deliveries and revenues. Real GDP growth is a widely accepted measure of economic activity. Worldwide real GDP increased by 3.0% in 2017, which is higher than the 2.4% increase in 2016.⁽¹⁾

⁽¹⁾ According to "Oxford Economics Global Data Report" dated January 19, 2018.

Short-term outlook

The current overall positive trend in market indicators as well as the future anticipated growth in GDP rates are expected to further increase the demand for air travel and the demand for new aircraft is expected to follow. The world economy is projected to grow by 3.2% in 2018 and 2.9% in 2019 and 2.7% in 2020.⁽¹⁾

We believe that the market for larger regional aircraft and smaller mainline aircraft should grow in North America as airlines continue to focus on fleet optimization, fuel-efficiency and reducing environmental impacts. The GDP in North America, the largest market for commercial aircraft, is expected to grow at 2.7% in 2018, compared to 2.3% in 2017.⁽¹⁾

In Europe, the GDP is expected to grow at 2.3% in 2018, followed by consistent growth of approximately 1.9% in 2019 and 1.7% in 2020.⁽¹⁾ In this context, we do not expect much growth in demand for regional aircraft in Europe. European airlines are likely to continue to focus on consolidation and operational restructuring.

In regions with high growth potential for commercial aviation such as in Greater China and India, growth in 2018 is expected to be at 6.4% and 7.5%, respectively, compared to 6.8% and 6.2% in 2017, respectively. In recovering economies like the CIS and Latin America, the expected growth in 2018 is 2.2% and 2.4% respectively.⁽¹⁾

The strong correlation between passenger traffic and economic growth in non-traditional markets should translate into continued aircraft demand in the near future. This demand is expected to be met by a combination of pre-owned and new aircraft.

⁽¹⁾ According to "Oxford Economics Global Data Report" dated January 19, 2018.

Long-term outlook

We remain confident that continuing economic growth should increase demand for air travel over the next 20 years. The financial outlook for the world's airlines is improving as economic growth returns to most regions.

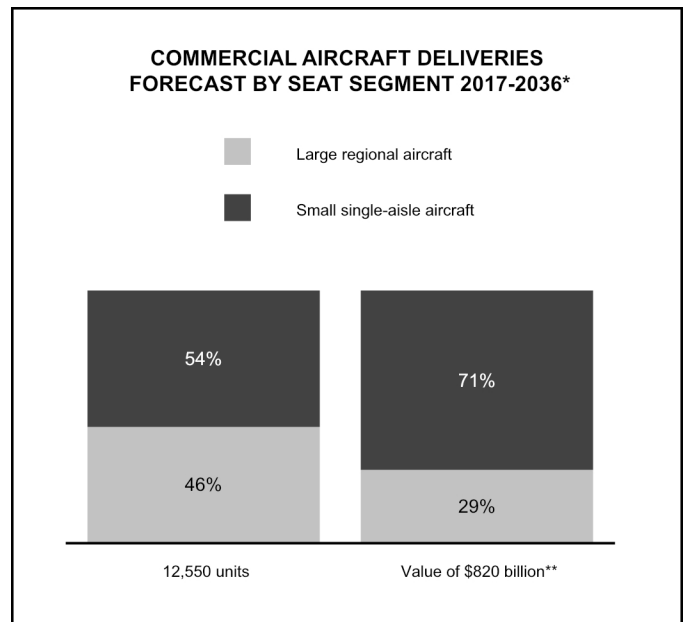
In September 2017, we released our global market forecast for the 20-year period from 2017 to 2036.⁽¹⁾

The "Commercial Aircraft Market Forecast" predicts 12,550 aircraft deliveries for 60- to 150-seat commercial aircraft in the next 20 years compared to our previous forecast of 12,700 aircraft deliveries in 2015 to 2034.

The 20-year deliveries are valued at \$820 billion⁽²⁾, driven by deliveries in the small single-aisle segment.

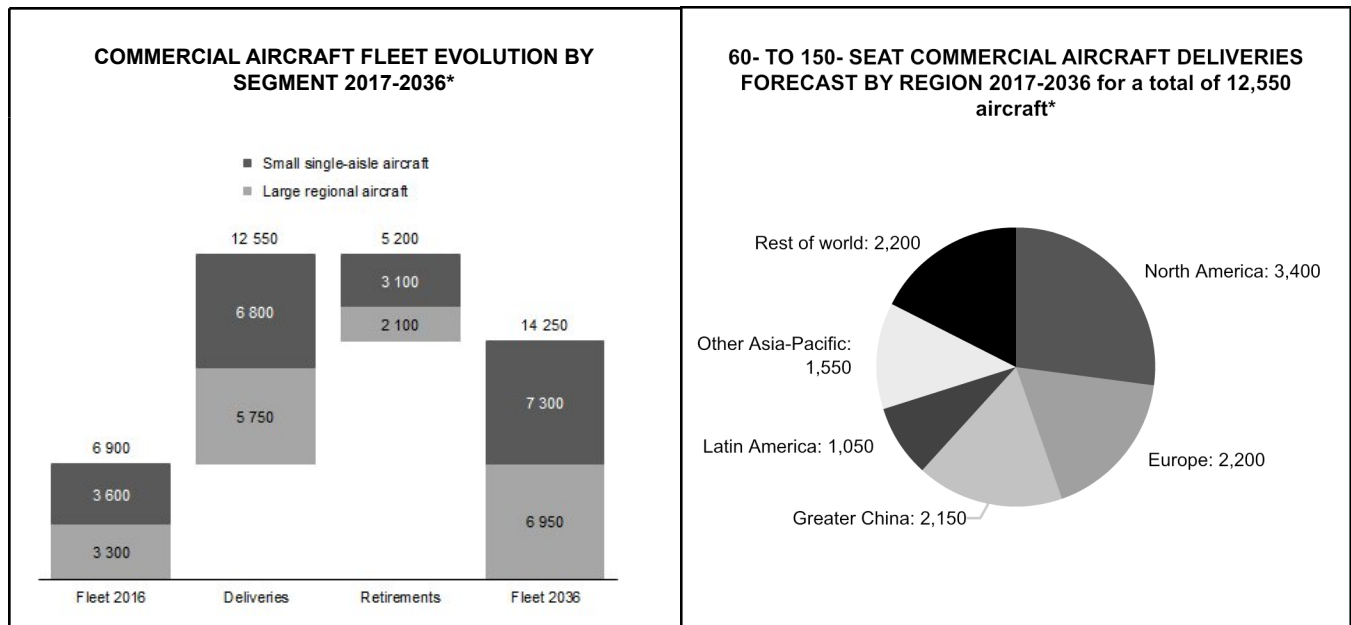
⁽¹⁾ Available at ir.bombardier.com.

⁽²⁾ Revenue estimates are based on 2017 list prices.



* As stated in our "Commercial Aircraft Market Forecast", published in September 2017 and available at ir.bombardier.com
 **Revenue estimates are based on 2017 list prices.

The forecast deliveries are expected to arise from replacement demand in established markets, such as North America and Europe, and fleet growth potential in emerging markets. North America is expected to account for the greatest number of 60- to 150-seat commercial aircraft deliveries, followed by Greater China, Europe and Latin America.



* In units. As stated in our “Commercial Aircraft Market Forecast”, published in September 2017 and available at ir.bombardier.com.

Most new 60- to 150-seat aircraft deliveries to mature aviation markets such as North America, Europe, Oceania and Northeast Asia (Japan and South Korea) are expected to replace retiring aircraft fleets.

In emerging markets, demand for air travel is growing with economic stimulation and an expanding middle class. The airline industries in the emerging regions of Other Asia-Pacific, Greater China, India, Latin America and the CIS are at different stages of maturity, but all are expected to require aircraft with different seat capacities and operating economics to meet passenger demand.

In the long-term, the worldwide 60- to 150-seat fleet is forecast to grow to 14,250 units by 2036. Approximately 55% of the forecast deliveries are in the small single-aisle segment, for a value of approximately \$580 billion.⁽¹⁾⁽²⁾ Airlines in this segment, who have been constrained to the currently available technology on these aircraft, are anticipated to witness a major fleet transformation. The aircraft in service today in this market segment are older than larger single-aisle aircraft. There had been little activity to renew the fleet in this segment and as of today, the *C Series* is the only clean-sheet design for this market and has entered into service in 2016. While there are other redesigned aircraft expected to enter the market, the *C Series* offers superior economics and passenger comfort. We anticipate to capture a leading share of the 6,800 deliveries in the small single-aisle segment over the next 20 years.⁽¹⁾ Environmental regulations and the requirement to upsize from regional aircraft should provide positive growth for this segment of the market.

The large regional aircraft segment should see substantial growth over the forecast period with demand for 5,750 aircraft worth \$240 billion.⁽¹⁾⁽²⁾ Overall, demand for regional aircraft in this segment is expected to be approximately equally split between turboprops and jets in terms of units.

⁽¹⁾ According to our “Commercial Aircraft Market Forecast”, published in September 2017 and available at ir.bombardier.com.

⁽²⁾ Revenues are based on estimated segment 2017 list prices.

Customer services

Our worldwide customer services network includes parts hubs, parts depots, authorized service facilities, service centers, regional support offices, customer response centers, mobile repair team, as well as training centers and authorized training providers. Supplemental information regarding our support locations can be found in the Profile section.

The demand for customer services is driven by the size of the fleet of Bombardier Commercial Aircraft, the number of hours flown by said fleet and the average age of the fleet.

Market indicators

| INDICATOR | CURRENT SITUATION | STATUS |
|----------------------------|--|--------|
| INSTALLED BASE | The installed base for active in-service Bombardier Commercial Aircraft has remained steady in 2017, compared to 2016, at approximately 2,300 aircraft. ⁽¹⁾ | ▶ |
| AVERAGE DAILY FLIGHT HOURS | Based on our estimates, Bombardier aircraft average daily flight hours decreased by approximately 2.4% for Commercial Aircraft for the 12-month period ended October 31, 2017 compared to the same period last year. | ▶ |
| AVERAGE AGE OF FLEET | Typically, aircraft direct maintenance costs increase as an aircraft ages. Therefore, the average age of the fleet of Bombardier aircraft is expected to impact the size of the maintenance market. There has been a slight increase in the average age of the Bombardier Commercial Aircraft fleet in 2017 compared to 2016. ⁽¹⁾ | ▶ |

▲ ▶ ▼ Identifies a favourable, neutral or negative status, respectively, in the market categories in which we compete, based on the current environment.

⁽¹⁾ Based on data obtained from Ascend fleet database by Flightglobal.

Short-term outlook

The installed base for our performance is expected to remain stable. The introduction of the *C Series* aircraft is expected to provide an overall increase to the installed base, which in turn is expected to spur new demand for aftermarket services.

Long-term outlook

The growth from the *C Series* aircraft is expected to supersede an expected long-term reduction in the installed base for our existing programs resulting in an overall increase in the commercial aircraft installed base. While traditional markets such as North America and Europe should dominate in terms of market size, the fleet growth in non-traditional markets such as Africa, Middle East, South Asia and China is accelerating and creating new opportunities for customer services.

In the next 10 years, commercial aircraft industry deliveries should see the highest growth rates in emerging economies such as South Asia and China. This growing demand, along with our customer services offerings, is expected to drive growth outside of traditional markets.⁽¹⁾

Airline financial performance has been improving in the past years to achieve record high levels,⁽²⁾ but margins are still driven by major cost drivers such as labour, maintenance, and fuel. Operators are increasingly relentless in managing costs, including focusing significant attention on managing maintenance expenses.

The global commercial air transport fleet stands at over 26,000 aircraft and is expected to grow at a CAGR of 3.7% to reach approximately 38,000 aircraft by 2028. Over the next 10 years, North America's share of the fleet is expected to decline by 6%, as its net growth is constrained by significant re-fleeting efforts of the large operators. The Asian markets are expected to see the highest growth rates, making it the largest world region over this forecast period and thus the center of development for the maintenance, repair and overhaul (MRO) industry. The commercial aircraft global MRO demand is expected to grow from \$77 billion to approximately \$115 billion by 2028 at a CAGR of 4.0%.⁽³⁾

⁽¹⁾ As stated in our "Commercial Aircraft Market Forecast", published in September 2017 and available at ir.bombardier.com.

⁽²⁾ Per IATA's forecast in the "Economic Performance of the Airline Industry" December 2017 year-end report.

⁽³⁾ According to the "Global Fleet & MRO Market Forecast Commentary 2018-2028" report dated January 2018 prepared by Oliver Wyman.

ANALYSIS OF RESULTS

Results reflect production ramp-up of C Series aircraft

Results of operations

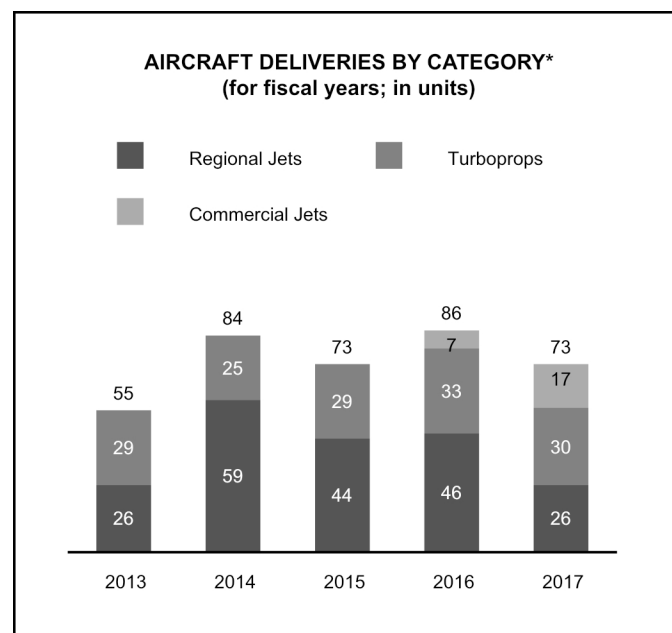
| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|-----------------------------------|-----------------|--------------------------------|-----------------|
| | 2017 | 2016 | 2017 | 2016 |
| Revenues | \$ 677 | \$ 699 | \$ 2,382 | \$ 2,617 |
| EBITDA before special items⁽¹⁾ | \$ (124) | \$ (127) | \$ (305) | \$ (353) |
| Amortization | 18 | 14 | 67 | 64 |
| Impairment charges on PP&E and intangible assets | — | — | 5 | — |
| EBIT before special items⁽¹⁾ | (142) | (141) | (377) | (417) |
| Special items | 5 | 3 | 8 | 486 |
| EBIT | \$ (147) | \$ (144) | \$ (385) | \$ (903) |
| EBIT margin before special items ⁽¹⁾ | (21.0)% | (20.2)% | (15.8)% | (15.9)% |
| EBIT margin | (21.7)% | (20.6)% | (16.2)% | (34.5)% |

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics.

Revenues

The \$22-million decrease for the three-month period is mainly due to lower revenues from pre-owned aircraft.

The \$235-million decrease for the fiscal year is mainly due to fewer deliveries of regional jets, following the previously-announced production rate adjustment, as well as fewer deliveries of turboprops and lower revenues from pre-owned aircraft, partially offset by higher C Series aircraft deliveries.



* Commercial Aircraft deliveries also included 3, 2, and 3 Amphibious aircraft deliveries in 2013, 2014 and 2015, respectively.

Special items

Special items comprise items which do not reflect our core performance or where their separate presentation will assist users in understanding our results for the period, such as the impact of restructuring charges and significant impairment charges and reversals.

The special items were as follows:

| | Ref | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|-----|--------------------------------------|--------|-----------------------------------|---------|
| | | 2017 | 2016 | 2017 | 2016 |
| Restructuring charge | 1 | \$ 5 | \$ 3 | \$ 8 | \$ 3 |
| Onerous contracts provision - <i>C Series</i> aircraft program | 2 | — | — | — | 516 |
| Pension obligation | 3 | — | — | — | (33) |
| | | \$ 5 | \$ 3 | \$ 8 | \$ 486 |
| EBIT margin impact | | (0.7)% | (0.4)% | (0.4)% | (18.6)% |

1. Represents restructuring charges related to previously-announced restructuring actions.
2. In conjunction with the closing of *C Series* aircraft firm orders in the second quarter of 2016, on a consolidated basis, we recorded an onerous contracts provision of \$492 million, net of \$24 million included in Corporate and Elimination.
3. Bombardier had a constructive obligation for discretionary ad hoc indexation increases to certain pension plans. Following a communication to plan members, in the second quarter of 2016, that we do not expect to grant such increases in the foreseeable future in line with our current practice, the constructive obligation amounting to \$33 million was reversed.

EBIT margin

The EBIT margin before special items for the three-month period decreased by 0.8 percentage point, mainly as a result of:

- a negative variance of provisions for credit and residual value guarantees recorded in other expenses;
- lower absorption of higher SG&A expenses; and
- lower aircraft margins, mainly due to the *C Series* aircraft program production ramp-up.

Partially offset by:

- a positive variance of financial instruments carried at fair value recorded in other expenses; and
- improved margins related to pre-owned aircraft activities.

Including the impact of special items (see explanation of special items above), the EBIT margin for the three-month period decreased by 1.1 percentage point compared to the same period last fiscal year.

The EBIT margin before special items for the fiscal year increased by 0.1 percentage points, mainly as a result of:

- a positive variance of financial instruments carried at fair value and a gain on disposal of PP&E recorded in other expenses;
- improved margins related to pre-owned aircraft activities; and
- stronger contribution from aftermarket activities due to a favourable mix between aftermarket activities and aircraft deliveries and higher margins this year.

Partially offset by:

- lower aircraft margins, mainly due to the *C Series* aircraft program production ramp-up, partially offset by a favourable Canadian dollar exchange rate, after giving effect to hedges;
- a negative variance of provisions for credit and residual value guarantees recorded in other expenses; and
- lower absorption of higher SG&A expenses.

Including the impact of special items (see explanation of special items above), the EBIT margin for the fiscal year increased by 18.3 percentage points compared to the same period last fiscal year.

Product development

Investment in product development

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--------------------------------|--------------------------------------|--------|-----------------------------------|--------|
| | 2017 | 2016 | 2017 | 2016 |
| Program tooling ⁽¹⁾ | \$ 29 | \$ 113 | \$ 122 | \$ 365 |
| R&D expense ⁽²⁾ | 3 | 2 | 6 | 4 |
| | \$ 32 | \$ 115 | \$ 128 | \$ 369 |
| As a percentage of revenues | 4.7% | 16.5% | 5.4% | 14.1% |

Program tooling additions relate to the development of the *C Series* aircraft program. For the fourth quarter and fiscal year ended December 31, 2017, program tooling additions declined compared to the same periods last year as the *C Series* aircraft program has been certified in 2016.

The carrying amount of commercial aircraft program tooling as at December 31, 2017 was \$2.6 billion, at a similar level compared to \$2.6 billion as at December 31, 2016. The carrying amount as at December 31, 2017 is essentially related to the *C Series* aircraft program tooling, which is presented under assets held for sale as at December 31, 2017 along with other CSALP assets and liabilities, following the strategic partnership with Airbus announced in the fourth quarter of 2017.⁽³⁾

⁽¹⁾ Net amount capitalized in aerospace program tooling, as well as the amount that was paid to suppliers upon delivery of the aircraft for acquired development costs carried out by them.

⁽²⁾ Excluding amortization of aerospace program tooling of \$10 million and \$36 million, respectively, for the fourth quarter and fiscal year ended December 31, 2017 (\$10 million and \$24 million, respectively, for the fourth quarter and fiscal year ended December 31, 2016), as the related investments are already included in aerospace program tooling.

⁽³⁾ Refer to the strategic partnership section in Commercial Aircraft and to the Note 28 - Assets held for sale in the Consolidated financial statements for more details on the transaction as well as the accounting treatment as at December 31, 2017.

Reconciliation of the carrying amount of aerospace program tooling

| | |
|---|--------------------------------|
| Balance as at December 31, 2016 | \$ 2,586 |
| Net investment in product development related to the <i>C Series</i> aircraft program | 90 |
| Amortization and impairment of aerospace program tooling | (41) |
| Balance as at December 31, 2017 | \$ 2,635 ⁽¹⁾ |

⁽¹⁾ Following the anticipated closing of our *C Series* partnership with Airbus, we will de-consolidate the *C Series* program. The carrying amount of commercial aircraft program tooling as at December 31, 2017 includes \$2,583 million related to the *C Series* aircraft program, which is presented under assets held for sale. Refer to the Strategic Partnership section in Commercial Aircraft and to the Note 28 - Assets held for sale in the Consolidated financial statements for more details on the transaction as well as the accounting treatment as at December 31, 2017. Capitalized borrowing costs included in the *C Series* aircraft program tooling balance amounted to \$296 million as at December 31, 2017 (\$299 million as at December 31, 2016).

Aircraft deliveries, orders, book-to-bill ratio and order backlog

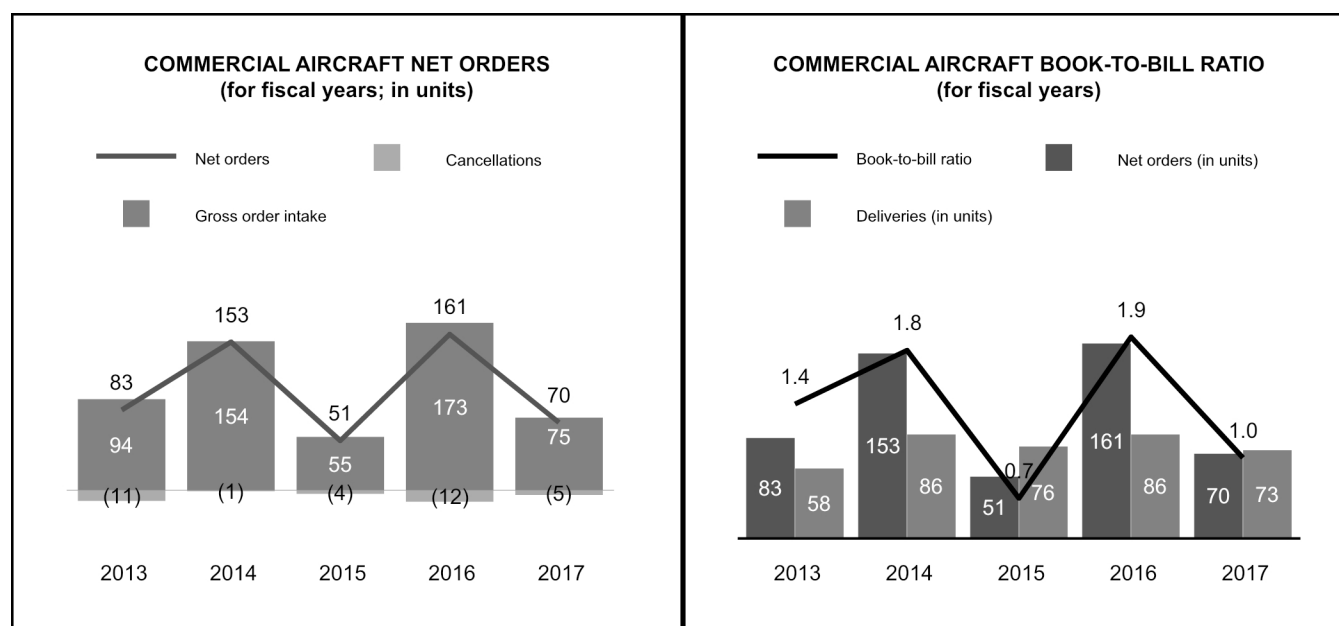
Aircraft deliveries

| (in units) | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|------------------------|-----------------------------------|-----------|--------------------------------|-----------|
| | 2017 | 2016 | 2017 | 2016 |
| Commercial jets | | | | |
| CS100 | — | 3 | 3 | 5 |
| CS300 | 5 | 2 | 14 | 2 |
| Regional jets | | | | |
| CRJ700 | — | — | 1 | 1 |
| CRJ900 | 4 | 5 | 18 | 37 |
| CRJ1000 | 3 | 3 | 7 | 8 |
| Turboprops | | | | |
| Q400 | 10 | 10 | 30 | 33 |
| | 22 | 23 | 73 | 86 |

Net orders

| (in units) | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|---|-----------------------------------|------------|--------------------------------|------------|
| | 2017 | 2016 | 2017 | 2016 |
| Commercial jets | | | | |
| CS100 | — | — | — | 75 |
| CS300 | 12 | 2 | 12 | 42 |
| Regional jets | | | | |
| CRJ900 | 6 | — | 16 | 19 |
| Turboprops | | | | |
| Q400 | 4 | 7 | 42 | 25 |
| | 22 | 9 | 70 | 161 |
| Book-to-bill ratio⁽¹⁾ | 1.0 | 0.4 | 1.0 | 1.9 |

⁽¹⁾ Ratio of net orders received over aircraft deliveries, in units.



The following significant orders were received during the fiscal year ended December 31, 2017:

| Customer | Firm order | Value ⁽¹⁾ | Options ⁽²⁾ |
|---|------------|----------------------|------------------------|
| Fourth quarter | | | |
| EgyptAir Holding Company (Egypt) ⁽³⁾ | 12 CS300 | \$ 1,100 | — |
| Undisclosed customer | 6 CRJ900 | \$ 290 | 6 CRJ900 |
| Third quarter | | | |
| SpiceJet Limited (India) ⁽⁴⁾ | 25 Q400 | \$ 850 | — |
| Second quarter | | | |
| Philippine Airlines, Inc. (Philippines) | 7 Q400 | \$ 235 | — |
| Ethiopian Airlines Enterprise (Ethiopia) | 5 Q400 | \$ 162 | — |
| First quarter | | | |
| CityJet (Ireland) | 10 CRJ900 | \$ 467 | — |

⁽¹⁾ Value of firm order based on list prices.

⁽²⁾ Not included in the order backlog.

⁽³⁾ The purchase agreement also includes purchase rights on an additional 12 CS300 aircraft, which are not included in the order backlog as at December 31, 2017. Based on list price, the order, including the purchase rights, is valued at up to \$2.2 billion.

⁽⁴⁾ The purchase agreement also includes purchase rights on an additional 25 Q400 aircraft, which are not included in the order backlog as at December 31, 2017. Based on list price, the order, including the purchase rights, is valued at up to \$1.7 billion.

Commercial aircraft order backlog and options

| (in units) | As at December 31 | | | |
|------------------------|--------------------|------------|--------------------|------------|
| | 2017 | | 2016 | |
| | Firm orders | Options | Firm orders | Options |
| Commercial jets | | | | |
| CS100 | 115 ⁽¹⁾ | 94 | 118 ⁽¹⁾ | 99 |
| CS300 | 233 ⁽¹⁾ | 128 | 235 ⁽¹⁾ | 133 |
| Regional jets | | | | |
| CRJ700 | 8 | — | 9 | — |
| CRJ900 | 24 | 6 | 26 | 18 |
| CRJ1000 | 10 | — | 17 | — |
| Turboprops | | | | |
| Q400 | 43 | — | 31 | 12 |
| | 433 | 228 | 436 | 262 |

⁽¹⁾ The total of 348 orders includes 122 firm orders with conversion rights to the other C Series aircraft model as at December 31, 2017 (total of 353 orders includes 137 firm orders with conversion rights to the other C Series aircraft model as at December 31, 2016).

Consistent with our previously-disclosed production rate adjustments, deliveries of regional jets in fiscal year 2017 are lower compared to the same period last year, partially offset by the ramp-up in CS300 aircraft deliveries.

For the three-year period ended December 31, 2017, we captured 27% of the market in the 60- to 100-seat category based on units delivered. This compares to a market share of 29% for the three-year period ended December 31, 2016.⁽¹⁾

The decrease in orders in the year ended December 31, 2017 compared to last year is mainly due to significant orders for the C Series family of aircraft in the second quarter of 2016 mainly from Delta Air Lines, Inc. as well as Air Canada, partly offset by the largest ever Q400 turboprops order received in the third quarter of 2017 from SpiceJet, the launch customer of the extra-capacity 90-seat Q400 aircraft.

The lower level of cancellations during the fiscal year 2017 compared last fiscal year is mainly due to the August 2016 restructuring of the purchase agreement signed in 2013 with Moscow-based leasing company Ilyushin Finance Co. (IFC). The firm order was modified from 32 CS300 aircraft with options for an additional 10 CS300 aircraft to 20 CS300 aircraft and one Q400 turboprop with options for five additional Q400 aircraft.

⁽¹⁾ Our estimates based on delivery data available from Ascend fleet database by Flightglobal.

During the fourth quarter, we signed a Letter of Intent (LOI) with a European customer for up to 61 *C Series* aircraft, including a firm order for 31 aircraft with options for an additional 30 aircraft. Based on list price of the aircraft, the firm order would be valued at approximately \$2.4 billion and would increase to nearly \$4.8 billion should all the options be exercised. This LOI is not included in the order backlog as at December 31, 2017 and remains subject to the execution of a purchase agreement.

Subsequent to the end of the fiscal year, we announced that we signed a purchase agreement with Conair Group Inc. for six *Q400* aircraft for conversion into *Q400* multirole airtankers. Based on list price, the firm order is valued at approximately \$206 million. From this purchase agreement, four aircraft were not included in the order backlog as at December 31, 2017.

Workforce

Total number of employees

| | December 31, 2017 | As at December 31, 2016 |
|--|--------------------------|------------------------------------|
| Permanent ⁽¹⁾ | 4,700 | 4,800 |
| Contractual ⁽²⁾ | 425 | 550 |
| | 5,125 | 5,350 |
| Percentage of permanent employees covered by collective agreements | 42% | 42% |

⁽¹⁾ Including inactive employees.

⁽²⁾ Including non-employees and sub-contractors personnel.

The workforce as at December 31, 2017 decreased by 225 employees, or 4%, when compared to previous year.

This decrease is mainly related to reductions including impacts of previously-announced restructuring actions, partially offset by strategic hiring to support the production ramp-up for the *C Series* aircraft.

Our incentive-based compensation plan for non-unionized employees across Commercial Aircraft sites rewards the collective efforts of our employees in achieving our objectives using performance indicator targets. A total of approximately 2,950 employees worldwide, or 63% of permanent employees, participate in the program. In 2017, as part of this program, incentive-based compensation was linked to the achievement of targeted results, based on EBIT before special items and free cash flow before net interest and income taxes.

STRATEGIC PARTNERSHIP

Airbus entered into an agreement to acquire a majority stake in the C Series Aircraft Limited Partnership

On October 16, 2017, we entered into an agreement with Airbus SE (Airbus) whereby Airbus will provide procurement, sales and marketing, and customer support expertise to the CSALP, the entity that manufactures and sells the *C Series* aircraft. At closing, Airbus will acquire a 50.01% interest in CSALP. Bombardier and Investissement Québec (IQ) will own approximately 31% and 19% respectively.

CSALP's headquarters and primary assembly line and related functions will remain in Québec, with the support of Airbus' global reach and scale. Airbus' global industrial footprint will expand with the final assembly line in Canada and additional *C Series* aircraft production at Airbus' manufacturing site in Alabama, U.S.

Ownership Structure and Agreement Highlights

The *C Series* aircraft program is operated by CSALP in respect of which Bombardier and IQ hold approximately a 63% and a 37% interest respectively as at December 31, 2017. The Investment Agreement contemplates Airbus acquiring a 50.01% interest in CSALP. Airbus will enter into commercial agreements relating to (i) sales and marketing support services for the *C Series* aircraft program, (ii) management of procurement, which will include leading negotiations to improve CSALP level supplier agreements, and (iii) customer support. At closing, there will be no cash contribution by any of the partners, nor will CSALP assume any financial debt. It also contemplates that Bombardier will continue with its current funding plan of CSALP and will fund, if required, the cash shortfalls of CSALP during the first year following the closing up to a maximum amount of \$350 million, and during the second and third years following the closing up to a maximum aggregate amount of \$350 million over both years, in consideration for non-voting participating units of CSALP with cumulative annual dividends of 2%, with any excess shortfall during such periods to be shared proportionately amongst the Corporation, Airbus and IQ, but in the latter case, at its discretion.

Airbus will benefit from call rights in respect of all of Bombardier's interest in CSALP at fair market value, with the amount for non-voting participating units capped at the invested amount plus accrued but unpaid dividends, including a call right exercisable no earlier than 7.5 years following the closing, except in the event of certain circumstances such as changes in the control of Bombardier, in which case the right is accelerated. Bombardier will benefit from a corresponding put right whereby it could require that Airbus acquire its interest at fair market value after the expiry of the same period. IQ's interest is redeemable at fair market value by CSALP, under certain conditions, starting in 2023. IQ will benefit from a corresponding put right whereby it could require that CSALP, under certain conditions, acquire its interest at fair market value starting in 2023. IQ will also benefit from tag along rights in connection with a sale by Bombardier of its interest in the partnership.

The Board of Directors of CSALP will initially consist of seven directors, four of whom will be proposed by Airbus, two of whom will be proposed by Bombardier, and one of whom will be proposed by IQ. Airbus will be entitled to name the Chairman of CSALP.

The transaction also provides for the issuance to Airbus, upon closing, of warrants exercisable to acquire up to 100,000,000 Class B Shares (subordinate voting) of Bombardier, at an exercise price per share equal to the US\$ equivalent of \$2.29 Canadian dollars. The warrants will have a five-year term from the date of issue, will not be listed and will provide for market standard adjustment provisions, including in the event of corporate changes, stock splits, non-cash dividends, distributions of rights, options or warrants to all or substantially all shareholders or consolidations. The Toronto Stock Exchange (TSX) has determined to accept notice of the private placement of such warrants and has conditionally approved the listing of the Class B Shares issuable pursuant to the terms of the warrants on the TSX. Listing will be subject to Bombardier fulfilling all the listing requirements of the TSX.

The transaction has been approved by the Boards of Directors of both Airbus and Bombardier, as well as the Cabinet of the Government of Québec. The transaction remains subject to regulatory approvals, as well as other conditions usual in this type of transaction. There are no guarantees that the transaction will be completed and that the conditions to which it is subject would be met. Completion of the transaction is expected in 2018.⁽¹⁾

⁽¹⁾ See the forward-looking statements disclaimer.

GUIDANCE AND FORWARD-LOOKING STATEMENTS

| | Original 2017 guidance | Latest 2017 guidance | What we did in 2017 | What's next for 2018 ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾ |
|--------------------------------|------------------------|--|--|--|
| Revenues | ~ \$2.9 billion | ~ \$2.5 billion | \$2.4 billion | ~ \$2.7 billion |
| EBIT before special items | ~ (\$400 million) | no change | (\$377 million) | ~ (\$350 million) |
| Aircraft deliveries (in units) | 80 to 85 | ~ 70 to 75, including ~ 20 to 22 <i>C Series</i> | 73, including 17 <i>C Series</i> and 56 <i>CRJ</i> and <i>Q400</i> | ~ 75, including ~ 40 <i>C Series</i> and ~ 35 <i>CRJ</i> and <i>Q400</i> |

2017 guidance

During the third quarter of 2017, we revised the revenue and delivery guidance for Commercial Aircraft given new engine delivery delays from Pratt & Whitney for the *C Series* aircraft. Furthermore, certain engines originally designated for production aircraft in the fourth quarter were redirected to support spare engine requirements of current *C Series* customers. As a result, we adjusted revenue guidance to approximately \$2.5 billion and between approximately 70 to 75 deliveries, including approximately 20 to 22 *C Series* aircraft deliveries, with no adjustment to Commercial Aircraft negative EBIT before special items⁽²⁾ guidance.⁽¹⁾

Overall deliveries for 2017 were in line with guidance, while deliveries of the *C Series* aircraft were lower than anticipated due to short-term delays near the end of the year.

Our strategy to achieve 2018 guidance

During 2018, the production ramp-up of the *C Series* aircraft family is expected to double compared to 2017, to approximately 40 planned deliveries. Our production approach for the *CRJ Series* family and *Q400* aircraft will consist of rate adjustments to approximately 35 deliveries in 2018, reflecting our order backlog.

The profitability guidance for 2018 of negative EBIT before special items⁽²⁾ of approximately \$350 million is an improvement compared to that of 2017 despite the production which is expected to double in 2018. As production of the *C Series* aircraft program ramps up, we expect that the dilutive impact of the initial years of production of the aircraft program will be partially offset by the expected savings as we mature the production learning curve and leverage stronger operational performance driven by transformation initiatives.⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾

⁽¹⁾ See Forward-looking statements in boxed text below for details regarding the assumptions on which the guidance is based. Also see forward-looking statements disclaimer in Overview.

⁽²⁾ Profitability guidance is based on EBIT before special items. Refer to the Non-GAAP financial measures section in Overview for a definition of this metric and to the Analysis of results section for a reconciliation to the most comparable IFRS measures.

⁽³⁾ Guidance for 2018 reflects the adoption of IFRS 9, *Financial instruments* and IFRS 15, *Revenue from contracts with customers*. The 2018 guidance assumes the continued consolidation of the *C Series* program for the entire 2018 fiscal year. Following the anticipated closing of the *C Series* partnership with Airbus, we will no longer consolidate the *C Series* program. Should the closing of the *C Series* partnership with Airbus occur before the end of 2018, the resulting de-consolidation of the *C Series* program will have an impact on our results and guidance.

⁽⁴⁾ The negative EBIT margin before special items is mainly due to the dilutive impact of the initial years of production of the *C Series* aircraft program. Early production units in a new aircraft program require higher costs than units produced later in the program and the selling prices of early units are generally lower.

Forward-looking statements:

Forward-looking statements⁽¹⁾ in this section of the MD&A are based on:

- deliveries based on current firm order backlog and estimated future order intake;⁽²⁾
- ability to ramp-up production and deliveries and meet planned costs of the *C Series* aircraft program, including learning curve improvements;
- our ability to strengthen our market position and product value proposition for the *CRJ Series* and *Q400* aircraft programs;
- the alignment of production rates to market demand;
- the continued deployment and execution of key transformation initiatives, especially those impacting direct and indirect procurement costs, labour efficiency and working capital improvement;
- our ability to recruit and retain highly skilled resources;
- the ability of our supply base to support planned production rates;
- competitive global environment and global economic conditions to remain similar;
- stability of foreign exchange rates; and
- the 2018 guidance assumes the continued consolidation of the *C Series* program for the complete 2018 fiscal year. Following the anticipated closing of its *C Series* partnership with Airbus, Bombardier will de-consolidate the *C Series* program. Should the closing of the *C Series* program occur before the end of 2018, the resulting de-consolidation by Bombardier of the *C Series* program will have an impact on our reported results and guidance.

⁽¹⁾ Also see the Guidance and forward-looking statements section in Overview.

⁽²⁾ Demand forecast is based on the analysis of main market indicators, including real GDP growth, passenger traffic levels, fuel prices, airline profitability, environmental regulations, aircraft shipments, replacement demand, installed base, aircraft utilization rates and average age of fleet. For more details, refer to the market indicators in the Industry and economic environment section.

AEROSTRUCTURES AND ENGINEERING SERVICES

The data presented in this MD&A contains both IFRS and non-GAAP measures. Non-GAAP measures are defined and reconciled to the most comparable IFRS measure. See the Non-GAAP financial measures section in Overview for further detail.

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KEY PERFORMANCE MEASURES AND METRICS

The table below summarizes our most relevant key performance measures and associated metrics.

| KEY PERFORMANCE MEASURES AND ASSOCIATED METRICS | |
|---|--|
| GROWTH AND COMPETITIVE POSITIONING | <ul style="list-style-type: none"> Revenue, as a measure of growth. Market share in terms of revenues, as a measure of our competitive positioning. |
| PROFITABILITY | <ul style="list-style-type: none"> EBIT, EBIT margin, EBIT before special items⁽¹⁾ and EBIT margin before special items⁽¹⁾, as measures of performance. |
| LIQUIDITY | <ul style="list-style-type: none"> Free cash flow⁽¹⁾, as a measure of liquidity generation. |
| CUSTOMER SATISFACTION | <ul style="list-style-type: none"> On-time delivery of aerostructures, as a measure of meeting our commitment to customers. |
| EXECUTION | <ul style="list-style-type: none"> Achievement of program development milestones, as a measure of flawless execution. |

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics.

AT A GLANCE

Contributing to Bombardier's improving operating performance

| | Original 2017 Guidance | Latest 2017 Guidance | What we did in 2017 | Guidance for 2018 ⁽¹⁾⁽²⁾ |
|----------------------------------|------------------------|----------------------|---------------------|-------------------------------------|
| Revenues | ~ \$1.7 billion | No change | \$1.6 billion | ~ \$2.0 billion |
| EBIT margin before special items | > 8.5% | ~ 8.0% | 10.0% | > 8.5% |

RESULTS

| For the fiscal years ended December 31 | 2017 | 2016 | Variance |
|---|-------------|-------------|-----------------|
| Revenues | \$ 1,570 | \$ 1,549 | 1% |
| External order intake | 443 | 392 | 13% |
| External book-to-bill ratio ⁽³⁾ | 1.1 | 0.9 | 0.2 |
| EBIT | \$ 150 | \$ 128 | 17% |
| EBIT margin | 9.6% | 8.3% | 130 bps |
| EBIT before special items ⁽²⁾ | \$ 157 | \$ 124 | 27% |
| EBIT margin before special items ⁽²⁾ | 10.0% | 8.0% | 200 bps |
| EBITDA before special items ⁽²⁾ | \$ 207 | \$ 175 | 18% |
| EBITDA margin before special items ⁽²⁾ | 13.2% | 11.3% | 190 bps |
| Net additions to PP&E and intangible assets | \$ 22 | \$ 20 | 10% |
| As at December 31 | 2017 | 2016 | Variance |
| External order backlog | \$ 87 | \$ 42 | 107% |

KEY HIGHLIGHTS AND EVENTS

- Financial performance in 2017 for the Aerostructures and Engineering Services segment was in line with our expectations. Revenues for the year totalled \$1.6 billion, while EBIT margin before special items⁽¹⁾ was 10.0%. The significant increase in EBIT margin before special items⁽¹⁾ in the fourth quarter at 15.3%, relative to guidance and the prior year, demonstrates the positive evolution of anticipated cost reductions on components manufactured by us for the *C Series* aircraft, as accounted for under long-term contract accounting.
- During the quarter, Aerostructures and Engineering Services announced that it has been selected by Airbus as a supplier on a new engine nacelle program for the Pratt & Whitney powered A320neo family of aircraft. This contract reinforces our long-term strategy to grow our capabilities in the nacelles market and to focus on delivering innovative, higher value products and services.

⁽¹⁾ Refer to the Aerostructures and Engineering guidance and forward-looking statements section hereafter for further details on guidance for 2018. Guidance for 2018 reflects the adoption of IFRS 9, *Financial instruments* and IFRS 15, *Revenue from contracts with customers*.

⁽²⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics and the Analysis of results section for reconciliations to the most comparable IFRS measures.

⁽³⁾ Ratio of new external orders over external revenues.

PROFILE

World class capabilities

Specialized in aerostructures manufacturing and engineering services, Aerostructures and Engineering Services designs and builds aerostructures for Bombardier and other aircraft and aerostructure manufacturers.

Aerostructures and Engineering Services is the largest aerostructures supplier for Bombardier's sustaining programs as well as for the *C Series* and the *Global 7000* and *Global 8000* programs, providing structures such as cockpits, all-composite wings for the *C Series* aircraft program and the rear fuselage for the *Global 7000* and *Global 8000* aircraft program. Our key focus over the short to medium term remains to develop new technologies, deliver on-time and achieve cost savings to drive competitiveness of our current sustaining programs and programs under development.

We have manufacturing and engineering sites in Montréal, Canada; Belfast, Northern Ireland; Querétaro, Mexico; and Casablanca, Morocco. In addition, there are service centers in Dallas, U.S. and in Belfast, Northern Ireland, which provide maintenance services for structures, including major modifications and repairs.

Our people, capabilities and state-of-the-art technologies provide customers with products and services in the following areas:

Complex composite and metallic aerostructures

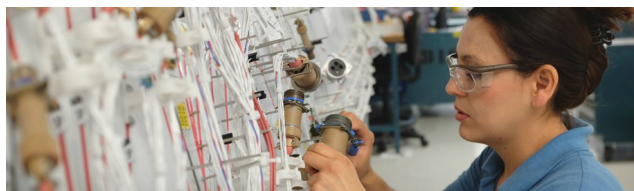
- cockpit and fuselage components;
- horizontal stabilizers, vertical stabilizers and tailcones;
- complete composite wings, including wing sub-assemblies and components;
- engine nacelles; and
- doors.

Associated aircraft systems

- electrical harnesses;
- tubing components; and
- high pressure ducting.

Engineering solutions

- aircraft structures design and stress analysis; and
- ground test services.



INDUSTRY AND ECONOMIC ENVIRONMENT

Key drivers of the aerostructures market are strongly linked to factors such as economic growth (GDP per capita), political stability, air passenger traffic and aircraft retirement rates. More specifically, this market is driven by the number of new products in development or upgrades to existing platforms as well as growth in production rates and backlogs in various aircraft sectors.

The following key indicators are used to monitor the health of the aerostructures and engineering services industry in the short term:

| INDICATOR | CURRENT SITUATION | STATUS |
|---|--|--------|
| Number of new products in development or upgrades to existing platforms by original equipment manufacturers | Development of new single-aisle products could be launched in the next decade while other new programs are expected to enter the market from China and Russia. ⁽¹⁾ In the business aircraft market, several new programs are expected to enter into service by 2020. ⁽²⁾ | ▲ |
| Original equipment manufacturer production rates / units delivered | The order backlogs of commercial aircraft original equipment manufacturers in the industry remain at strong levels. Bombardier is ramping-up its <i>C Series</i> aircraft program. Despite the fact that certain original equipment manufacturers decreased production rates on business aircraft programs, the market is expected to continue its stabilization. ⁽³⁾ | ▲ |
| Global fleet growth rate | The global fleet is expected to grow at an average of 3.7% per year from 2018-2028 from 26,307 aircraft to 37,978 aircraft. An increase in global fleet is expected to have a positive impact on our aftermarket component repair and overhaul business. ⁽⁴⁾ | ▲ |
| Maintenance, repair and overhaul (MRO) growth | The commercial air global MRO demand is expected to grow to approximately \$115 billion by 2028 at a CAGR of 4.0%. ⁽⁴⁾ | ▲ |

▲ ► ▼ Identifies a favourable, neutral or negative status, respectively, in the market categories in which we compete, based on the current environment.

⁽¹⁾ Based on "Counterpoint Market Intelligence Limited (CPMIL) 2017 - The thirteenth review of the Aerostructures Market" from Counterpoint.

⁽²⁾ Based on our "Business Aircraft Market Forecast", published in May 2016 and available on Bombardier's dedicated investor relations website at ir.bombardier.com.

⁽³⁾ Refer to the Industry and economic environment section in Business Aircraft for details.

⁽⁴⁾ According to the "Global Fleet & MRO Market Forecast Commentary 2018-2028" report dated January 2018 prepared by Oliver Wyman.

Given that the industry's revenues are generated from original equipment manufacturers in the aerospace market, it is subject to the same industry and economic drivers described in Business Aircraft and Commercial Aircraft. Refer to the Industry and economic environment sections of Business Aircraft and Commercial Aircraft for further discussion of the overall aerospace market which influences the aerostructures business.

The current status of some market drivers are expected to have a positive impact over the short-term for the aerostructures industry. The commercial aircraft market continues its strong performance as passenger traffic levels and airline financial performance maintained impressive levels in 2017. Meanwhile, we project the continued stabilization of the business jet market due to a better economic outlook combined with the introduction of new aircraft models and technologies, as supported by the industry confidence to above the threshold of market stability,⁽¹⁾ increased U.S. corporate profits and a lower level of pre-owned aircraft inventory. Overall, we remain confident in the long-term potential for significant growth in the aircraft industry.

The long-term outlook for Aerostructures and Engineering Services remains strong. Our relevant and accessible market for aerostructures and related aftermarket (including components repair and overhaul, spare parts and other engineering services) is currently estimated to be a \$77-billion market worldwide, and is expected to grow to approximately \$115 billion by 2028 at a CAGR of 4.0%.⁽²⁾ The market is predominantly composed of the manufacture of wings, nacelles and fuselages, mostly for large commercial aircraft.

⁽¹⁾ As measured by the UBS Business Jet Market index. See Industry and economic environment section in Business Aircraft for details.

⁽²⁾ According to the "Global Fleet & MRO Market Forecast Commentary 2018-2028" report dated January 2018 prepared by Oliver Wyman.

ANALYSIS OF RESULTS

Stronger operational performance

Results of operations

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|--------------------------------------|--------------|-----------------------------------|---------------|
| | 2017 | 2016 | 2017 | 2016 |
| Revenues | | | | |
| Intersegment revenues | \$ 319 | \$ 215 | \$ 1,172 | \$ 1,119 |
| External revenues | 94 | 104 | 398 | 430 |
| | \$ 413 | \$ 319 | \$ 1,570 | \$ 1,549 |
| EBITDA before special items⁽¹⁾ | \$ 77 | \$ 42 | \$ 207 | \$ 175 |
| Amortization | 14 | 12 | 50 | 51 |
| EBIT before special items⁽¹⁾ | 63 | 30 | 157 | 124 |
| Special items | 13 | 6 | 7 | (4) |
| EBIT | \$ 50 | \$ 24 | \$ 150 | \$ 128 |
| EBIT margin before special items ⁽¹⁾ | 15.3% | 9.4% | 10.0% | 8.0% |
| EBIT margin | 12.1% | 7.5% | 9.6% | 8.3% |

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics.

Revenues

The \$94-million increase for the three-month period is due to:

- higher intersegment revenues (\$104 million), mainly due to higher volume for business aircraft and *C Series* aircraft program related to the production ramp-up.

Partially offset by:

- lower external revenues (\$10 million), mainly due to lower volume.

The \$21-million increase for the fiscal year is due to:

- higher intersegment revenues (\$53 million), mainly due to higher volume for business aircraft and *C Series* aircraft program related to the production ramp-up, partially offset by lower volume for commercial regional aircraft following the previously-announced production rate adjustment.

Partially offset by:

- lower external revenues (\$32 million), mainly due to lower volume, partially offset by an increase in aftermarket sales.

Special items

Special items comprise items which do not reflect our core performance or where their separate presentation will assist users in understanding our results for the period, such as the impact of restructuring charges and significant impairment charges and reversals.

The special items for fiscal year 2017 represented restructuring charges related to previously-announced restructuring actions.

The special items for fiscal year 2016 represented:

- a \$43-million decrease in the pension obligation. Bombardier had a constructive obligation for discretionary ad hoc indexation increases to certain pension plans. Following a communication to plan members that we do not expect to grant such increases in the foreseeable future in line with our current practice, the constructive obligation was reversed; and
- restructuring charges of \$39 million related to the restructuring actions announced in February and October 2016, of which \$6 million was recognized in the fourth quarter.

EBIT margin

The EBIT margin before special items (see explanation of special items above) for the fourth quarter increased by 5.9 percentage points, mainly as a result of:

- higher margins on intersegment aircraft contracts, mainly due to lower than expected losses on the *C Series* aircraft program under long-term contract accounting, as a result of anticipated cost reductions as well as favorable Canadian dollar and pound sterling exchange rates, after giving effect to hedges; and
- lower SG&A expenses including savings from transformation initiatives.

Partially offset by:

- lower margin on external contracts.

Including the impact of special items (see explanation of special items above), the EBIT margin for the three-month period increased by 4.6 percentage points compared to the same period last year.

The EBIT margin before special items for the fiscal year increased by 2.0 percentage points, mainly as a result of:

- higher margins on intersegment aircraft contracts, including lower than expected losses on the *C Series* aircraft program under long-term contract accounting, as a result of anticipated cost reductions, as well as favorable Canadian dollar and pound sterling exchange rates, after giving effect to hedges.

Partially offset by:

- lower margin on external contracts.

Including the impact of special items (see explanation of special items above), the EBIT margin for the fiscal year increased by 1.3 percentage points compared to last fiscal year.

Order backlog and book-to-bill ratio

External order backlog

| | As at | |
|--|-------------------|-------------------|
| | December 31, 2017 | December 31, 2016 |
| | \$ 87 | \$ 42 |

External order intake and book-to-bill ratio

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|--------------------------------------|-------|-----------------------------------|--------|
| | 2017 | 2016 | 2017 | 2016 |
| External order intake | \$ 93 | \$ 84 | \$ 443 | \$ 392 |
| External book-to-bill ratio ⁽¹⁾ | 1.0 | 0.8 | 1.1 | 0.9 |

⁽¹⁾ Ratio of new external orders over external revenues.

Workforce

Total number of employees

| | December 31, 2017 | December 31, 2016 |
|--|-------------------|-------------------|
| Permanent ⁽¹⁾ | 8,800 | 8,950 |
| Contractual ⁽²⁾ | 1,225 | 1,050 |
| | 10,025 | 10,000 |
| Percentage of permanent employees covered by collective agreements | 71% | 70% |

⁽¹⁾ Including inactive employees.

⁽²⁾ Including non-employees and sub-contractors personnel.

The workforce as at December 31, 2017 is at a similar level when compared to previous year.

The current level of employees reflects strategic hiring to support key growth programs, including the *C Series* and the *Global 7000* and *Global 8000* aircraft as well as reductions including the impacts of previously-announced restructuring actions.

Our incentive-based compensation plan for non-unionized employees across our sites rewards the collective efforts of our employees in achieving our objectives using performance indicator targets. A total of approximately 3,750 employees worldwide, or 43% of permanent employees, participate in the program. In 2017, as part of this program, incentive-based compensation was linked to the achievement of targeted results, based on EBIT before special items and free cash flow before net interest and income taxes.

GUIDANCE AND FORWARD-LOOKING STATEMENTS

| | Original 2017 guidance | Latest 2017 guidance | What we did in 2017 | What's next for 2018 ⁽¹⁾⁽²⁾⁽³⁾⁽⁴⁾ |
|----------------------------------|------------------------|----------------------|---------------------|--|
| Revenues | ~ \$1.7 billion | No change | \$1.6 billion | ~ \$2.0 billion |
| EBIT margin before special items | > 8.5% | ~ 8.0% | 10.0% | > 8.5% |

2017 guidance

During the second quarter of 2017, we revised Aerostructures and Engineering Services EBIT margin before special items⁽²⁾ guidance for the full year 2017 to approximately 8.0%, mainly due to the performance in the first half of the year. We exceed our revised EBIT margin guidance due to improving performance on the *C Series* aircraft program under long-term contract accounting, as a result of anticipated cost reductions, recorded during the fourth quarter of 2017.

Our strategy to achieve 2018 guidance

We expect 2018 revenues to increase to approximately \$2.0 billion driven by the production ramp-up of components for the *C Series* and *Global 7000* aircraft to support the planned increase in deliveries. In addition, we are diversifying the revenue stream to grow the aftermarket activities.

We expect to see margin expansion to EBIT margin before special items⁽²⁾ above 8.5% with focus on transformation initiatives. This includes reducing the bill of material costs as well as improving labour efficiencies as we ramp up production for the *C Series* and *Global 7000* aircraft.⁽¹⁾

⁽¹⁾ See Forward-looking statements in boxed text below for details regarding the assumptions on which the guidance is based. Also see forward-looking statements disclaimer in Overview.

⁽²⁾ Profitability guidance is based on EBIT margin before special items. Refer to the Non-GAAP financial measures section in Overview for a definition of this metric and to the Analysis of results section for a reconciliation to the most comparable IFRS measures.

⁽³⁾ Guidance for 2018 reflects the adoption of IFRS 9, *Financial instruments* and IFRS 15, *Revenue from contracts with customers*.

⁽⁴⁾ Revenues guidance for Aerostructures and Engineering Services are mainly from intersegment contracts with Business Aircraft and Commercial Aircraft.

Forward-looking statements:

Forward-looking statements⁽¹⁾ in this section of the MD&A are based on:

- a higher level of production in fiscal year 2018 compared to fiscal year 2017;⁽²⁾
- ability to ramp-up production and deliveries and meet planned costs of the *C Series* and *Global 7000* aircraft program, including learning curve improvements;
- the continued deployment and execution of key transformation initiatives, especially those impacting direct and indirect procurement costs, labour efficiency and working capital improvement;
- the ability of our global manufacturing footprint to leverage lower cost geographies and emerging economies;
- our ability to meet scheduled EIS dates and planned costs for the *Global 7000* aircraft;
- our ability to recruit and retain highly skilled resources;
- the ability of our supply base to support our planned production rates;
- competitive global environment and global economic conditions to remain similar; and
- stability of foreign exchange rates.

⁽¹⁾ Also see the Guidance and forward-looking statements section in Overview.

⁽²⁾ Demand forecast is based on the main market indicators including number of new products in development or upgrades to existing platforms by original equipment manufacturers and production rates. For details refer to the market indicators in the Industry and economic environment section.

TRANSPORTATION

The data presented in this MD&A contains both IFRS and non-GAAP measures. Non-GAAP measures are defined and reconciled to the most comparable IFRS measure. See the Non-GAAP financial measures section in Overview for further detail.

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KEY PERFORMANCE MEASURES AND METRICS

The table below summarizes our most relevant key performance measures and associated metrics.

| KEY PERFORMANCE MEASURES AND ASSOCIATED METRICS | |
|---|--|
| GROWTH AND COMPETITIVE POSITIONING | <ul style="list-style-type: none"> Order backlog, as a measure of future revenues. Book-to-bill ratio⁽¹⁾, as an indicator of future revenues. Revenues by product segments and the geographic diversification of revenues, as measures of growth and sustainability of competitive positioning. Market position, as a measure of our competitive positioning. |
| PROFITABILITY | <ul style="list-style-type: none"> EBIT, EBIT margin, EBIT before special items⁽²⁾ and EBIT margin before special items⁽²⁾, as measures of performance. |
| LIQUIDITY | <ul style="list-style-type: none"> Free cash flow⁽²⁾, as a measure of liquidity generation. |
| CUSTOMER SATISFACTION | <ul style="list-style-type: none"> Various customer satisfaction metrics, focusing on the four main dimensions: sales and prices, customer orientation, project execution and product offering. |
| EXECUTION | <ul style="list-style-type: none"> Achievement of product development and delivery milestones, as a measure of flawless execution. |

⁽¹⁾ Defined as new orders over revenues.

⁽²⁾ Non-GAAP financial measure. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics and to the Analysis of results section for reconciliations to the most comparable IFRS measures.

AT A GLANCE

Poised for continued revenue and margin growth on the foundation of a strong order backlog

| | Original 2017 Guidance | Latest 2017 Guidance | What we did in 2017 | Guidance for 2018 ⁽¹⁾⁽²⁾ |
|----------------------------------|------------------------|----------------------|---------------------|-------------------------------------|
| Revenues | ~ \$8.5 billion | No change | \$8.5 billion | ~ \$9.0 billion |
| EBIT margin before special items | ~ 7.5% | ~ 8.0% | 8.4% | > 8.5% |

RESULTS

| For the fiscal years ended December 31 | 2017 | 2016 | Variance |
|---|-------------|-------------|-----------------|
| Revenues | \$ 8,525 | \$ 7,574 | 13% |
| Order intake (in billions of dollars) | \$ 10.2 | \$ 8.5 | 20% |
| Book-to-bill ratio ⁽³⁾ | 1.2 | 1.1 | 0.1 |
| EBIT | \$ 417 | \$ 396 | 5% |
| EBIT margin | 4.9% | 5.2% | (30) bps |
| EBIT before special items ⁽²⁾ | \$ 712 | \$ 560 | 27% |
| EBIT margin before special items ⁽²⁾ | 8.4% | 7.4% | 100 bps |
| EBITDA before special items ⁽²⁾ | \$ 810 | \$ 657 | 23% |
| EBITDA margin before special items ⁽²⁾ | 9.5% | 8.7% | 80 bps |
| Net additions to PP&E and intangible assets | \$ 123 | \$ 116 | 6% |
| As at December 31 | 2017 | 2016 | Variance |
| Order backlog (in billions of dollars) | \$ 34.4 | \$ 30.1 | 14% |

⁽¹⁾ Refer to the Transportation guidance and forward-looking statements section hereafter for further details on guidance for 2018. Guidance for 2018 reflects the adoption of IFRS 9, *Financial instruments* and IFRS 15, *Revenue from contracts with customers*.

⁽²⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures section in Overview for definitions of these metrics and to the Analysis of results section for reconciliations to the most comparable IFRS measures.

⁽³⁾ Defined as new orders over revenues.

KEY HIGHLIGHTS AND EVENTS

- We delivered superior financial performance in 2017, while also positioning our segment for further growth in both revenues and profitability.
 - Revenues grew 13% year over year to \$8.5 billion, in line with guidance.
 - EBIT margin before special items⁽¹⁾ grew 100 bps, to 8.4% in 2017, representing the fifth consecutive quarter with margins at or above 8%. With two-thirds of the transformation initiatives completed at year-end, continued execution of the plan is expected to lead to further margin expansion.
 - Backlog reached \$34.4 billion as of December 31, 2017, fuelled by a 20% increase in order intake across all product segments primarily in Europe and Asia-Pacific. This order activity led to a book-to-bill⁽²⁾ of 1.2 for the full year, the fourth consecutive year with a ratio above 1.0.
- Our products have achieved key milestones, setting the stage for increased future deliveries and revenues including:
 - The test train for the New York City subway passed its in-service test in December 2017, allowing the remaining cars to be delivered and to be placed in service;

⁽¹⁾ Non-GAAP financial measure. Refer to the Non-GAAP financial measures section in Overview for definition of this metric and to the Analysis of results section for reconciliations to the most comparable IFRS measures.

⁽²⁾ Defined as new orders over revenues.

- The first Queensland New Generation Rollingstock trains entered passenger service along the South-East Queensland rail network in Australia in December 2017;
 - In September 2017, the *TWINDEXX* Vario double deck trains for Deutsche Bahn (DB) have received single traction homologation from the German Federal Railway Authority (EBA) and started operational service; and
 - In January 2018, we announced that the first rail cars for the San Francisco Bay Area Rapid Transit District (BART) are entering passenger service after successfully completing comprehensive testing and receiving certification from the California Public Utilities Commission.
- Transportation's strong results in 2017 outpaced the performance targets underlying CDPQ's investment in BT Holdco. Accordingly, for the 12-month period starting on February 12, 2018, Bombardier's percentage of ownership on conversion of CDPQ's shares will increase by 2.5%, up from 70% to 72.5%. Any dividends paid by BT Holdco to its shareholders during this period will be distributed on the basis of each shareholder's percentage of ownership on conversion, being 72.5% for Bombardier and 27.5% for the CDPQ. These adjustments will become effective once the audited consolidated financial statements of BT Holdco are duly approved by its Board of Directors.

PROFILE

Innovative and broad portfolio in the industry serving customers worldwide

Transportation offers an end to end portfolio of high performing and innovative solutions in the rail industry. We cover the full spectrum of rail solutions, ranging from global mobility solutions to a variety of trains and sub-systems, services, system integration and signalling to suit the needs of the market. We have won orders across all product segments and major geographies, underlining the competitiveness of our products and services worldwide.

We have production, engineering and service centers around the world. The global headquarters is located in Berlin, Germany.

MARKET SEGMENT: ROLLING STOCK

HIGH SPEED AND VERY HIGH SPEED TRAINS

Application: Equipment for medium and long-distance operations.

Major products: *ZEFIRO* family

Key features: Solutions offering very high operating flexibility, high comfort and safety standards for passengers in combination with high efficiency. Portfolio covers the full spectrum of speed requirements: high speed (200-250 km/h) and very high speed (250-380 km/h).



ZEFIRO very high speed train

COMMUTER, REGIONAL AND INTERCITY TRAINS

Application: Suburban and regional rail transit for urban centers and surrounding regions and medium speed connections between cities.

Major products: *AVENTRA*, *TALENT 3*, *OMNEO*, *SPACIUM*, *TALENT 2*, *TWINDEXX Vario*, *BiLevel*

Key features: Broad product line featuring electric, diesel and dual mode multiple unit trains/vehicles, along with locomotive-hauled coaches in both single and double-deck configurations. Our modular train platforms offer very high flexibility to transit authorities and operators, as well as high levels of comfort and capacity.

LIGHT RAIL VEHICLES

Application: Efficient surface transit in urban centers and surrounding suburban conurbations.

Major products: *FLEXITY* family, including Street Trams (*FLEXITY 2*, *Elf*, *Freedom*), City Trams (High / Low Floor) and Tram-Trains

Key features: Our broad portfolio of *FLEXITY* vehicles feature high technical capabilities and performance coupled with low lifecycle costs. Based on adaptable modular platforms, our vehicle range offers a full spectrum of smart innovative light rail solutions to enhance the connectivity and identity of cities worldwide. In 2017, we were awarded the Innovation Leader in Rail Transport Award by the European Railway Clusters Initiative (ERCI) for our Obstacle Detection Assistance System for trams and light rail vehicles (LRV).

METROS

Application: Broad range of high capacity mobility solutions for every urban environment

Major products: *MOVIA* and *INNOVIA* platforms (metros, monorails and people movers)

Key features: Wide variety of urban mobility solutions developed from proven and innovative technology. Maximum system value for every capacity, in any type of environment. Safety, lifecycle cost, passenger comfort and smart city integration, to name a few, all drive the designs and innovations of our portfolio, covering a wide range of system needs. This includes quick-to-build and minimally intrusive technology such as the *INNOVIA* Monorail 300. Bombardier products have a long history of automation and are serving numerous cities around the world with driverless systems. In 2017, we won a GOOD DESIGN™ award for the design of our Swedish *MOVIA* Metro C30 project for the city of Stockholm.

ELECTRIC AND DIESEL LOCOMOTIVES

Application: Locomotives for intercity, regional and freight rail service.

Major products: *TRAXX* platform, *ALP* electric and dual-power locomotives

Key features: Versatile product platform offering electric, diesel-electric, dual-power and multi-system propulsion, last-mile diesel or battery drive features. Innovative solutions increase power and reliability in combination with high energy efficiency and low lifecycle costs. Homologated in several countries in Europe, enabling cross-border service. In May 2017, we introduced the new *TRAXX MS3* (multi system) and *DC3* (direct current) locomotives.



SPACIUM commuter train



FLEXITY tram



ALP electric locomotive

PROPULSION AND CONTROLS

Application: Complete propulsion and control product portfolio for all Bombardier and third-party rail vehicles and e-mobility applications, delivering electric power with strong reliability, power efficiency and high safety.

Major products: The *MITRAC* platform, which includes traction and auxiliary converters for underframe, rooftop and machine room mounting; drives (motors and gears), train control management systems (TCMS), high voltage equipment and complete system solutions. Innovative train to wayside communication solutions round off the portfolio.

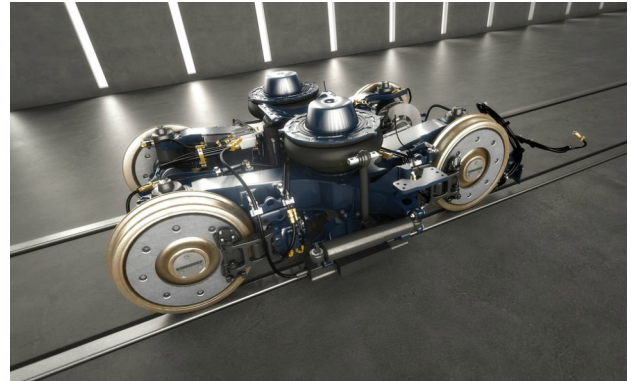
Key features: A leader in reliability, modular design, energy safety (SIL 2 compliance), energy efficiency, integration of new technologies and ease of maintenance, which keep initial investments and lifecycle costs low.

BOGIES

Application: Complete spectrum of bogies which match the entire range of *Bombardier* vehicles as well as third-party rail vehicles around the globe.

Major products: *FLEXX* bogies portfolio including latest technologies: *FLEXX Eco*, *FLEXX Urban*, *FLEXX Speed*, *FLEXX Power* and the award-winning *WAKO* Technology

Key features: Advanced product technology and complete aftermarket services covering the full spectrum of rolling stock applications. Our track-friendly bogies are designed to ensure safe and smooth operation and reduce wheel and rail wear, minimizing operational costs and noise.



MARKET SEGMENT: SYSTEMS AND SIGNALLING

MASS TRANSIT AND AIRPORT SYSTEMS

Application: Fully Automated People Mover (APM), metro, monorail and light rail systems.

Major products: *INNOVIA* APM 300 system, *INNOVIA* Monorail 300 system, *INNOVIA* Metro 300 system, *FLEXITY* 2 tram system

Key features: Broad rolling stock portfolio for urban and airport applications that can be customized to provide a complete turnkey system solution. Strong track record for reliability and availability across 60 complete systems around the world. In 2017, we were awarded the Middle East Economic Digest's (MEED) Innovation and Transport Project of the year Award, recognizing our APM's excellent reliability.



INNOVIA Monorail 300 system

MAINLINE SYSTEMS

Application: System solutions for intercity and high-speed applications covering medium- to long-distance operations.

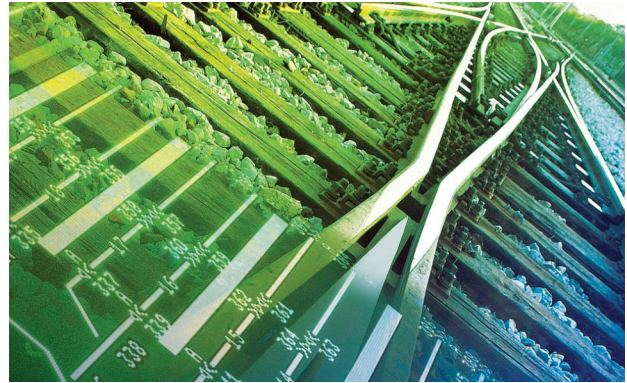
Key features: Turnkey system approach to provide reliable rail systems for mainline applications featuring very high passenger comfort and safety standards. Highly experienced in systems integration and engineering.

MASS TRANSIT SIGNALLING

Application: Rail control and signalling solutions for mass transit systems such as metros, light rail or APMs.

Major products: *CITYFLO* solution

Key features: Complete portfolio of solutions ranging from manual applications (GoA 0) to fully automated Communication-Based Train Control (GoA 4), which helps to increase infrastructure capacity and can be installed without interruption to service.



CITYFLO solution

MAINLINE SIGNALLING

Application: Rail control and signalling solutions for mainline railways ranging from freight traffic to regional and commuter, intercity and high speed lines.

Major products: *INTERFLO* and *EBI* Cab Automatic Train Control onboard equipment

Key features: Complete portfolio of conventional signalling systems which uses the European Rail Traffic Management System technology and is already functioning in several countries inside and outside of Europe.

INDUSTRIAL SIGNALLING

Application: Rail control and signalling solutions for the industrial sector, major application in the surface and sub-surface mining and industrial freight industries.

Major products: *INTERFLO* 150 solution

Key features: Innovative signalling system technologies used to increase transport capacity in a secure and cost effective manner. Our technology covers the whole process, enhancing not only the underground operation, but also the transfer of ore from the excavation site to the transportation hub.

OPTIFLO - SERVICE SOLUTIONS FOR SIGNALLING

Application: Comprehensive portfolio of services for mass transit, mainline and industrial sector rail infrastructure and signalling solutions.

Key features: Infrastructure management, technical support, cyber security assessment and other service solutions tailored to ensure the highest levels of availability and reliability as well as cost effective maintenance of rail control signalling solutions.

MARKET SEGMENT: SERVICES

MATERIAL SOLUTIONS

Application: Supply chain, spare parts inventory management, obsolescence management and technical support services for rail operators.

Key features: Advanced material supply solutions together with global engineering and purchasing power through global network of parts and components suppliers. Logistics capability to source and deliver what is needed, when needed, where needed.

FLEET MANAGEMENT

Application: Comprehensive portfolio of fleet and operations management services.

Key features: Robust and effective 'back office' solutions support rail operators in delivering their 'front line' service every day. Engineering expertise, whole life maintenance techniques and tools (ORBITA, AVIS, EMS, etc.) optimize availability, reliability, punctuality, safety and cost over the whole life cycle of the fleet. Broad experience in operations and maintenance of commuter and regional trains.

ASSET LIFE MANAGEMENT, COMPONENT RE-ENGINEERING AND OVERHAUL

Application: Upgrade, life extension and overhaul of rail vehicles and components.

Key features: Broad portfolio of system and component upgrades executed at our specialized facilities and customer sites. We leverage our engineering and supply chain strength to bring operational performance and whole life cost advantages.

OPERATIONS AND MAINTENANCE OF SYSTEMS

Application: Complete operations and maintenance (O&M) services for fully automated transit and mass transit systems.

Key features: Strong O&M experience in automated, driverless technologies, including APM, metro and monorail systems as well as fleet management solutions for urban and intercity transportation systems.

INDUSTRY AND ECONOMIC ENVIRONMENT

Positive outlook for the railway industry

The future outlook for the rail market remains positive supported by favourable long-term trends in the rail industry. Urbanization, population growth, and government policies aimed at reducing greenhouse gas emissions are expected to continue to positively impact demand for public transportation.

The following key indicators are used to monitor the health of the rail market:

| INDICATOR | CURRENT SITUATION | STATUS |
|---|--|--------|
| POPULATION GROWTH AND MASS URBANIZATION | The worldwide population is expected to increase from approximately 7.6 to 9.8 billion by 2050, together with the share of people living in urban areas growing from 54.5% to 60% by 2030. ⁽¹⁾ Population growth and urbanization create an increasing demand for high capacity public transport solutions especially in congested cities and areas. | ▲ |
| ENVIRONMENTAL AWARENESS | Governments increasingly commit to long-term climate and energy goals. Measures to reach these goals include investments in eco-friendly transport solutions such as rail transport. Rail is responsible for 4.2% of the transport energy-related CO ₂ emissions compared to 72.6% for road transportation. ⁽²⁾ | ▲ |
| PUBLIC FUNDING | Most of the rolling stock business is conducted with rail operators backed by the public sector. Rail infrastructure investments are expected to grow, as governments and multilateral institutions continue to fund projects in the rail industry to support and foster economic development. However public indebtedness and austerity measures may impede public tender processes for some new rail projects. | ▲ |
| LIBERALIZATION | Liberalization attracts more private operators to enter the market and invest in new rail equipment and services. The European Commission supports the liberalization of domestic passenger rail services within the European Union. | ▲ |
| DIGITALIZATION | The digital industry revolution will fundamentally impact the way we live and interconnect with one another. Today's rail passengers want to stay online throughout the entire train journey, from departure to arrival. To ensure that, original equipment manufacturers need to monitor closely the 'ecosystems' they serve to align with passengers' future's needs. Digitalization of our manufacturing tools and processes will change our way of working, reducing complexity, development costs and ensuring faster time-to-market. | ▲ |

▲ ► ▼ Identifies a favourable, neutral or negative status, respectively, in the market categories in which we compete, based on the current environment.

⁽¹⁾ According to the United Nations: "World Population Prospects: The 2017 Revision" and "The World's Cities in 2016".

⁽²⁾ According to the International Union of Railways: "Railway Handbook 2017. Energy Consumption & CO₂ Emissions".

In September 2016, The Association of the European Rail Industry (UNIFE) confirmed its positive outlook for the global rail industry in its World Rail Market Study published every two years. The study expects the overall accessible rail market⁽¹⁾ to grow with a CAGR of 3.2%⁽²⁾, compared to a CAGR of 2.7% in the previous survey from 2014. Transportation's relevant and accessible market⁽¹⁾ is expected to grow even faster with a CAGR of 3.4%, compared to a CAGR of 2.5% in the previous survey.⁽²⁾

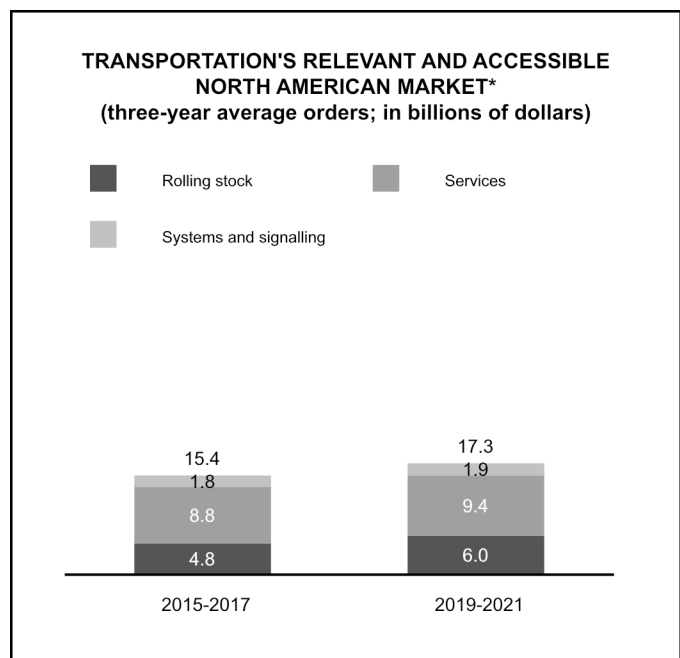
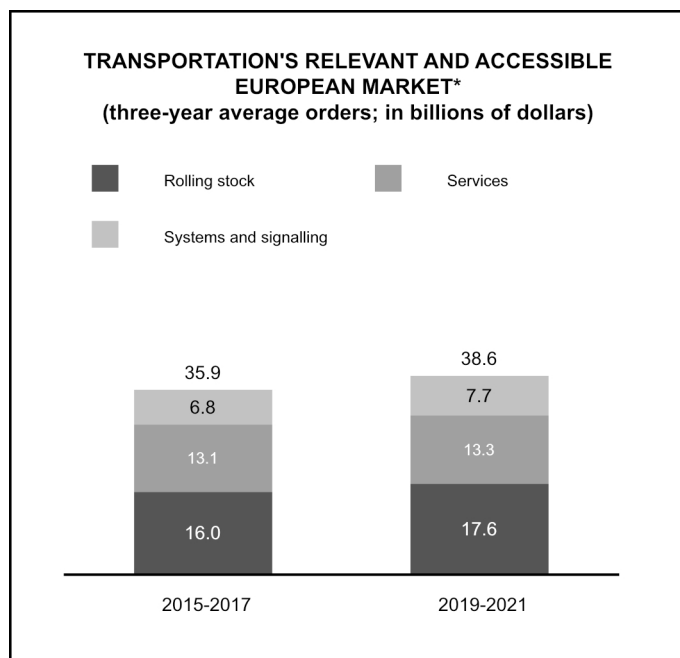
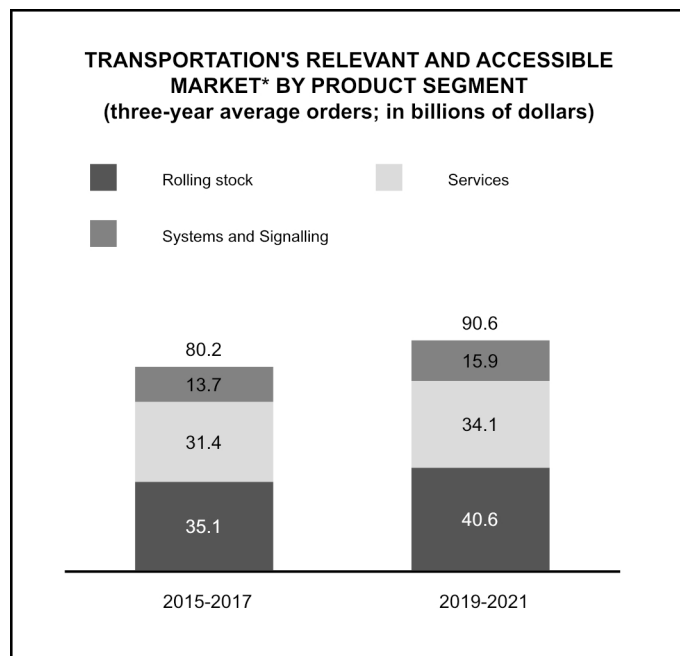
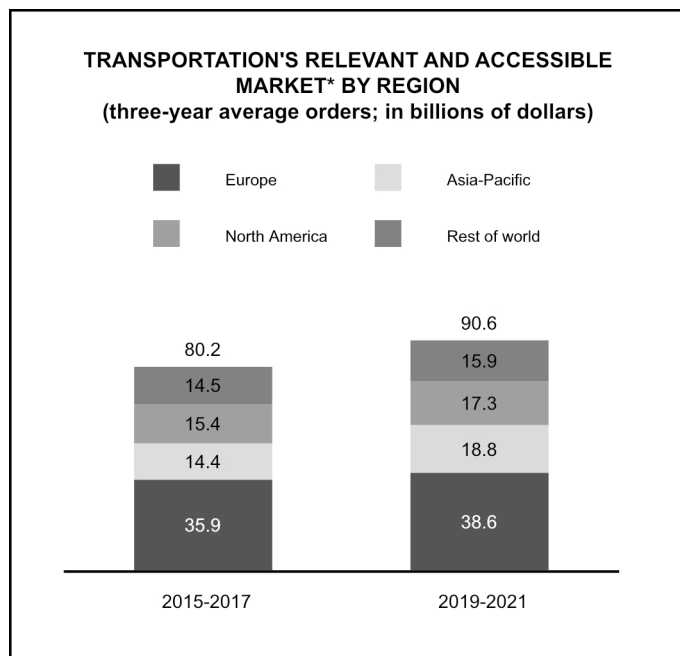
The positive future market outlook is mainly based on mature rail markets such as Western Europe and North America, which are consistently investing in the modernization and replacement of their rolling stock fleets. Furthermore, investments to upgrade and modernize signalling systems will further drive established rail markets such as Western Europe.

⁽¹⁾ The overall accessible rail market is the world rail market, excluding the share of markets associated with contracts that are awarded to local players without open-bid competition. Transportation's relevant and accessible market also excludes the infrastructure, freight wagon and shunter segments.

⁽²⁾ Based on data from UNIFE World Rail Market Study "Forecast 2016 to 2021" published in September 2016, based on 60 countries representing more than 95% of the world rail market. As large rail projects may significantly impact yearly volume, single year market volumes can be subject to a high degree of volatility. UNIFE therefore focuses on three-year average annual market volumes in order to facilitate comparison between different periods. UNIFE data is updated every two years and is published in euro. An exchange rate of 1€ = \$1.1149, the average cumulative exchange rate over the 2015-17 period, was used to convert all figures. Figures for 2015-17 were extrapolated based on UNIFE data for 2014-16 and 2017-18.

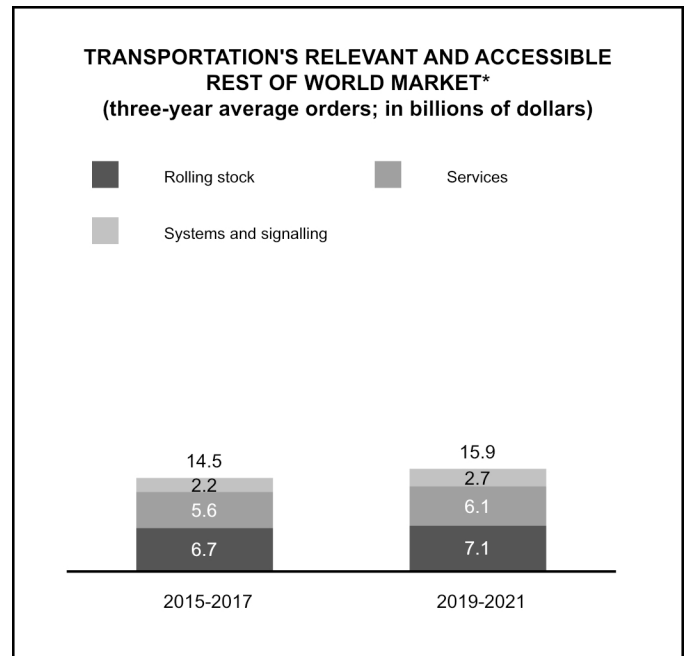
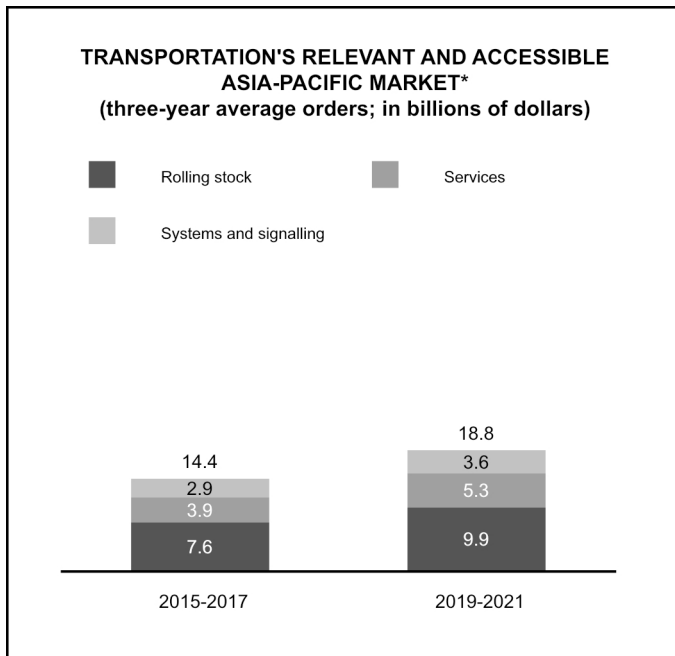
The accessible rail control market is also expected to pursue high relative growth in Eastern Europe, Asia-Pacific and the CIS. Supported by a growing rolling stock installed base and gradual liberalization, the services market is expected to grow. Particularly in mature markets, smaller private rail operators emerge and often outsource their maintenance requirements while larger incumbents tend to further outsource their services needs which, to date, were mostly performed in-house.

Similarly, other initiatives, such as the Fourth Railway Package of the European Union Commission and other regulations regarding the implementation of Positive Train Control in the U.S. will further support the rail industry to continue to improve the degree of liberalization and safety of rail transportation.



Source: UNIFE World Rail Market Study "Forecast 2016 to 2021" and extrapolated figures.

*Transportation's relevant and accessible rail market is the world rail market, excluding the share of markets associated with contracts that are awarded to local players without open-bid competition, and excluding the infrastructure, freight wagon and shunter segments.



Source: UNIFE World Rail Market Study "Forecast 2016 to 2021" and extrapolated figures.

*Transportation's relevant and accessible rail market is the world rail market, excluding the share of markets associated with contracts that are awarded to local players without open-bid competition, and excluding the infrastructure, freight wagon and shunter segment.

Due to the cyclical nature of the market and in line with common industry practice, our relevant and accessible market is stated as the average of a three-year period, in line with the methodology used by UNIFE for the global rail market. In certain years, large orders can be awarded particularly in rolling stock based on the availability of public funding. Our overall relevant and accessible market contracted in 2017 when compared to the prior year due to significant orders awarded in 2016. The outlook for the coming years remains positive across all geographies.

Year over year comparison by geographical area

Europe

The overall order volume in Europe during 2017 decreased compared to 2016. The most significant rolling stock orders awarded in Western Europe were for commuter and regional trains as well as for very high-speed trains primarily in the U.K., France and Germany. Sizable signalling and service agreements were granted in Italy, the U.K. and France. In Eastern Europe, orders were awarded predominantly for urban transit. In Poland, a major order was secured for commuter and regional trains along with a services contract. Order volume in the signalling segment was mainly driven by investments in Poland and Turkey.

The outlook for Europe in the coming years remains positive. Significant orders are anticipated for high-speed trains in Switzerland, the U.K. and France, and for commuter and regional trains in Germany and the U.K. In the upcoming years, significant tenders are projected in the signalling segment in Spain and Norway and in the services segment in the U.K. and Germany. The Eastern European market is expected to be driven by rail opportunities for high-speed, commuter and regional trains as well as in urban transit. Investments in the signalling segment are expected in both urban and mainline infrastructure with opportunities foreseen in Europe particularly in Turkey, Poland and Bulgaria.

North America

The order volume declined compared to last year, mainly due to large orders awarded in 2016 for high-speed trains and a long-term light rail vehicle (LRV) services agreement. In 2017, the market was driven by orders across various segments in the U.S. and Canada. Most significant orders were secured in locomotives, LRVs and high-speed trains as well as contracts in the signalling and services segments.

Strong order volume is anticipated in North America in the upcoming years. In the U.S., several large tenders are expected to be issued, such as a commuter and regional train order for the city of New York. Additionally, noteworthy orders are foreseen for commuter and regional trains and metros. In Canada, opportunities in the

commuter and regional trains are anticipated along with a long-term services agreement and potential tenders in metros and LRVs. In Mexico, opportunities are expected in urban transit including monorail. Many small and medium signalling and services opportunities are forecast in North America.

Asia-Pacific

The order volume decreased in 2017 compared to last year, mainly due to several large commuter and regional train contracts along with long-term services contracts awarded in 2016, particularly in Australia. In 2017, major projects were signed largely for metros and LRVs in China, Malaysia, Bangladesh and the Philippines. In Thailand, a noteworthy monorail contract was awarded. Significant signalling orders were secured in Australia and Thailand as well as many mid-size services agreements in Australia and Malaysia.

The highly anticipated large commuter and regional train tender for India is expected to be awarded in the upcoming years. Further investments in India in the rolling stock segment are expected, particularly for locomotives as well as metros. Additionally, opportunities are anticipated for metros in China, South Korea and Singapore as well as for commuter and regional trains in China and Australia. Investment in the signalling and services segments will be primarily driven by opportunities in Australia, India and Thailand.

Rest of World⁽¹⁾

The overall order volume decreased in the Rest of World, mainly due to a large metro order awarded in 2016 in Iran. During 2017, significant orders for regional trains, metros and locomotives were awarded in Iran, Russia and Egypt. In addition, a significant signalling project was awarded in Egypt in the last quarter of 2017. As well, a services agreement was signed in Russia at the beginning of the year for the maintenance of metro cars.

Urban transit solutions are expected to remain the strongest in the region due to the needs of tackling megatrends such as urbanization and city congestion. The most significant orders are expected in Russia where a potential large tender is expected for the expansion of the metro in Moscow as well as an opportunity in Peru for the extension of the metro in Lima. In Argentina, significant investments in commuter and regional trains are expected. In the signalling segment, large orders are forecast in Argentina and Chile. The city of Riyadh in Saudi Arabia is anticipated to list an operation and maintenance tender for the newly built metro.

⁽¹⁾ The Rest of world region includes South America, Central America, Africa, the Middle East and the CIS.

ANALYSIS OF RESULTS

Significant improvement in revenues and profitability

Results of operations

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|--|--------------------------------------|---------------|-----------------------------------|---------------|
| | 2017 | 2016 | 2017 | 2016 |
| Revenues | \$ 2,493 | \$ 1,948 | \$ 8,525 | \$ 7,574 |
| EBITDA before special items⁽¹⁾ | \$ 241 | \$ 205 | \$ 810 | \$ 657 |
| Amortization | 25 | 24 | 98 | 97 |
| Impairment charge on PP&E | (1) | — | — | — |
| EBIT before special items⁽¹⁾ | 217 | 181 | 712 | 560 |
| Special items | 11 | 20 | 295 | 164 |
| EBIT | \$ 206 | \$ 161 | \$ 417 | \$ 396 |
| EBIT margin before special items ⁽¹⁾ | 8.7% | 9.3% | 8.4% | 7.4% |
| EBIT margin | 8.3% | 8.3% | 4.9% | 5.2% |

⁽¹⁾ Non-GAAP financial measures. Refer to Non-GAAP financial measures sections in Overview for definitions of these metrics.

Revenues by geographic region

| | Fourth quarters ended December 31 | | | | Fiscal years ended December 31 | | | |
|---------------------------------|-----------------------------------|------|----------|------|--------------------------------|------|----------|------|
| | 2017 | | 2016 | | 2017 | | 2016 | |
| Europe ⁽¹⁾ | \$ 1,507 | 60% | \$ 1,299 | 67% | \$ 5,064 | 59% | \$ 4,948 | 65% |
| North America | 512 | 21% | 303 | 15% | 1,846 | 22% | 1,233 | 16% |
| Asia-Pacific ⁽¹⁾ | 299 | 12% | 233 | 12% | 1,058 | 12% | 936 | 13% |
| Rest of world ⁽¹⁾⁽²⁾ | 175 | 7% | 113 | 6% | 557 | 7% | 457 | 6% |
| | \$ 2,493 | 100% | \$ 1,948 | 100% | \$ 8,525 | 100% | \$ 7,574 | 100% |

⁽¹⁾ The increase in Europe in the fourth quarter ended December 31, 2017 reflects a positive currency impact of \$100 million, while the increases in Asia-Pacific and the Rest of world region in the fiscal year reflect positive currency impacts of \$26 million and \$27 million, respectively.

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

Revenues

Total revenues for the fourth quarter and fiscal year ended December 31, 2017, have increased by \$545 million and \$951 million, respectively, compared to the same periods last fiscal year. Excluding positive currency impacts of \$112 million for the fourth quarter and \$52 million for the fiscal year, revenues have increased by \$433 million, or 22%, and \$899 million, or 12%, respectively, compared to the same periods last fiscal year.

The \$433-million increase excluding currency impact for the fourth quarter is mainly explained by:

- higher activities in rolling stock in all regions, mainly due to ramp-up in production related to commuter and regional train contracts in all regions, some light rail vehicle and metro contracts in North America, and some high-speed train contracts in Europe, partly offset by some locomotive contracts in Europe nearing completion (\$296 million); and
- higher activities in systems in the Rest of world region, and in signalling in Asia-Pacific and Europe (\$91 million).

The \$899-million increase excluding currency impact for the fiscal year is mainly explained by:

- higher activities in rolling stock in North America, Asia-Pacific and Europe, mostly due to ramp-up in production related to some light rail vehicle and metro contracts in North America, some commuter and regional train contracts in these regions, and some intercity and high-speed train contracts in Europe, partly offset by some locomotive and very high-speed train contracts in Europe nearing completion (\$653 million);
- higher activities in systems in North America, the Rest of world region and Europe, and in signalling in Asia-Pacific and North America (\$198 million); and
- higher activities in services in North American and Europe (\$97 million).

Special items

Special items comprise items which do not reflect our core performance or where their separate presentation will assist users in understanding our results for the period, such as the impact of restructuring charges and significant impairment charges and reversals.

The special items for the fourth quarter and the fiscal year ended December 31, 2017 represented:

- severance costs of \$5 million and \$214 million, respectively, mainly related to our transformation in Europe. In line with these initiatives, asset write-downs of \$6 million and \$38 million, respectively, were also recorded as restructuring charges as we implement the site specialization strategy; and
- an impairment charge related to non-core operations of \$43 million recorded in the third quarter with respect to the expected sale of legal entities as part of our transformation plan.

The special items for the fourth quarter and the fiscal year ended December 31, 2016 represented:

- restructuring charges of \$159 million related to previously-announced restructuring actions, of which \$20 million were recorded in the fourth quarter representing severance provisions of \$10 million and impairment of PP&E of \$10 million; and
- a foreign exchange loss of \$5 million related to the reorganization of Transportation under one holding entity necessary to facilitate the placement of a minority stake in Transportation, recorded in the first quarter.

EBIT margin

The EBIT margin before special items for the fourth quarter decreased by 0.6 percentage point, mainly as a result of:

- a lower share of income from joint ventures and associates, mainly due to lower positive adjustments on certain contracts compared to last year; and
- lower margin in signalling, mainly due to adjustments on certain contracts.

Partially offset by:

- higher margin in rolling stock, mainly due to a favourable contract mix; and
- higher margin in systems and services, mainly due to better performance.

Including the impact of special items (see explanation of special items above), the EBIT margin for the fourth quarter remained stable compared to the same period last year.

The EBIT margin before special items for the fiscal year increased by 1.0 percentage point, mainly as a result of:

- higher margin in systems, mainly due to better performance;
- higher absorption of SG&A expenses; and
- a higher share of income from joint ventures and associates, mainly due to better performance.

Partially offset by:

- lower margin in rolling stock and signalling, mainly due to adjustments on certain contracts.

Including the impact of special items (see explanation of special items above), the EBIT margin for the fiscal year decreased by 0.3 percentage point, compared to the same period last year.

Significant orders in all segments resulting in book-to-bill of 1.2

Order backlog

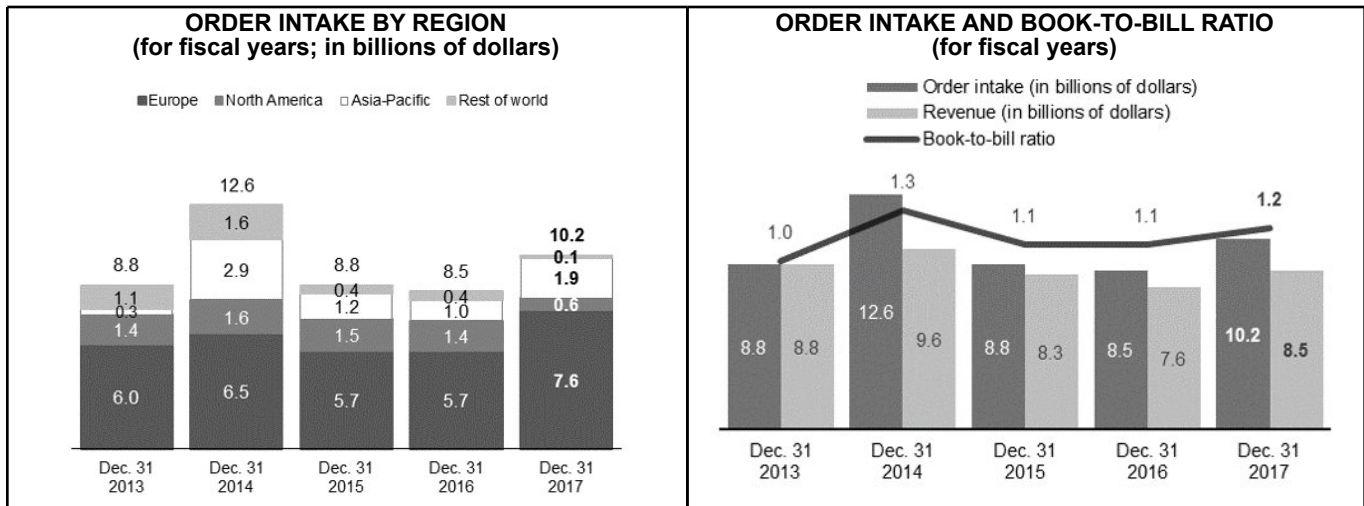
| | As at | |
|--------------------------|-------------------|-------------------|
| | December 31, 2017 | December 31, 2016 |
| (in billions of dollars) | \$ 34.4 | \$ 30.1 |

The \$4.3-billion increase in order backlog is due to higher order intake than revenues (\$1.7 billion), and the strengthening of some foreign currencies, mainly the euro, pound sterling, Australian dollar and Swedish krona, versus the U.S. dollar as at December 31, 2017, compared to December 31, 2016 (\$2.6 billion).

Order intake and book-to-bill ratio

| | Fourth quarters ended December 31 | | Fiscal years ended December 31 | |
|---------------------------------------|-----------------------------------|--------|--------------------------------|--------|
| | 2017 | 2016 | 2017 | 2016 |
| Order intake (in billions of dollars) | \$ 3.5 | \$ 2.3 | \$ 10.2 | \$ 8.5 |
| Book-to-bill ratio ⁽¹⁾ | 1.4 | 1.2 | 1.2 | 1.1 |

⁽¹⁾ Ratio of new orders over revenues.



A leading position⁽¹⁾ was reinforced in our relevant and accessible rail market⁽²⁾ with a cumulative order intake of \$27.5 billion over the past three years. Although the overall order volume in the market has decreased in 2017 compared to 2016, we have obtained several significant orders during the year, resulting in an increase in our order intake and in our order backlog. The \$1.7 billion increase in order intake in the fiscal year ended December 31, 2017, reflects several orders across various product segments and regions, with focus in Europe and Asia-Pacific. The variances include a positive currency impact of \$154 million in the fourth quarter, and a negative currency impact of \$24 million in the fiscal year.

⁽¹⁾ Based on a rolling 36-month order intake with latest data published by companies publishing order intake for at least 36 months.

⁽²⁾ Our relevant and accessible rail market is the world rail market, excluding the share of markets associated with contracts that are awarded to local players without open-bid competition, and excluding the infrastructure, freight wagon and shunter segments.

The significant orders obtained during the fiscal year ended December 31, 2017 were as follows:

| Customer | Country | Product or service | Number of cars | Market segment | Value |
|--|-------------|--|----------------|----------------------------|-----------------------|
| Fourth quarter | | | | | |
| Corelink Rail Infrastructure and West Midlands Trains | U.K. | AVENTRA Electrical Multiple Units (EMUs), maintenance and support services | 333 | Rolling stock and Services | \$ 724 |
| Société Nationale des Chemins de fer Français (SNCF) Mobilités on behalf of the Centre-Val de Loire Region | France | OMNEO / Premium double-deck EMUs | 256 | Rolling stock | \$ 444 ⁽¹⁾ |
| TX Logistik (TXL) | Italy | TRAXX locomotives and fleet maintenance services | 40 | Rolling stock and Services | \$ 297 |
| Mercitalia Rail | Italy | TRAXX locomotives and fleet maintenance services | 40 | Rolling stock and Services | \$ 249 |
| Victorian State Government | Australia | Signalling, CITYFLO 650 rail control solution and systems integration | n/a | Signalling | \$ 238 ⁽²⁾ |
| New Jersey Transit Corporation (NJ TRANSIT) | U.S. | ALP-45 locomotives | 17 | Rolling stock | \$ 160 |
| Duisburger Verkehrsgesellschaft AG (DVG) | Germany | FLEXITY trams | 47 | Rolling stock | \$ 156 |
| City and County of Denver, Colorado | U.S. | Operations and maintenance services for INNOVIA automated people mover (APM) system | n/a | Services | \$ 150 |
| Porterbrook and c2c | U.K. | AVENTRA EMUs, maintenance and support services | 60 | Rolling stock and Services | \$ 140 |
| Israel Railways (ISR) | Israel | TWINDEXX Vario double-deck coaches | 54 | Rolling stock | \$ 126 |
| Transport for Victoria (TfV) and the Victorian State Government | Australia | VLocity Diesel multiple units (DMU) | 27 | Rolling stock | \$ 112 |
| Third quarter | | | | | |
| Northern Bangkok Monorail Co. Ltd. (NBM) and Eastern Bangkok Monorail Co. Ltd. (EBM) | Thailand | INNOVIA Monorail 300 system and CITYFLO 650 automatic train control technology | 288 | System and signalling | n/a ⁽³⁾ |
| London Underground Ltd. (LUL) | U.K. | MITRAC traction systems and traction control equipment | n/a | Rolling stock | \$ 144 |
| Second quarter | | | | | |
| FirstGroup and MTR | U.K. | AVENTRA EMUs and Technical Services and Spares Supply Agreement (TSSSA) | 750 | Rolling stock and Services | \$ 1,100 |
| Société Nationale des Chemins de fer Français (SNCF) on behalf of Syndicat des Transports d'Île-de-France (STIF) | France | OMNEO / Regio 2N double-deck EMUs | 664 | Rolling stock | \$ 968 ⁽¹⁾ |
| First quarter | | | | | |
| Société Nationale des Chemins de fer Français (SNCF) | France | Design and build of intermediate cars, design of air conditioning and passenger access systems | 299 | Rolling stock | \$ 395 ⁽⁴⁾ |
| Zurich Public Transport (VBZ) | Switzerland | FLEXITY trams | 70 | Rolling stock | \$ 296 |
| Prasarana Malaysia Berhad | Malaysia | INNOVIA metro 300 cars | 108 | Rolling stock | \$ 266 ⁽⁵⁾ |
| Deutsche Bahn AG (DB) | Germany | TRAXX locomotives TWINDEXX Vario double-deck intercity cars | 25 124 | Rolling stock | n/a ⁽³⁾ |

⁽¹⁾ Contract value includes price escalation based on estimates.

⁽²⁾ Contract signed as part of the Rail Systems Alliance (RSA) which comprises Bombardier Transportation, CPB Contractors, Melbourne Metro Rail Authority and Metro Trains Melbourne. The order is valued at \$862 million, and only our share is stated above.

⁽³⁾ Contract value not disclosed.

⁽⁴⁾ Contract signed as part of a consortium with Alstom. The order is valued at \$1.22 billion, and only our share is stated above.

⁽⁵⁾ Contract signed together with local partner HARTASUMA SDN BHD. The order is valued at \$388 million, and only our share is stated above.

n/a: Not applicable

In December 2017, we have agreed to amend the contract terms with Metrolinx, Canada, to produce world-class light rail vehicles for the Eglinton Crosstown light rail transit system. This clearly resets the relationship with Metrolinx under its new leadership and provides a clear path forward to ensure certainty on the technical and financial obligations of both parties. Furthermore, it settles the arbitration with Metrolinx, benefiting all parties. The agreement is for us to now manufacture 76 light rail vehicles for the Eglinton Crosstown project, 106 vehicles less than the original contract for 182 vehicles. In addition, the GO Transit Operations and Maintenance contract with Metrolinx was extended by 18 months. This extension solidifies our prominent role as a provider of Operations and Maintenance in the Greater Toronto and Hamilton Area and is a recognition of our solid performance on the GO Transit contract. Overall, the revised contracts do not change materially the size of our relationship with Metrolinx.

During the fiscal year ended December 31, 2017, the following significant orders were awarded to our joint ventures and are not included in our backlog:

- In March 2017, our Chinese joint venture, Bombardier Sifang (Qingdao) Transportation Ltd. (BST), of which we own 50% of the shares, was awarded a contract with China Railway Corp. (CRC) to supply 144 CRH1A-A new generation high-speed train cars for China's evolving high-speed rail network. The contract for 18 eight-car trainsets is valued at \$284 million.
- In May 2017, our Chinese joint venture, Shentong Bombardier (Shanghai) Rail Transit Vehicle Maintenance Co. Ltd. (SHBRT), of which we own 50% of the shares, was awarded two contracts with Shanghai Shentong Metro Group Co. Ltd. to provide 10-years of overhaul services for 498 metro cars operating on Shanghai Metro's lines 7 and 9. Together, the two contracts are valued at \$158 million.
- In December 2017, our Chinese joint venture, CRRC Puzhen Bombardier Transportation Systems Limited (PBTS), of which we own 50% of the shares, was awarded a contract to provide the *INNOVIA* Monorail 300 platform along with a total of 240 cars to Wuhu City in Anhui Province. The contract is valued at \$270 million.

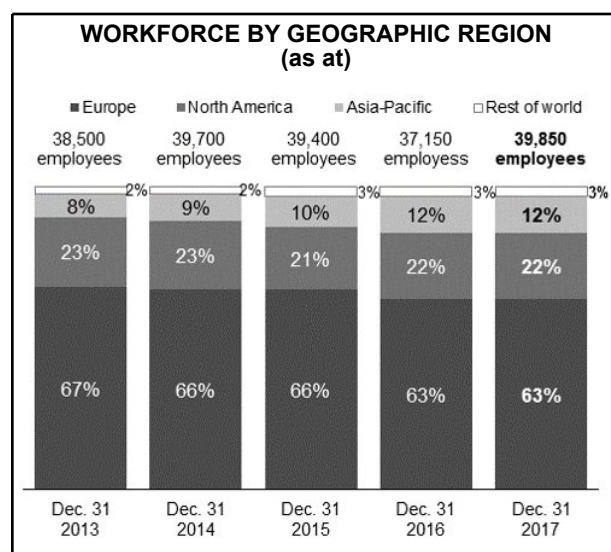
Workforce

Total number of employees

| | December 31, 2017 | December 31, 2016 |
|--|-------------------|-------------------|
| | | As at |
| Permanent ⁽¹⁾ | 33,850 | 33,050 |
| Contractual | 6,000 | 4,100 |
| | 39,850 | 37,150 |
| Percentage of permanent employees covered by collective agreements | 65% | 65% |

⁽¹⁾ Including inactive employees.

As part of our transformation plan, we are taking specific actions to streamline our administrative and non-production functions across the organization and leverage our worldwide footprint to create centers of excellence for design, engineering and manufacturing activities. During the year, we reached key milestones with Supervisory Boards and unions in Switzerland and Belgium, and with the General Works Council of Bombardier Transportation GmbH in Germany, allowing us to pave the way forward in our transformation initiatives, which are expected to be largely completed in the next 24 months. These actions support our efforts to build our earnings growth potential and highlight our focus on improving productivity, reducing costs and optimizing our worldwide footprint to deliver increased value to customers and shareholders.



In 2017, the overall number of employees has increased by 7%, or 2,700 employees, worldwide, as a result of strategic hiring to support major rail contract wins as well as our growth strategy in aftermarket business, partially offset by restructuring actions. In order to respond to project and operational requirements, we have increased our contractual workforce in Europe, while our permanent workforce has increased in North America and in Asia-Pacific.

Our global incentive-based employee compensation rewards the collective and personal efforts of our employees in achieving our objectives, using performance indicator targets. At the end of 2017, a total of 2,550 employees worldwide, or 7.5% of permanent employees, were eligible to participate in the program. In 2017, as part of this program, incentive-based compensation was linked to the achievement of targeted results, based on EBIT before special items and free cash flow before net interest and income taxes.

GUIDANCE AND FORWARD-LOOKING STATEMENTS

| | Original 2017 guidance | Latest 2017 guidance | What we did in 2017 | What's next for 2018 ⁽¹⁾⁽²⁾⁽³⁾ |
|----------------------------------|------------------------|----------------------|---------------------|---|
| Revenues | ~ \$8.5 billion | No change | \$8.5 billion | ~ \$9.0 billion |
| EBIT margin before special items | ~ 7.5% | ~ 8.0% | 8.4% | > 8.5% |

2017 guidance

During the second quarter of 2017, we increased our EBIT margin before special items⁽²⁾ guidance for the year to approximately 8.0%, mainly due to the performance in the first half of the year, which was driven by strong project execution.

2017 EBIT margin before special items⁽²⁾ of 8.4% has exceeded the revised guidance mainly driven by good progress on transformation initiatives, improved project management and better performance in our Chinese joint ventures.

Our strategy to achieve 2018 guidance

2018 planned revenues of approximately \$9.0 billion is attributed to production ramp-up and deliveries in key rolling stock contracts, stemming from a strong order backlog of \$34.4 billion.

EBIT margin before special items⁽²⁾ of above 8.5% planned in 2018 is driven by the benefits of revenue conversion as well as transformation initiatives, as we continue to create engineering and manufacturing centers of excellence and leverage our standardized product and services platforms.

⁽¹⁾ See Forward-looking statements in boxed text below for details regarding the assumptions on which the guidance is based. Also see forward-looking statements disclaimer in Overview.

⁽²⁾ Profitability guidance is based on EBIT margin before special items. Refer to the Non-GAAP financial measures section in Overview for a definition of this metric and to the Analysis of results section for a reconciliation to the most comparable IFRS measures.

⁽³⁾ Guidance for 2018 reflects the adoption of IFRS 9, *Financial instruments* and IFRS 15, *Revenue from contracts with customers*. Transportation's revenues guidance for 2018 is based on the assumption that foreign exchange rates would remain stable in 2018 compared to 2017.

Forward-looking statements

Forward-looking statements⁽¹⁾ in this section of the MD&A are based on:

- normal contract execution of current order backlog and the continued deployment and execution of key transformation initiatives, especially those impacting direct and indirect procurement costs, labour efficiency and working capital improvement;
- the realization of upcoming tenders and our ability to capture them;
- our ability to transfer best practices and technology across production;
- our ability to execute and deliver business model enhancement initiatives;
- our ability to recruit and retain highly skilled resources to deploy our product development and project execution strategy;
- revenue conversion and phase out of our legacy contracts;
- successful deployment and execution of growth strategies, including the value chain approach and the creation of ecosystems, site specialization and the creation of engineering centers of excellence, and the evolution of the revenue mix towards more signalling and systems and operations and maintenance contracts;
- a sustained level of public sector spending;
- the ability of our supply base to support the execution of projects;
- competitive global environment and global economic conditions to remain similar; and
- stability of foreign exchange rates.

⁽¹⁾ Also see the Guidance and forward-looking statements section in Overview.

OTHER

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OFF-BALANCE SHEET ARRANGEMENTS

Factoring facilities

In the normal course of its business, Transportation has factoring facilities mainly in Europe, to which it can sell, without credit recourse, qualifying trade receivables. For more details, refer to Note 16 - Trade and other receivables, to the consolidated financial statements.

Credit and residual value guarantees

In connection with the sale of certain of our products, mainly commercial aircraft, we have provided financing support in the form of credit and residual value guarantees to enhance the ability of certain customers to arrange third-party financing for their acquisitions.

Credit guarantees provide support through contractually limited payments to the guaranteed party to mitigate default-related losses. Credit guarantees are triggered if customers do not perform during the term of the financing under the relevant financing arrangements. The remaining terms of these financing arrangements range from 1 to 10 years. In the event of default, we usually act as an agent for the guaranteed parties for the repossession, refurbishment and re-marketing of the underlying assets. We typically receive a fee for these services.

Residual value guarantees provide protection to the guaranteed parties in cases where the market value of the underlying asset falls below the guaranteed value at an agreed-upon date. In most cases, these guarantees are provided as part of a customer financing arrangement (these arrangements have remaining terms ranging from 1 to 10 years). The value of the underlying asset may be adversely affected by a number of factors. To mitigate the exposure, the financing arrangements generally require the aircraft used as collateral to meet certain contractual return conditions in order to exercise the guarantee. If a residual value guarantee is exercised, it provides for a contractually limited payment to the guaranteed parties, which is typically a specified maximum amount of the first losses incurred by the guaranteed party. A claim under the guarantee may typically be made only at the end of the financing arrangement, upon the sale of the underlying asset to a third party.

When credit and residual value guarantees are provided in connection with a financing arrangement for the same underlying asset, residual value guarantees can only be exercised if the credit guarantee expires without having been exercised and, as such, the guarantees are mutually exclusive.

For more details, refer to Note 39 – Commitments and contingencies, to the consolidated financial statements.

Financing commitments

We sometimes provide financing support to facilitate our customers' access to capital. This support may take a variety of forms, including providing assistance to customers in accessing and structuring debt and equity for aircraft acquisitions or providing assurance that debt and equity are available to finance such acquisitions.

As at December 31, 2017, we had no commitments to arrange financing for customers in relation to the future sale of aircraft.

Financing structures related to the sale of commercial aircraft

In connection with the sale of commercial aircraft, we have provided credit and/or residual value guarantees and subordinated debt to, and retained residual interests in, certain entities created solely to provide financing related to the sale of commercial aircraft. Commercial Aircraft also provides administrative services to certain of these entities in return for a market fee.

Typically, these entities are financed by third-party long-term debt and equity. Often, equity investors benefit from tax incentives. The aircraft serve as collateral for the entities' long-term debt.

For more details, refer to Note 38 – Unconsolidated structured entities, to the consolidated financial statements.

RISKS AND UNCERTAINTIES

We operate in industry segments which present a variety of risk factors and uncertainties. The risks and uncertainties described below are those that we currently believe could materially affect our business activities, financial condition, cash flows and results of operations, but are not necessarily the only risks and uncertainties that we face. If any of these risks, or any additional risks and uncertainties presently unknown to us or that we currently consider as being not material, actually occur or become material risks, our business activities, financial condition, cash flows and results of operations could be materially adversely affected.

| | |
|---------------------------|---|
| GENERAL ECONOMIC RISK | General economic risk is the risk of potential loss due to unfavourable economic conditions. These factors include, but are not limited to, government budget compression, reduced levels of public and private capital expenditures, declining business confidence, political and economic pressures, including those arising from increasing government deficits and sovereign debt overruns, and crises in the credit markets. |
| BUSINESS ENVIRONMENT RISK | Business environment risk is the risk of potential loss due to external risk factors. These factors may include the financial condition of the airline industry (including scope clauses in pilot union agreements restricting the operation of smaller jetliners by major airlines or by their regional affiliates) and business aircraft customers, the financial condition of the rail industry, trade policy, as well as increased competition from other businesses including new entrants in market segments in which we compete. In addition, political instability and force majeure events such as acts of terrorism, natural disasters, global health risks, or the outbreak of war or continued hostilities in certain regions of the world could result in lower orders or the rescheduling or cancellation of part of the existing order backlog for some of our products. |
| OPERATIONAL RISK | Operational risk is the risk of potential loss due to the nature of our operations. Sources of operational risk include development of new products and services, development of new business and the complexity of obtaining certification and homologation of products and services. In addition, the large and complex projects that are characteristic of our businesses are often structured as fixed-price contracts and thus exposed to production and project execution risks. Furthermore, our cash flows are subject to pressures based on project-cycle fluctuations and seasonality and our businesses are capital intensive, which require that we regularly incur significant capital expenditures and investment over multi-year periods prior to realizing cash flows under a project. Other sources of operational risk include our ability to successfully implement our strategy and transformation plan, actions of business partners, product performance warranty and casualty claim losses, the use of estimates and judgments in accounting, regulatory and legal conditions, environmental, health and safety issues, as well as dependence on customers, suppliers (including supply chain management) and human resources. We are also subject to risks related to problems with reliance on information systems, reliance on and protection of intellectual property rights and adequacy of insurance coverage. |
| FINANCING RISK | Financing risk is the risk of potential loss due to the liquidity of our financial assets including counterparty credit risk, access to capital markets, restrictive debt covenants, financing support provided for the benefit of certain customers and government support. |
| MARKET RISK | Market risk is the risk of potential loss due to adverse movements in market factors including foreign currency fluctuations, changing interest rates, decreases in residual values of assets, increases in commodity prices and inflation rate fluctuations. |

General economic risk

The markets in which we operate may from time to time be affected by a number of local, regional and global factors. Since our sales and operations are undertaken around the world, including through manufacturing and production capacity in Europe and in North America, and partnerships and joint ventures in regions such as Asia and Africa, we may be directly or indirectly affected by an unfavourable political or economic slowdown occurring within these geographic zones and our business may be exposed to a number of related risks, such as fluctuations in exchange rates and restrictions on the transfer of capital.

Should the current uncertain global economic situation persist over time or deteriorate, should the economic headwinds in certain countries, regions or key markets intensify or spread to other countries, or should the global economic environment deteriorate, this could, in particular, result in potential buyers postponing the purchase of our products or services, lower order intake, order cancellations or deferral of deliveries, lower availability of customer financing, an increase in our involvement in customer financing, downward pressure on selling prices, increased inventory levels, decreased level of customer advances, slower collection of receivables, reduction in production activities, paused or discontinued production of certain products, termination of employees or adverse impacts on suppliers.

Brexit

On June 23, 2016, a referendum took place whereby British citizens voted to exit the European Union, commonly known as “Brexit”. Bombardier could be impacted by Brexit in both our aerospace and rail businesses. In 2017, 46% of our revenues were generated in Europe, of which 20% was generated in the U.K.

Brexit could result in increased geopolitical and economic risks and could cause disruptions to and create uncertainty surrounding our businesses, including affecting our relationships with existing and future customers, suppliers and employees, which could in turn have an adverse effect on our financial results and operations. There could also be greater restrictions on imports and exports between the U.K. and European Union countries and could also result in increased regulatory complexities.

The announcement of Brexit caused significant currency exchange fluctuations. The U.S. dollar strengthened against other currencies, particularly the pound sterling and the euro. Our revenues are denominated mainly in U.S. dollars for aircraft sales and mainly in euro and other currencies for our rail business. The strengthening of the U.S. dollar relative to these other currencies could adversely affect our results of operations, particularly in the rail business, where a potential devaluation of the local currency or of the euro relative to the U.S. dollar coupled with potential increased inflation risk, may expose us to losses and could impair our customers' purchasing power.

Business environment risk

Financial condition of the airline industry and business aircraft customers

The airline industry's financial condition and viability, including airlines' ability to secure financing, can influence the demand for our commercial aircraft. The nature of the airline industry makes it difficult to predict when economic downturns or recoveries will impact the industry, and economic cycles may be longer than expected. Continued cost pressures and efforts to achieve acceptable profitability in the airline industry may constrain the selling price of our aerospace products. Scope clauses in pilot union agreements in the U.S. restrict the operation of smaller jetliners by major airlines or by their regional affiliates and, therefore, may restrict demand in the regional aircraft market.

The purchase of aerospace products and services may represent a significant investment for a corporation, an individual or a government. When economic or business conditions are unfavourable, potential buyers may delay the purchase of our aerospace products and services. The availability of financing is also an important factor and credit scarcity can cause customers to either defer deliveries or cancel orders.

An increased supply of used aircraft as companies restructure, downsize or discontinue operations could also add downward pressure on the selling price of new and used business and commercial aircraft. We could then be faced with the challenge of finding ways to further reduce costs and improve productivity to sustain a favourable market position at acceptable profit margins. The loss of any major commercial airline or fractional ownership or charter operator as a customer or the termination of a contract could significantly impact our financial results.

Financial condition of the rail industry

The rail industry has historically been resilient during economic downturns. Challenging economic and financial conditions in specific areas, however, may have a negative impact on some rail operators. As customers deal with budget pressures and discipline and even austerity measures, it may result in projects being reduced in size, postponed or even cancelled. Such actions by public or private rail operators may negatively impact our order intake and revenues and put significant pressure on our cost structure and prices. These conditions may be exacerbated in times of declining investment activity.

A significant proportion of our rail business in any given period relies on government agencies and other public institutions, which have historically represented the vast majority of the value of the orders that we book annually. The amount public institutions are able to invest and spend depends on complex political and economic factors and could vary from one fiscal year to the next. Economic slowdown and public budgetary restrictions can cause a decrease in infrastructure investments, delays in placing orders and delays in executing contracts or payments, as well as a decrease in fiscal and other incentive-based measures to promote research and development. In periods of over-indebtedness (or of a sovereign debt crisis), the implementation of austerity or public spending reduction programs can lead to a negative impact on the volume of orders placed for transportation infrastructure projects.

In addition, intense competition in the rail industry and demands by customers in the current economic environment have resulted in certain adverse impacts, including the lower level and later receipt of advance payments. This evolution of contract terms may adversely impact our cash flows and may require us to obtain and deploy increased amounts of capital from other sources, including factoring facilities, which may adversely affect our return on equity, financial condition and results of operations. In addition, there can be no assurance that if such customer payment and advances terms continue to evolve in a manner adverse to the manufacturers we will be able to access sufficient replacement working capital to finance the execution of projects on acceptable terms or at all.

Trade policy

As a globally operating organization, our businesses are subject to government policies related to import and export restrictions and business acquisitions, support for export sales, and world trade policies including specific regional trade practices. As a result, we are exposed to risks associated with changing priorities by government and supranational agencies.

In addition, protectionist trade policies and changes in the political and regulatory environment in the markets in which we operate, such as foreign exchange import and export controls, tariffs and other trade barriers, price or exchange controls, as well as potential changes to or the termination of the existing North American Free Trade Agreement "NAFTA" between Canada, the U.S. and Mexico currently in discussion, could affect our business in several national markets, impact our sales and profitability and make the repatriation of profits difficult, and may expose us to penalties, sanctions and reputational damage.

Increased competition from other businesses including new entrants in market segments in which we compete

In the aerospace market segments in which we compete, competitors are developing numerous aircraft programs, with entries-into-service expected throughout the next decade. We face the risk that market share may be eroded if potential customers opt for competitors' products. We may also be negatively impacted if we are not able to meet product support expectations or provide an international presence for our diverse customer base.

In the rail market, we face intense competition in the markets and geographies in which we operate. We face competition from strong competitors, some of which are larger and may have greater resources in a given business or region, as well as competitors from emerging markets and new entrants, which may have a better cost structure. Some rail transportation market segments in which we operate, and some of the significant market participants in our businesses, are undergoing consolidation. Such consolidation may increase pressure on prices and profit margins, as well as on payment terms and conditions, manufacturing timeframes and the technologies proposed and services provided to clients, which could weaken our position in certain markets. Furthermore, certain competitors might be more effective and faster in capturing available market opportunities, which in turn may negatively impact our results, revenues and market share.

Political instability

Political instability, which may result from various factors, including social or economic factors, in certain regions of the world may be prolonged and unpredictable. Any prolonged political instability in markets in which we participate could lead to delays or cancellation of orders, deliveries or projects in which we have invested significant resources, particularly when the customers are state-owned or state-controlled entities.

Geopolitical and economic risks, international sanctions and the price of oil affecting many energy-exporting nations have raised new concerns in international economies. Beyond any immediate impact, these developments may also negatively affect the evolution of the global economy.

In addition, geopolitical events in the geographic areas in which we operate can increase difficulties relative to the conditions under which the contracts we have signed are executed, extend execution periods or trigger unexpected legislative or regulatory changes that could significantly increase the costs of execution initially

projected for these contracts and which could have a material adverse effect on our business, financial condition, cash flows and results of operations.

Global climate change

Global climate change could exacerbate certain of the threats facing our business, including the frequency and severity of weather-related events, which can disrupt our operations, damage our infrastructure or properties, create financial risk to our business or otherwise have a material adverse effect on our results of operations, financial position or liquidity. These may result in substantial costs to respond during the event, to recover from the event and possibly to modify existing or future infrastructure requirements to prevent recurrence. Climate changes could also disrupt our operations by impacting the availability and cost of materials needed for manufacturing and could increase insurance and other operating costs.

The potential physical impacts of climate change on our operations are highly uncertain, and could be particular to the geographic circumstances in areas in which we operate and may include changes in rainfall and storm patterns and intensities, water shortages, rising water levels and changing temperatures. These factors may impact our decisions to construct new facilities or maintain existing facilities in areas most prone to physical climate risks. We could also face indirect financial risks passed through the supply chain and process disruptions due to physical climate changes could result in price modifications for our products and the resources needed to produce them. These impacts may adversely impact the cost, production, and financial performance of our operations. In addition, concerns about the environmental impacts of air travel and tendencies towards “green” travel initiatives could have the effect of reducing demand for air travel and could materially adversely impact our Aerospace business.

Global climate change also results in regulatory risks which vary according to the national and local requirements implemented by each jurisdiction where we are present. Our products as well as our manufacturing and services activities are subject to environmental regulations by federal, provincial and local authorities in Canada as well as local regulatory authorities with jurisdiction over our operations outside of Canada. There continues to be a lack of consistent climate legislation, which creates economic and regulatory uncertainty. Most countries where we carry out manufacturing activities are at various stages of developing binding emission allocations and trading schemes. During 2017, our regulatory risks associated with climate change mainly fell under our obligations to the European Union Emission Trading Scheme, the United Kingdom Climate Change Agreement, the United Kingdom's Carbon Reduction Commitment energy efficiency scheme (launched in April 2010) and the Québec carbon market trading scheme. At the end of 2016, the province of Ontario decided to integrate the same carbon market trading scheme as Québec's, effective 2018. Increased public awareness and concern regarding global climate change may result in more legislative and/or regulatory requirements to reduce or mitigate the effects of greenhouse gas emissions. The impact to us and our industry from legislation and increased regulation regarding climate change is likely to be adverse and could be significant, particularly if regulators were to conclude that emissions from aircraft cause significant harm to the upper atmosphere or have a greater impact on climate change than other industries. We may be directly exposed to such measures, which could result in significant costs on us, on our customers and on our suppliers, including costs related to increased energy requirements, capital equipment, environmental monitoring and reporting, and other costs necessary to comply with such regulations that could adversely affect our business, financial condition, operating performance, and ability to compete.

Operational risk

Developing new products and services

Changes resulting from global trends such as climate change, volatile fuel prices, the growth of developing markets, urbanization, population growth and demographic factors influence customer demands in our main aerospace and rail transportation markets. To remain competitive and meet customers' needs, we are required to anticipate these changes and must continuously develop and design new products, improve existing products and services and invest in and develop new technologies. Introducing new products or technologies requires a significant commitment to R&D investment, including maintaining a significant level of highly skilled employees. Furthermore, our investments in new products or technologies may or may not be successful.

Our results may be impacted if we invest in products that are not accepted in the marketplace, if customer demand or preferences change, if new products are not approved by regulatory authorities (or if we fail to design or obtain homologation or accreditation for new products or technologies), are not brought to market in a timely manner, in particular, as compared to our competitors, or if our products become obsolete. We may incur cost overruns in developing new products and there is the risk that our products will not meet performance specifications to which we have committed to customers.

Our results could also be negatively impacted if we fail to design or obtain accreditation for new technologies and platforms on budget and in a timely manner. Further, our long-term growth, competitiveness and continued profitability are dependent on our ability to anticipate and adapt to changes in markets and to reduce the costs of producing high-quality, new and existing products, to continue to develop our product mix and to align our global presence with worldwide market opportunities.

In a highly competitive environment, we are and will remain exposed to the risk that more innovative or more competitive products, services or technologies are developed by competitors or introduced on the market more quickly or that the products we develop are not accepted by the market.

Business development

Our businesses are dependent on obtaining new orders and customers, thus continuously replenishing our order backlog. Our results may be negatively impacted if we are unable to effectively execute strategies to gain access to new markets, capture growth or successfully establish roots in new markets. Our book-to-bill ratio, which we define as new orders over revenues or units delivered, is an indicator that we use to track potential future revenues. However, the realization of revenues from new orders is based on certain assumptions, including the assumption that our relevant contracts will be performed in full in accordance with their terms. The termination or modification of any one or more major contracts may have a material and adverse effect on future revenues. We cannot guarantee that we will realize all of the revenues initially anticipated in our new orders, and any such shortfall may be significant.

Although we have developed and continue to develop our presence in many geographic markets, access to certain markets can prove to be difficult to secure, particularly if there is a local competitor benefiting from a stronghold in its home market. These types of situations could put us in an unfavourable position relative to some of our competitors and present challenges to our strategy and competitive strength in those zones.

Certification and homologation process

We are subject to stringent certification and approval requirements, as well as to the ability of regulatory bodies to perform these assessments on a timely basis, which vary by country and can delay the certification of our products. Non-compliance with current or future regulatory requirements imposed by Transport Canada (TC), the U.S. Federal Aviation Administration (FAA), the European Aviation Safety Agency (EASA), the Transport Safety Institute in the U.S. or other regulatory authorities could result in service interruption of our products, fewer sales or slower deliveries, an unplanned build-up of inventories, reduction in inventory values or impairment of assets.

The marketing and EIS of our rail products require compliance with rail transportation security standards that differ widely at the global level and are governed by various relevant regulatory authorities. This creates a complex process for securing the homologation of trains. The process for securing the homologation of trains is highly involved and may take longer and be more costly than initially anticipated due to the extent of testing and other supporting technical elements required by the relevant authorities, which elements may change over time. Our contracts increasingly include language that requires us to bear the risks and obligations associated with the homologation process, including risks relating to changes in law or regulation or the interpretation or application of regulations in respect of homologation.

Delays caused by the homologation process, or increased engineering or production costs relating to homologation, may lead to delays in our ability to deliver our products and complete our contracts, as well as contract cost overruns relative to our estimates and models and the payment of significant penalties or damages, service interruptions affecting the products, or even the risk of cancellation of all or a portion of the contract in

extreme cases of prolonged delays. There can be no assurance regarding the time frame required for obtaining certification or homologation.

Fixed-price and fixed-term commitments and production and project execution

We have historically offered, and expect to continue to offer, a significant portion of our products through pre-agreed fixed-price contracts with a stipulated delivery schedule, rather than contracts under which payment is determined solely on a time-and-material basis. Generally, we cannot terminate contracts unilaterally.

We are exposed to risks associated with these fixed-price contracts, including unexpected technological problems, difficulties with partners, subcontractors and suppliers, logistical difficulties and other execution issues that could lead to cost overruns, late delivery penalties or delays in receiving milestone payments. We may also incur late delivery penalties if we are unable to increase production rates sufficiently quickly to meet our commitments. In addition, due to the nature of the bidding process, long-term contract revenues are based, in part, on cost estimates. Our estimates of the costs for completing a project are subject to a number of assumptions, including future economic conditions, cost and availability of labour and raw materials, labour productivity, employment levels and salaries, facility utilization rates, inflation rates, foreign exchange rates and construction and technical standards to be applied to the project, and are influenced by the nature and complexity of the work to be performed. Due to the complexity and the length of many of the projects in which we participate, the actual investment, costs and productivity may differ materially from what we had initially modelled or anticipated. In addition, many of our contracts contain requirements to comply with mandatory performance levels for the equipment we deliver or a fixed delivery schedule. If we are unable to comply with these obligations, our clients could request the payment of contractual penalties, or terminate the contract in question, or even claim compensation.

The revenue, cash flow and profitability of large, complex, long-term projects vary significantly in accordance with the progress of the project and depend on a variety of factors, some of which are beyond our control, such as specification modifications and change orders demanded by the customer, increasing regulatory requirements in relation to homologation, unexpected technological problems, logistical difficulties and other execution issues that could lead to engineering cost and time overruns, production cost overruns, late delivery penalties and liquidated damages payments and postponement or delays in contract execution. In the context of large, complex, long-term contracts, such overruns and issues can be material in terms of cost and time, may lead to withholding of payment by customers or risk of cancellation of all or a portion of contract by the customer, and may have a material adverse impact on our business, results, cash flows, financial position and reputation. In addition, we may incur late delivery penalties in the event of an inability to increase production rates quickly enough to meet commitments under such large contracts. The profit margins generated by some of these contracts can, as a result, prove to be lower than those initially projected, or even be zero-margin or loss contracts.

In addition, many of our long-term contracts are signed with customers that are governmental or quasi-public entities. These types of customers require that we comply with project bidding and open market specifications, which may limit our ability to negotiate certain contractual terms and conditions and can force us to accept less favourable conditions. For example, customers may require manufacturers to bear an increasing proportion of the homologation regulatory risk, may insist on payment schedules that reduce or eliminate advance payments or that lead to negative cash-flow during the execution of a project, and may require mandatory technical performance levels and requirements associated with the issuance of parent company guarantees and bonds. For the most part, our rail transportation business is subject to public procurement protocols, which often take the form of adherence contracts that cannot be amended in any meaningful sense, causing bidders to risk disqualification if they attempt to reflect contingencies or special considerations in their offers. Moreover, public procurement protocols often feature specifications that are subject to numerous change orders, which may result in disputes regarding allocation of costs in respect of such change orders or specification modifications. These particularities could potentially expose our business to significant additional risks or costs that could adversely affect the profitability of our projects.

Additionally, for certain projects, contracts in our rail transportation business impose manufacturing or purchasing requirements in the countries in which the project is being executed. Such contracts may require us to build local production capacities, partner with local entities, and/or secure third-party purchases from local suppliers. Such terms and conditions can lead to pressures on costs, target volumes and execution.

Cash flows and capital expenditures

Our businesses are cyclical and highly capital intensive due to their nature. In the ordinary course of our business, the structure and duration of many of our complex, long-term projects and product development programs require us to invest significantly in engineering, development and production for many years before deliveries are made and the product begins to generate cash flow. In addition, we are regularly required to incur capital expenditures in order to, among other matters, maintain equipment, increase operating efficiency, develop and design new products, improve existing products and services, invest in and develop new technologies and maintain a significant level of highly skilled employees. Our ability to negotiate and collect customer advances and progress payments is therefore an important element of our cash flow and working capital management. However, intense competition in the markets in which we operate and demands by customers in the current economic environment have resulted in fewer and lower advance payments, which could place significant financial pressures on our operations. Discrepancies between our disbursements and amounts received on orders placed, or even any reduction in the overall volume of orders placed or a deterioration of the payment terms on these orders has an automatic adverse impact on the evolution in working capital requirements and results of operations.

Seasonality

In addition, our cash flows are, to a certain degree, subject to seasonal fluctuations and we expect a disproportionate amount of our cash flows from operations to be received or paid by us during our fourth quarter. We expect this trend to continue. While the payment terms with certain of our vendors extend beyond the amount of time necessary to collect proceeds from our customers, no assurance can be given that we will be able to maintain such terms. As a result of fourth quarter cash receipts, at December 31 of each year, our cash and cash equivalents balances typically reach their highest level (other than as a result of cash flows provided by or used in investing and financing activities). Our interim results can be affected by these seasonal fluctuations.

Deployment and execution of strategic initiatives related to cost reductions and working capital improvement

In 2015, we launched the multi-phased, multi-year Bombardier transformation plan focusing on three priorities: improve cash generation, reduce costs and drive performance. As with any large, company-wide transformation there are inherent risks in the timing of the deployment and in the planned value to be achieved. More specifically, the timing and magnitude of the specific initiatives and subsequent benefits, if any, could be affected by a multitude of external and internal factors including, but not limited to: the evolution of the demands and requirements of our businesses, variations in planned production volumes and schedules, the outcome of negotiations with suppliers and unions, changing legislation, changes in socio-economic conditions in the countries in which we operate, evolutions in the labour market for key talent, and changes in the priorities of the business. There can be no assurance that these initiatives, or other initiatives, will enable us to reach our objectives, or that any such measures will be implemented successfully or within the set time frame. A failure to successfully implement our strategy and transformation initiatives, or if such measures prove insufficient, could have an adverse impact on our business activities, financial condition, profitability and outlook.

Business partners

In some of the projects carried out through consortia or other partnership vehicles in which we participate, partners are jointly and severally liable to the customer. The success of these partnerships is dependent on satisfactory performance by us and our business partners. Failure of the business partners to fulfill their contractual obligations could result in additional financial and performance obligations, which could result in increased costs, unforeseen delays or impairment of assets. In addition, a partner withdrawing from a consortium during the bid phase may result in the loss of a potential order.

In order to penetrate new markets and strengthen our partnerships, we have implemented a number of joint ventures and partnerships in various countries and regions, such as Africa, the Middle East and Asia (in particular, China). These operations involve certain risks, in particular in relation to potential political or economic instability depending on the countries, in the difficulties that may arise in evaluating assets and liabilities relating to these

operations, in integrating people, activities, technologies and products, as well as in implementing governance and compliance systems and procedures.

Product performance warranty and casualty claim losses

The products that we manufacture are highly complex and sophisticated and may contain defects that are difficult to detect or correct. These products are subject to detailed specifications, which are listed in the individual contracts with customers, as well as to stringent certification or approval requirements. Defects may be found in products before and after they are delivered to the customer. When discovered, we may incur significant additional costs to modify and/or retrofit our products and we may not be able to correct defects in a timely manner or at all. The occurrence of defects and failures in our products could give rise to non-conformity costs, including warranty and damage claims, negatively affect our reputation and profitability and result in the loss of customers. Correcting such defects could require significant investment.

In addition, due to the nature of our business, liability claims may arise from accidents, incidents or disasters involving products and services that we have provided, including claims for serious personal injuries or death. These accidents may be caused by climatic factors or human error.

If any of our products is proven to have quality issues, fails to meet the national or industrial standards or has potential risks to the safety of human and properties, we may have to recall such products, be subject to penalties, have our operating licences or permits revoked, suspend production and sale of our products, or be ordered to take corrective measures. A product recall may also affect our reputation and brand name, result in a decreased demand for our products and lead to stricter scrutiny by regulatory agencies over our operations.

We cannot be certain that current insurance coverage will be sufficient to cover one or more substantial claims. Furthermore, there can be no assurance that we will be able to obtain insurance coverage at acceptable levels and costs in the future.

Regulatory and legal risks

We are subject to numerous risks relating to current and future regulations, as well as legal proceedings, both present or that may arise in the future. For example, the harmonization of the European railway market through the new European standards will require investment to upgrade our existing products to comply with regulatory requirements, without which regulatory authorities and thus our customer may not accept our products. Unavailability of compliant products may lead to a loss of market share.

We may become party to lawsuits in the ordinary course of business, including those involving allegations of late deliveries of goods or services, product liability, product defects, quality problems and intellectual property infringement. Material losses may be incurred related to litigation beyond the limits or outside the coverage of current insurance and existing provisions for litigation-related losses may not be sufficient to cover the ultimate loss or expenditure. In addition, employee, agent, supplier or partner misconduct or failure to comply with anti-bribery and other government laws and regulations could harm our reputation, reduce revenues and profitability, and subject us to criminal and civil enforcement actions. Moreover, legal proceedings resulting in judgments or findings against us may harm our reputation and place us at a disadvantage for future orders or contract awards.

Also refer to Note 39 – Commitments and contingencies to our consolidated financial statements.

Environmental, health and safety risks

Our products, as well as our manufacturing and service activities, are subject to environmental laws and regulations in each of the jurisdictions in which we operate, governing, among other things, product performance or materials content, energy use and greenhouse gas emissions, air, water and noise pollution, the use, storage, labelling, transportation and disposal or release of hazardous substances, human health and safety risks arising from the exposure to hazardous or toxic materials or defective products and the remediation of soil and groundwater contamination on or under our properties (whether or not caused by us), or on or under other properties and caused by our current or past operations, including our disposal of hazardous wastes at third party sites. These laws and regulations may cause us to incur costs, including fines, damages, criminal or civil

sanctions and remediation costs, or experience interruptions in our operations, and may negatively impact the market for our products.

Environmental, health and safety regulatory requirements, or enforcement thereof, may become more stringent in the future and we may incur additional costs to be compliant with such future requirements or enforcement. In addition, we may have contractual or other liabilities for environmental matters relating to businesses, products or properties that we have in the past closed, sold or otherwise disposed of, or will close, sell or dispose of in the future.

Dependence on customers

While we have a varied customer base, in any given period a limited number of contracts or customers may account for a significant portion of our revenues for some of our products. Although we constantly seek to expand our customer base, we believe that in any given period revenues and results may continue to be significantly affected by a limited number of customers due to the nature of some of our products. Consequently, the loss of such a customer or changes to their orders could result in fewer sales and/or a lower market share. Since the majority of our rail transportation customers are governments or public-sector companies or operate under public contracts, our order intake is also dependent to a significant degree on public-sector budgets and spending policies.

Dependence on suppliers

Our manufacturing operations are dependent on a limited number of suppliers for the delivery of raw materials (mainly aluminum, advanced aluminum alloy and titanium) and major systems (such as engines, wings, nacelles, landing gear, avionics, flight controls and fuselages) for our aerospace products, and raw materials (mainly steel and aluminum), services (mainly engineering, civil and electrical subcontracts) and major systems (such as brakes, doors, heating, ventilation and air conditioning) for our rail transportation products.

Disruptions in our supply chain can impact our ability to deliver on schedule. Moreover, failure by one or more suppliers to meet performance specifications, quality standards or delivery schedules could adversely affect our ability to meet our commitments to customers, in particular if we are unable to purchase the key components and parts from those suppliers upon agreed terms or in a cost-effective manner and if we cannot find alternative suppliers on commercially acceptable terms in a timely manner. We may not be able to recover any costs or liability we incur (including liability to our customers) as a result of any such failure from the applicable supplier, which could have a material adverse effect on our financial condition and results of our operations.

Some of our suppliers participate in the development of products such as aircraft or rolling stock platforms. The advancement of many of our new product development programs also relies on the performance of these key suppliers and, therefore, supplier delays which go unmitigated could result in delays to a program as a whole. These suppliers subsequently deliver major components and own some of the intellectual property related to key components they have developed. Our contracts with these suppliers are therefore on a long-term basis. The replacement of such suppliers, if possible, could be costly and take a significant amount of time.

Human resources (including collective agreements)

Employment market competition is fierce when it comes to hiring the highly qualified managers and specialists needed to complete the work we require, particularly in certain emerging countries. In many of our business areas we intend to expand our business activities, for which we will need highly skilled employees. The success of our development plans depends, in part, on our ability to develop skills, to retain employees, and to recruit and integrate additional managers and skilled employees. Human resource risk includes the risk of delays in the recruitment of or inability to retain and motivate highly skilled employees, including those involved in R&D and manufacturing activities that are essential to our success. There is no guarantee that we will be successful in recruiting, integrating and retaining such employees as needed to accompany our business development, in particular in emerging countries. Conversely, the measures to adapt headcount to evolution in demand may result in pressures from our workforce and social risks, which may have an adverse impact on our expected costs reductions and production capacities.

In addition, we are party to several collective agreements that are due to expire at various times in the future. An inability to renew these collective agreements on mutually agreeable terms, as they become subject to renegotiation from time to time, could result in work stoppages or other labour disturbances such as strikes, walkouts or lock-outs, and/or increased costs of labour, which could adversely affect our ability to deliver products and services in a timely manner and on budget and could adversely affect our financial condition and results.

Additionally, as a result of our continuing review of our businesses and processes to reduce cost, improve our manufacturing platform, and better position ourselves in the marketplace, it may be necessary to curtail production or permanently shut down facilities, leading to the transfer of employees to new production facilities and processes or to the reduction of our workforce. This could materially adversely impact our relationship with our employees, as well as result in asset write-downs at affected facilities.

Reliance on information systems

Like those of other large multinational companies, our technology systems may be vulnerable to a variety of sources of failure, interruption or misuse, including by reason of natural disasters, cyberattacks and cybersecurity threats, network communication failures, computer viruses and other security threats to the confidentiality, availability and integrity of our systems. Information security risks have increased in recent years due to the proliferation of new technologies and the increased sophistication of perpetrators of cyberattacks.

Information contained in our systems include proprietary or sensitive information on our customers, suppliers, partners, employees, business information, research and development activities and our intellectual property. Unauthorized third parties may be able to penetrate our network security and misappropriate or compromise our confidential information, deploy viruses, worms and other malware or phishing that would exploit any security vulnerabilities in our management information systems, create system disruptions or cause machinery or plant shutdowns. Such attacks could potentially lead to the publication, manipulation or leakage of information, improper use of our systems, defective products, production downtimes, and supply shortages. Our partners and suppliers also face risks of unauthorized access to their information systems which may contain our confidential information. The Cyber Security, Risk and Compliance team, under the direction of the Global CIO, and reporting to the Finance and Risk Management Committee of the Board of Bombardier, supervises and maintains technical and process controls, enforcement and comprehensive monitoring of systems and networks designed to prevent, detect and respond to unauthorized activity in our systems. We have not to date experienced a cyber security event of a material nature. However, considering the complexity and evolving nature of the threats, as well as the unpredictability of the timing, nature and scope of disruptions from such threats, we cannot ensure that the measures taken will be sufficient to counter any such unauthorized access to information systems, nor that our assessment and mitigation measures are sufficient to avoid, or mitigate the impact of, a system failure.

Any system failure, cyberattack or a breach of systems could result in disruption of activities and operational delays, information losses, significant remediation costs, increased cyber security costs, lost revenues due to a disruption of activities, diminished competitive advantage and/or litigation and reputational harm affecting customer and investor confidence, which could materially adversely affect our business, financial condition, and results of our operations. Material losses may be incurred related to the foregoing beyond the limits or outside the coverage of current insurance and existing provisions for such losses may not be sufficient to cover the ultimate loss or expenditure. Furthermore, media or other reports of perceived security vulnerabilities of our systems, even if no breach has been attempted or had occurred, could adversely impact our brand and reputation and materially impact our business and financial results.

Reliance on and protection of intellectual property

We regularly apply for new patents and actively manage our intellectual property portfolio to secure our technological position. However, our patents and other intellectual property may not prevent competitors from independently developing, or obtaining through licensing, alternative technologies that are substantially equivalent or superior to ours, and we cannot provide assurance that the measures we have taken will be sufficient to prevent any misappropriation of our intellectual property. Furthermore, we cannot assure that all our registration applications will be successful, or our registered intellectual property rights will not be subject to any objection. If

the steps we have taken and the protection afforded by law do not adequately safeguard our intellectual property rights, or we are not able to register or defend our intellectual property rights, and our competitors exploit our intellectual property in the manufacture and sale of competing products in the markets we operate, such events could materially and adversely affect our business.

We could also face claims by others that we are improperly using intellectual property owned by them or otherwise infringing their rights in intellectual property. Irrespective of the validity or the successful assertion of such claims, we could incur costs in either defending or settling any intellectual property disputes alleging infringement. Adverse rulings in any litigation or proceeding could result in the loss of our proprietary rights and subject us to significant liabilities or even business disruption. Any potential intellectual property litigation against us could also force us to, among other things, cease selling the challenged products, develop non-infringing alternatives or obtain licences from owner of the infringing intellectual property. We may not be successful in developing such alternatives or in obtaining such licences on reasonable terms or at all, which could damage our reputation and affect our financial condition and profitability.

Adequacy of insurance coverage for our business, products and properties

We maintain insurance policies in accordance with the needs of our business. However, we cannot guarantee that our insurance policies will provide adequate coverage should we face extraordinary occurrences that result in losses. We may not obtain certain insurance coverage or may experience difficulties in obtaining the insurance coverage we need at acceptable levels and costs in the future, which could materially and adversely affect our business, financial condition and results of operations. We do not carry any insurance for business interruption or loss of profit arising from accidents at any of our manufacturing facilities or other disruptions of our operations.

Accidents or natural disasters may also result in significant property damage, disruption of our operations and personal injuries or fatalities, and our insurance coverage may be inadequate to cover such losses. In the event of an uninsured loss or a loss in excess of our insured limits, we could suffer damage to our reputation and/or lose all or a portion of our production capacity as well as future revenues expected to be generated by the relevant facilities. Any material loss not covered by our insurance could adversely affect our business, financial condition and results of operations.

Financing risk

Liquidity and access to capital markets

Our businesses are cyclical and highly capital intensive. In the ordinary course of our business, we rely on cash and cash equivalents, cash flows generated by operations, capital market resources such as debt and equity and other financing arrangements such as revolving credit facilities and receivables factoring facilities to satisfy our financing needs. There can be no assurance that such working capital cash sources will be available to us in the future on acceptable terms or at all.

Our ability to achieve our business and cash generation plans is based on a number of assumptions which involve significant judgments and estimates of future performance, borrowing capacity and credit availability, which cannot at all times be assured.

We routinely review our debt profile with a view to managing or extending maturities (including, for example, as noted under the heading “Letter of credit facilities”) and/or negotiating more favourable terms and conditions with respect to our bank facilities. We also routinely review the terms and conditions of our bank facilities and seek annual extensions of the availability periods thereunder. In this respect, we are currently in negotiations for the annual extensions of each of our principal bank facilities as well as for certain other amendments, including amendments to our financial covenants and other technical amendments. These amendments are subject to prevailing market and other conditions that are beyond our control and there can be no assurance that we will be able to successfully negotiate such amendments on commercially reasonable terms, or at all. However, failure to successfully negotiate such amendments is not currently expected to have a material adverse effect on our business, financial condition, cash flows and results of operations.

From time to time, we undertake various financing initiatives to solidify our liquidity position. We plan to continue to explore various initiatives such as certain business activities' potential participation in industry consolidation. There are no assurances that we will be able to implement these or any other strategic options on favourable terms and timing or at all, and, if implemented, that such actions would have the planned results.

While we believe that our expected cash flows from operating activities, combined with available short-term capital resources will enable the development of new products to enhance competitiveness and support growth and will enable us to meet all other expected financial requirements in the foreseeable future, there can be no assurance that this will be the case.

If our cash flows and other capital resources are insufficient to fund the required work on our ongoing contracts, programs and projects, as well as our capital expenditures and debt service obligations, we could be forced to reduce or delay deliveries, investments and capital expenditures or to seek additional debt or equity capital. We may not be able to obtain alternative capital resources, if necessary, on favourable terms or at all.

A decline in credit ratings, a significant reduction in the surety or financing market global capacity, widening credit spreads, changes in our outlook or guidance, significant changes in market interest rates or general economic conditions or an adverse perception by banks and capital markets of our financial condition or prospects could all significantly increase our cost of financing or impede our ability to access financial markets. Our credit ratings may be impacted by many factors, including factors outside of our control relating to the industries or countries and regions in which we operate, and, accordingly, no assurance can be given that our credit ratings may not be downgraded in the future. Actual or anticipated changes or downgrades in our credit ratings, including any announcement that our ratings are under further review for a downgrade, may increase our cost of financing.

Our right to convert into cash certain deposits or investments, held in financing structures to guarantee our obligations, may be subject to restrictions. Additionally, in some countries, cash generated by operations may be subject to restrictions on the right to convert and/or repatriate money and may thus not be available for immediate use.

Retirement benefit plan risk

We are required to make contributions to a number of pension plans, most of which are presently in a deficit position. Pension funding requirements are dependent on regulatory requirements and on the valuations of plan assets and liabilities, which are subject to a number of factors, including expected returns on plan assets, long-term interest rates, as well as applicable actuarial practices and various other assumptions. The potential requirement to make additional contributions as a result of changes to regulations, actuarial assumptions or other factors may reduce the amount of funds available for operating purposes, thus limiting our financial flexibility and weakening our financial condition.

There is no assurance that retirement benefit plan assets will earn the expected rates of return. The ability of our retirement benefit plan assets to earn these expected rates of return depends in large part on the performance of capital markets. Market conditions also affect the discount rates used to calculate our net retirement benefit liabilities and could also impact our retirement benefit costs, cash funding requirements and liquidity position.

The net retirement benefit liability is highly sensitive to variations to the underlying discount rate, which represents the market rate for high-quality corporate fixed-income investments at the end of each reporting period consistent with the currency and estimated term of the benefit obligations. As a result, the discount rates change is based on market conditions.

Credit risk

We are exposed to credit risk through our derivative financial instruments and other investing activities carried out as part of our normal treasury activities, as well as through our trade receivables arising from normal commercial activities and through financing activities provided to our aerospace customers primarily in the form of aircraft loans and lease receivables. Reduced liquidity may result if our customers or other counterparties are unable to make payment of amounts owed to us, or delay these payments, and we may incur impairment losses on these assets. Furthermore, if our customers experience deteriorating credit quality, we may need to provide additional direct or indirect financing support to maintain sales, increasing our exposure to credit risk, or reduce our customers' credit limits, which could negatively affect our revenues.

We also have exposure to banks in the form of periodically placed deposits and credit commitments. In the event the banks with which we transact are unable to withstand regulatory or liquidity pressures, credit facilities, including letter of credit facilities, may become unavailable or we may not be able to extend such facilities upon their maturity.

Substantial debt and significant interest payment requirements

We currently have, and expect to continue to have, a substantial amount of debt and significant interest payment requirements. Our level of indebtedness could have significant consequences, including the following:

- it may be more difficult to satisfy our obligations with respect to our indebtedness;
- our vulnerability to general adverse economic and industry conditions may be increased;
- we may be required to dedicate a substantial portion of our cash flows from operations to interest and principal repayments on our indebtedness, reducing the availability of cash flows to fund capital expenditures, working capital, acquisitions, new business initiatives and other general corporate purposes;
- our flexibility in planning for, or reacting to, changes in our businesses and the industries in which we operate may be limited;
- we may be placed at a disadvantage compared to our competitors that have less debt or greater financial resources;
- it may limit, along with the financial and other restrictive covenants to which we are subject, among other things, our ability to borrow additional funds on commercially reasonable terms, or at all;
- we may be required to monetize assets on terms that are unfavourable to us; and
- we may be required to offer debt or equity securities on terms that are not favourable to us or our shareholders.

For more information regarding our long-term debt, see Note 27 - Long-term debt, to our consolidated financial statements.

Restrictive debt covenants

The indentures governing certain of our indebtedness, revolving credit facilities and letter of credit facilities contain covenants that, among other things, restrict our ability, and in some cases the ability of our subsidiaries, to:

- incur additional debt and provide guarantees;
- repay subordinated debt;
- create or permit certain liens;
- use the proceeds from the sale of assets and capital stock of subsidiaries;
- pay dividends and make certain other disbursements;
- allow our subsidiaries to pay dividends or make other payments;
- engage in certain transactions with affiliates; and
- enter into certain consolidations, mergers or transfers of all or certain assets.

These restrictions could impair our ability to finance future operations or capital needs, or engage in other business activities that may be beneficial.

We are subject to various financial covenants under our letter of credit facilities and unsecured revolving credit facilities which must be met on a quarterly basis. The \$400-million letter of credit and \$400-million unsecured revolving credit facility, which are available for the Corporation excluding Transportation, include financial covenants requiring a minimum EBITDA to fixed charges ratio, as well as a maximum gross debt and minimum EBITDA thresholds, all calculated based on an adjusted consolidated basis i.e. excluding Transportation. The Transportation letter of credit and revolving credit facilities include financial covenants requiring minimum equity as well as a maximum debt to EBITDA ratio, all calculated based on Transportation stand-alone financial data. In addition, we must maintain a minimum Transportation liquidity of €600 million (\$720 million). The \$400-million letter of credit and \$400-million unsecured revolving facilities, which are available for the Corporation excluding Transportation, require liquidity between \$750 million and \$850 million depending on the level of the EBITDA to fixed charges ratio, calculated based on an adjusted consolidated basis (i.e. excluding Transportation) at the end of each quarter of fiscal year 2017 (minimum liquidity of \$750 million for fiscal year 2016). Minimum liquidity is not defined as solely based on cash and cash equivalents as presented in the consolidated statement of financial position.

Our ability to comply with these covenants may also be affected by events beyond our control. A breach of any of these agreements or our inability to comply with these covenants could result in a default under these facilities, which would permit our banks to request immediate defeasance or cash cover of all outstanding letters of credit, and our bond holders and other lenders to declare amounts owed to them to be immediately payable. If any of these facilities is accelerated, or we are subject to significant cash cover calls, we may not have access to sufficient liquidity or credit to refinance such facilities on terms acceptable to us or at all. Furthermore, if we incur additional debt in the future, we may be subject to additional covenants, which may be more restrictive than those to which we are subject now. In addition, failure to comply with the obligations contained in our existing or future indentures or loan agreements could require us to immediately cash cover, or repay debt under other agreements that may contain cross-acceleration or cross-default provisions. There can be no assurance that we would be able to obtain waivers or amendments of any such defaults, or be able to cash cover or refinance such facilities, on terms acceptable to us or at all.

Financing support provided for the benefit of certain customers

From time to time, we provide aircraft financing support to customers. We may provide, directly or indirectly, credit and residual value guarantees or guarantee of a maximum credit spread, to support financing for certain customers such as airlines or to support financing by certain special purpose entities created solely i) to purchase our commercial aircraft and to lease those aircraft to airline companies or ii) to purchase financial assets such as loans and lease receivables related to the sale of our commercial aircraft. Under these arrangements, we are obligated to make payments to a guaranteed party in the event that the original debtor or lessee does not make the loan or lease payments, or if the market or resale value of the aircraft is below the guaranteed residual value amount at an agreed-upon date. A substantial portion of these guarantees has been extended to support original debtors or lessees with less than investment grade credit ratings.

Government support

From time to time, we receive various types of government financial support. Some of these financial support programs require the repayment of amounts to the government at the time of product delivery. The level of government support reflects government policy and depends on fiscal spending levels and other political and economic factors. We cannot predict if future government-sponsored support will be available. The loss of or any substantial reduction in the availability of government support could negatively impact our liquidity assumptions related to the development of aircraft or rail products and services. In addition, any future government support received by our competitors could have a negative impact on our competitiveness, sales and market share.

Market risk

Foreign exchange risk

Our financial results are reported in U.S. dollars and a significant portion of our sales and operating costs are transacted in currencies other than U.S. dollars, most often euros, Canadian dollars, pounds sterling, Swiss francs, Swedish kronor and Mexican pesos. In situations where we are not fully hedged, our results of operations are affected by movements in these currencies against the U.S. dollar. Significant fluctuations in relative currency values against the U.S. dollar could thus have a significant impact on our future profitability. Additionally, the settlement timing of foreign currency derivatives could significantly impact our liquidity.

Interest rate risk

Changes in interest rates may result in fluctuations in our future cash flows related to variable-rate financial assets and liabilities, including long-term fixed-rate debt synthetically converted to variable interest rates. Changes in interest rates may also affect our future cash flows related to commitments to provide financing support to facilitate customers' access to capital. For these items, cash flows could be impacted by changes in benchmark rates such as Libor, Euribor or Bankers' Acceptance. In addition, we are exposed to gains and losses arising from changes in interest rates, including marketability risk, through our financial instruments carried at fair value such as certain aircraft loans and lease receivables, investments in securities and certain derivatives.

Residual value risk

We are exposed to residual value risks through RVGs provided in support of commercial aircraft sales. These RVGs may be provided either directly to an airline, a lessor or to a financing party that participates in a long-term financing associated with the sale of commercial aircraft. RVGs are offered as a strip of the value of an aircraft with a ceiling and a floor. If the underlying aircraft is sold at the end of the financing period (or during this period in limited circumstances), the resale value is compared to the RVG strip. We are required to make payments under these RVGs when the resale value of the aircraft falls below the ceiling of the strip covered by the guarantee, but our payment is capped at the floor of the strip if the resale value of the aircraft is below that level.

Commodity price risk

We are exposed to commodity price risk relating principally to fluctuations in the cost of materials used in our supply chain, such as aluminum, advanced aluminum alloy, titanium, steel and other materials that we use to manufacture our products, and which represent a significant portion of our cost of sales. We do not maintain significant inventories of raw materials and components and parts. The prices and availabilities of raw materials and components and parts may vary significantly from period to period due to factors such as consumer demand, supply, market conditions and costs of raw materials. In particular, raw materials required for our operations, may be subject to pricing cyclicality and periodic shortages from time to time. We cannot guarantee that corresponding variations in cost will be fully reflected in contract prices, and we may be unable to recoup these raw material price increases, which could affect the profitability of such contracts.

Inflation risk

Our aerospace businesses are exposed to inflation risk relating to fluctuations in costs and revenue for aircraft orders received but for which the delivery of the aircraft will take place several years in the future. Revenues for these orders are adjusted for price escalation clauses linked to inflation. At Transportation, contract cost estimates are subject to inflation rate assumptions. Estimated revenues at completion are adjusted for price escalation clauses, several of which are linked to inflation. Fluctuations in inflation rates could nevertheless have a significant impact on our future profitability if the inflation rate assumption used varies from the actual inflation rate, and this is a particularly acute risk in respect of large long-term contracts which may have an impact on our results for several years.

ACCOUNTING AND REPORTING DEVELOPMENTS

Future changes in accounting policies

Financial instruments

In July 2014, the IASB completed the three-part project to replace IAS 39, *Financial instruments: recognition and measurement* by issuing IFRS 9, *Financial instruments*. IFRS 9, *Financial instruments* includes classification and measurement of financial assets and financial liabilities, a forward-looking 'expected loss' impairment model and a substantially-reformed approach to hedge accounting.

IFRS 9 uses a new approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments and the contractual cash flow characteristics of the financial assets. Most of the requirements in IAS 39 for classification and measurement of financial liabilities were carried forward in IFRS 9. However, the portion of the changes in fair value related to the entity's own credit risk, in measuring a financial liability at FVTPL, will be presented in OCI rather than in the statement of income.

IFRS 9 also introduced a new expected-loss impairment model that will require more timely recognition of expected credit losses. Specifically, the new standard requires entities to account for expected credit losses from when financial instruments are first recognized and to recognize full lifetime expected losses on a more timely basis.

Lastly, IFRS 9 introduced a new hedge accounting model, together with corresponding disclosures about risk management activities. The new hedge accounting model represents a substantial overhaul of hedge accounting that will enable entities to better reflect their risk management activities in their financial statements.

IFRS 9 will be effective for our fiscal year beginning on January 1, 2018. Our analysis has not identified significant differences resulting from the adoption of this standard.

Revenue Recognition

In May 2014, the IASB released IFRS 15, *Revenue from contracts with customers*, which supersedes IAS 11, *Construction Contracts*, and IAS 18, *Revenue* as well as other related interpretations. The core principle of IFRS 15 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Revenue is recognized when, or as, the customer obtains control of the goods or services.

The standard will be effective for our fiscal year beginning on January 1, 2018, and as a result IFRS 15 will be adopted in the first quarter of 2018. At that time we will restate our 2017 results, with an opening adjustment to equity as at January 1, 2017.

The majority of long-term manufacturing and service contracts at Transportation currently accounted for under the percentage-of-completion method are expected to meet the requirements for revenue recognition over time and therefore will continue to apply the percentage-of-completion method. The principal differences identified in respect of our accounting for long-term contracts at Transportation relate to the treatment of customer options for additional trains and the recognition of variable consideration such as price escalation clauses.

Under IAS 11, estimated revenues at completion include anticipated customer options for additional trains if it is probable that the customer will exercise the options and the amount can be measured reliably. Under IFRS 15, customer options are only included in the transaction price of the contract when they become legally enforceable as a result of the customer exercising its right to purchase the additional trains. This change will result in the deferral of revenue and margin until the customer exercises their option. The change in policy is expected to reduce equity at transition by approximately \$635 million (\$631 million after tax).

Under IAS 11, variable consideration such as price escalation clauses is included in estimated revenues at completion when the amount is considered probable and can be reliably measured. IFRS 15 introduces the concept of a constraint on the recognition of variable consideration whereby amounts can only be included in the transaction price to the extent it is highly probable that a significant reversal in the amount of cumulative revenue recognized will not occur when the uncertainty associated with the variable consideration is subsequently resolved. The introduction of this constraint will result in the transaction price recognizing the effect of price escalation for certain indices at a later point in time. Consequently this will have the effect of deferring revenue and margin which is expected to reduce equity at transition by approximately \$85 million (\$84 million after tax).

For the aerospace segments, revenues from the sale of aircraft will continue to be recognized when the aircraft have been delivered.

IFRS 15 indicates IAS 37, *Provisions, Contingent liabilities and Contingent Assets*, should be applied to onerous contracts but contains no other requirements as to their measurement. When the new revenue standard is adopted all loss provisions for contracts with customers will need to follow the same policy for the definition of unavoidable costs of fulfilling the contract. In line with one of the two approaches identified as reasonable by the IFRS Interpretations Committee in its June 13, 2017 tentative agenda decision, we will define unavoidable costs as the costs that we cannot avoid because we have the contract (for example, this would include an allocation of overhead costs if those costs are incurred for activities required to complete the contract). This approach is currently used for long-term contracts, however it will represent a change in accounting policy for other contracts in the aerospace segments and will increase the amount of onerous contract provisions and thereby lower subsequent inventory net realizable value charges. It is expected this change in policy will result in a reduction of equity at transition of approximately \$150 million (\$160 million after tax).

We will need to account for a significant financing component on orders where timing of cash receipts and revenue recognition differ substantially. Most of our contracts do not have a significant financing component. However, there are several orders in the Business Aircraft segment where advances were received well before expected delivery and therefore a financing component will need to be accounted for separately. The result is that interest expense will be accrued during the advance period and the transaction price will be increased by a corresponding amount. This change is expected to result in a decrease in equity at transition of approximately \$25 million before and after tax.

Under IFRS 15 revenues earned by the Aerostructures and Engineering Services on the inter-segment contract for the *C Series* program will be recognized at a point in time (delivery) as opposed to the current policy whereby it is recognized over-time (long-term contract accounting). Although this will impact the timing of revenues and profit recognition for the Aerostructures and Engineering Services segment, since it is inter-segment it will have no impact on our consolidated results.

While these changes will impact the timing of revenue and margin recognition, and will result in a reduction of equity at transition, there will be no change to cash flows and there will be no change in the profitability over the life of the contracts.

Based on our preliminary analysis, the changes in accounting policies are expected to result in an aggregate reduction of equity at January 1, 2017 of approximately \$900 million after tax.

For the nine-month period ended September 30, 2017 the changes in accounting policies are expected to result in an increase of consolidated revenues and EBIT of approximately \$70 million and \$115 million respectively. These impacts are mainly due to an expected increase of revenue and EBIT at Transportation of approximately \$85 million due to customers exercising their options and the timing of recognizing price escalation for long-term contracts.

We are completing our assessment of the impact of the new standard on our consolidated financial statements for the fourth quarter of fiscal year 2017.

Leases

In January 2016, the IASB released IFRS 16, *Leases*, to replace the previous leases Standard, IAS 17, *Leases*, and related Interpretations. IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract, the customer (lessee) and the supplier (lessor). IFRS 16 eliminates the classification of leases as either operating leases or finance leases and introduces a single lessee accounting model. IFRS 16 also substantially carries forward the lessor accounting requirements. Accordingly, a lessor continues to classify its leases as operating leases or finance leases, and to account for those two types of leases differently.

IFRS 16 will be effective for our fiscal year beginning on January 1, 2019. We are currently evaluating the impact the adoption of this standard will have on our consolidated financial statements. Where we are a lessee, we expect IFRS 16 will result in on-balance sheet recognition of most of our leases that are considered operating leases under IAS 17. This will result in the gross-up of the balance sheet through the recognition of a right-of-use asset and a liability for the present value of the future lease payments. Depreciation expense on the right-of-use asset and interest expense on the lease liability will replace the operating lease expense. We are continuing to assess the impact of the new standard on our consolidated financial statements and will provide further updates as we advance in our assessment.

Income taxes

In June 2017, the IASB released IFRIC 23, *Uncertainty over income tax treatments*. IFRIC 23 clarifies the application of recognition and measurement requirements in IAS 12, *Income Taxes*, when there is uncertainty over income tax treatments. It specifically addresses whether an entity considers each tax treatment independently or collectively, the assumptions an entity makes about the examination of tax treatments by taxation authorities, how an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates and how an entity considers changes in facts and circumstances.

IFRIC 23 will be effective for our fiscal year beginning on January 1, 2019, with earlier application permitted. We are assessing the impact of the adoption of this standard on our consolidated financial statements.

FINANCIAL INSTRUMENTS

An important portion of the consolidated balance sheets is composed of financial instruments. Our financial assets include cash and cash equivalents, trade and other receivables, aircraft loans and lease receivables, investments in securities, investments in financing structures, long-term contract receivables, restricted cash and derivative financial instruments with a positive fair value. Our financial liabilities include trade and other payables, long-term debt, short-term borrowings, lease subsidies, government refundable advances, vendor non-recurring costs, sale and leaseback obligations and derivative financial instruments with a negative fair value. Derivative financial instruments are mainly used to manage exposure to foreign exchange and interest rate risks. They consist mostly of forward foreign exchange contracts and interest rate swap agreements.

The use of financial instruments exposes us primarily to credit, liquidity and market risks, including foreign exchange and interest rate risks. A description on how we manage these risks is included in the Risk management section of Overview and in Note 34 – Financial risk management, to the consolidated financial statements.

Fair value of financial instruments

All financial instruments are required to be recognized at their fair value on initial recognition, plus transaction costs for financial instruments not at FVTP&L. Subsequent measurement is at amortized cost or fair value depending on the classifications of the financial instruments. Financial instruments classified as FVTP&L or AFS are carried at fair value, while all others are carried at amortized cost. The classification of financial instruments as well as the revenues, expenses, gains and losses associated with these instruments are provided in

Note 2 - Summary of significant accounting policies and in Note 14 – Financial instruments, to the consolidated financial statements.

Note 35 - Fair value of financial instruments, to the consolidated financial statements, provides a detailed description of the methods and assumptions used to determine the fair values of financial instruments. These values are point-in-time estimates that may change in subsequent reporting periods due to market conditions or other factors. Fair value is determined by reference to quoted prices in the principal market for that instrument to which we have immediate access. However, there is no active market for most of our financial instruments. In the absence of an active market, we determine fair value based on internal or external valuation models, such as stochastic models, option-pricing models and discounted cash flow models. Fair value determined using valuation models requires the use of assumptions concerning the amount and timing of estimated future cash flows, discount rates, the creditworthiness of the borrower, the aircraft's expected future value, default probability, generic industrial bond spreads and marketability risk. In determining these assumptions, we use primarily external, readily observable market inputs, including factors such as interest rates, credit ratings, credit spreads, default probabilities, currency rates, and price and rate volatilities, as applicable. Assumptions or inputs that are not based on observable market data are used when external data are unavailable. These calculations represent management's best estimates. Since they are based on estimates, the fair values may not be realized in an actual sale or immediate settlement of the instruments.

Note 35 – Fair value of financial instruments, to the consolidated financial statements, also provides a three-level fair value hierarchy, categorizing financial instruments by the inputs used to measure their fair value. The fair value hierarchy gives the highest priority to unadjusted quoted prices in active markets (Level 1) and the lowest priority to unobservable inputs (Level 3). In cases where the inputs used to measure fair value are categorized within different levels of hierarchy, the fair value measurement is reported at the lowest level of the input that is significant to the entire measurement. Assessing the significance of a particular input to the fair value measurement in its entirety requires judgment, taking into account factors specific to the asset or liability. The fair value hierarchy is not meant to provide insight on the liquidity characteristics of a particular asset or on the degree of sensitivity of an asset or liability to other market inputs or factors.

We consider gains and losses arising from certain changes in fair value of financial instruments incidental to our core performance, such as those arising from changes in market yields, as our intention is to continue to hold these instruments for the foreseeable future. These gains and losses are excluded from adjusted net income and adjusted EPS to provide users of the financial statements a better understanding of the core results of our business and enable better comparability of results from one period to another and with peers.

In connection with the sale of commercial aircraft, we hold financial assets and have incurred financial liabilities, measured at fair value, some of which are reported as Level 3 financial instruments, including certain aircraft loans and lease receivables, certain investments in financing structures and lease subsidies. The fair values of these financial instruments are determined using various assumptions, with the assumption on marketability risk being the most likely to change the fair value significantly from period to period. The fair value of aircraft loans and lease receivables was also moderately impacted by credit rating changes in the recent past.

Sensitivity analysis

Our main exposures to changes in fair value of financial instruments are related to changes in foreign exchange, interest rates, aircraft residual value curves, credit ratings and marketability adjustments. Note 34 – Financial risk management and Note 35 – Fair value of financial instruments, to the consolidated financial statements, present sensitivity analyses assuming variations in foreign exchange and interest rates.

RELATED PARTY TRANSACTIONS

Related parties, as defined by IFRS, are our joint ventures, associates and key management personnel. A description of our transactions with these related parties is included in Note 37 – Transactions with related parties, to the consolidated financial statements.

CRITICAL JUDGMENTS AND ACCOUNTING ESTIMATES

Our significant accounting policies and use of estimates and judgment are described in Note 2 – Summary of significant accounting policies and Note 4 – Use of estimates and judgment, to the consolidated financial statements. The preparation of financial statements in conformity with IFRS requires the use of estimates and judgment. Critical accounting estimates, which are evaluated on a regular ongoing basis and can change from period to period, are described in this section. An accounting estimate is considered critical if:

- the estimate requires us to make assumptions about matters that are highly uncertain at the time the estimate is made; and
- we could have reasonably used different estimates in the current period, or changes in the estimate are reasonably likely to occur from period to period that would have a material impact on our financial condition, our changes in financial condition or our results of operations.

Our best estimates regarding the future are based on the facts and circumstances available at the time estimates are made. We use historical experience, general economic conditions and trends, as well as assumptions regarding probable future outcomes as the basis for determining estimates. Estimates and their underlying assumptions are reviewed periodically and the effects of any changes are recognized immediately. Actual results will differ from the estimates used, and such differences could be material.

Our budget and strategic plan cover a five-year period and are fundamental information used as a basis for many estimates necessary to prepare financial information. We prepare a budget and a strategic plan covering a five-year period, on an annual basis, using a process whereby a detailed one-year budget and four-year strategic plan are prepared by each reportable segment and then consolidated. Cash flows and profitability included in the budget and strategic plan are based on existing and future contracts and orders, general market conditions, current cost structures, anticipated cost variations and in-force collective agreements. The budget and strategic plan are subject to approval at various levels, including senior management and the Board of Directors. We use the budget and strategic plan, as well as additional projections or assumptions, to derive the expected results for periods thereafter. We then track performance as compared to the budget and strategic plan at various levels within the Corporation. Significant variances in actual performance are a key trigger to assess whether certain estimates used in the preparation of financial information must be revised.

The following areas require management's most critical estimates and judgments. The sensitivity analyses below should be used with caution as the changes are hypothetical and the impact of changes in each key assumption may not be linear.

Long-term contracts

Transportation conducts most of its business under long-term manufacturing and service contracts and the aerospace segments have some long-term maintenance service contracts, as well as design and development contracts for third parties. Revenues and margins from long-term contracts relating to the designing, engineering or manufacturing of specially designed products (including rail vehicles, vehicle overhaul and signaling contracts) and service contracts are recognized using the percentage-of-completion method of accounting. The long-term nature of these contracts requires estimates of total contract costs and revenues at completion.

Estimated revenues at completion are adjusted for change orders, anticipated options for additional assets, claims, performance incentives, price escalation clauses and other contract terms that provide for the adjustment of prices. If it is probable that changes in revenues will occur and the amount can be measured reliably, they are included in estimated revenues at completion.

Contract costs include material, direct labour, manufacturing overhead and other costs, such as warranty and freight. Estimated contract costs at completion incorporate forecasts for material usage and costs, including escalation clauses, labour hours and costs, foreign exchange rates (including the effect of hedges) and labour productivity. These costs are influenced by the nature and complexity of the work to be performed, as well as the impact of change orders and potential delays in delivery. Cost estimates are based mainly on historical performance trends, economic trends, collective agreements and contracts signed with suppliers. We apply

judgment to determine the probability that we will incur additional costs from delays or other penalties and such costs, if probable, are included in estimated costs at completion.

Recognized revenues and margins are subject to revisions as contracts progress towards completion. We conduct quarterly reviews of estimated costs and revenues to completion on a contract-by-contract basis, including a review of escalation assumptions. In addition, a detailed annual review is performed on a contract-by-contract basis as part of the budget and strategic plan process. The effect of any revision may be significant and is recorded by way of a cumulative catch-up adjustment in the period in which the estimates are revised.

Sensitivity analysis

A 1% increase in the estimated future costs to complete all ongoing long-term contracts would have decreased Transportation's gross margin for 2017 by approximately \$84 million.

Assets held for sale

On October 16, 2017, we entered into an agreement with Airbus SE (Airbus) whereby Airbus will acquire 50.01% of CSALP, the entity that manufactures and sells the *C Series* aircraft. Airbus will provide procurement, sales and marketing, and customer support expertise to CSALP. At closing of the transaction, since Bombardier will no longer control CSALP, the transaction will be accounted for as a disposal of CSALP in exchange for an equity interest in the new partnership. At the transaction date, our interest in the new partnership will be measured at fair value based on the expected cash flows to be generated by the partnership. Thereafter, our investment will be accounted for using the equity method of accounting. Completion of the transaction is expected in 2018, subject to regulatory approvals and usual closing conditions.

In the consolidated financial statements the CSALP net assets are classified as a disposal group that is held for sale since management believes closing of the transaction is highly probable (e.g. the agreement was signed and the transaction is expected to be completed in 2018).

As an asset held for sale, the CSALP disposal group is measured at the lower of cost and fair value less costs to sell. PP&E and Intangible assets are not depreciated or amortized once classified as held for sale. In Q4 2017, the fair value less costs to sell of CSALP was estimated based on our interest in the discounted cash flows of the partnership subsequent to closing of the transaction. Our impairment methodology described in the aerospace program tooling section below was used to determine discounted cash flows. Judgment was applied in considering potential synergies from Airbus procurement, sales and marketing and customer support expertise in the discounted cash flows. Based on this assessment, we do not expect a loss on the transaction and therefore the disposal group is measured at cost.

See Note 28 - Assets held for sale for more information.

Aerospace program tooling

Our aerospace segments capitalize development costs as aerospace program tooling when certain criteria for deferral are met. Aerospace program tooling is amortized over the expected number of aircraft to be produced, beginning on the date of completion of the first aircraft of a program, and an impairment test is performed at least annually for aircraft programs under development and for specific programs when there is an indication that the asset may be impaired. An impairment charge is recorded when the recoverable amount of a group of assets generating independent cash inflows (a CGU) is less than the carrying value of those assets. The recoverable amounts of aerospace CGUs are based on fair value less costs of disposal, generally determined using a discounted cash flow model.

If key estimates change significantly, amortization expense may be understated or capitalized costs may not be recoverable and aerospace program tooling may be overstated.

Aerospace program tooling amortization and the calculation of recoverable amounts used in impairment testing require estimates of the expected number of aircraft to be delivered over the life of each program. The expected number of aircraft is based on management's aircraft market forecasts and our expected share of each market. Such estimates are reviewed in detail as part of the budget and strategic plan process. For purposes of impairment testing, we exercise judgment to identify independent cash inflows to identify CGUs by family of aircraft. Other key estimates used to determine the recoverable amount include the applicable discount rate, the expected future cash flows over the remaining life of each program, which include costs to complete the development activities, if any, as well as potential upgrades and derivatives expected over the life of the program. The estimated cost of potential upgrades and derivatives is based on past experience with previous programs. The expected future cash flows also include cash flows from aftermarket activities, as well as expected cost savings due to synergies from the perspective of a market participant.

The discount rate is based on a weighted average cost of capital calculated using market-based inputs, available directly from financial markets or based on a benchmark sampling of representative publicly-traded companies in the aerospace sector. The recoverable amounts were established during the fourth quarter of 2017, using a post-tax discount rate of 10.0%.

The estimated future cash flows for the first five years are based on the budget and strategic plan. After the initial five years, long-range forecasts prepared by management are used. Forecast future cash flows are based on management's best estimate of future sales under existing firm orders, expected future orders, timing of payments based on expected delivery schedules, revenues from related services, procurement costs based on existing contracts with suppliers, future labour costs, general market conditions, foreign exchange rates and applicable long-range forecast income tax rates.

Since an annual impairment test is required for aircraft programs under development, an assessment was prepared for the *Global 7000* and *Global 8000* aircraft program and we concluded there was no impairment.

Since the *C Series* aircraft program recently entered into service and given that a significant impairment charge was recorded in 2015, an assessment was prepared again this year and we concluded there was no impairment.

Sensitivity analysis

The following analyses are presented in isolation from one another, i.e. all other estimates left unchanged:

A 10% decrease, evenly distributed over future periods, in the expected future net cash inflows for the *Global 7000* and *Global 8000* aircraft program and the *C Series* aircraft program would not have resulted in an impairment charge in fiscal year 2017.

An increase of 100-basis points in the discount rate used to perform the impairment tests would not have resulted in an impairment charge in fiscal year 2017 for the *Global 7000* and *Global 8000* aircraft program and the *C Series* aircraft program.

Goodwill

Goodwill is related to the DaimlerChrysler Rail Systems GmbH (Adtranz) acquisition in May 2001. This goodwill is monitored by management at the Transportation operating segment level. An impairment assessment is performed at least annually, and whenever circumstances such as significant declines in expected sales, earnings or cash flows indicate that it is more likely than not that goodwill might be impaired. We selected the fourth quarter to perform an annual impairment assessment of goodwill.

During the fourth quarter of 2017, an impairment test was completed. The recoverable amount of the Transportation operating segment was calculated based on fair value less cost to sell using a discounted cash flow model. We did not identify any impairment.

Estimated future cash flows were based on the budget and strategic plan for the first 5 years and a growth rate of 1% was applied to derive a terminal value beyond the initial 5-year period. The post-tax discount rate is also a key

estimate in the discounted cash flow model and was based on a representative weighted average cost of capital. The post-tax discount rate used to calculate the recoverable amount in fiscal year 2017 was 8.5%.

Sensitivity analysis

A 100-basis point change in the post-tax discount rate would not have resulted in an impairment charge in 2017.

Valuation of deferred income tax assets

To determine the extent to which deferred income tax assets can be recognized, we estimate the amount of probable future taxable profits that will be available against which deductible temporary differences and unused tax losses can be utilized. Such estimates are made as part of the budget and strategic plan by tax jurisdiction on an undiscounted basis and are reviewed on a quarterly basis. We exercise judgment to determine the extent to which realization of future taxable benefits is probable, considering factors such as the number of years to include in the forecast period, the history of taxable profits and availability of prudent tax planning strategies. See Note 12 - Income taxes for more details.

Tax contingencies

Uncertainties exist with respect to the interpretation of complex tax regulations, changes in tax laws, and the amount and timing of future taxable income. Given the wide range of our international business relationships and the long-term nature and complexity of existing contractual agreements, differences arising between our actual results and the assumptions made, or future changes to such assumptions, could necessitate future adjustments to tax expense or recovery already recorded. We establish tax provisions for possible consequences of audits by the tax authorities of each country in which we operate. The amount of such provisions is based on various factors, such as experience from previous tax audits and differing interpretations of tax regulations by the taxable entity and the relevant tax authority. Such differences in interpretation may arise for a wide variety of issues depending on the conditions prevailing in the domicile of each legal entity.

Credit and residual value guarantees

Credit and residual value guarantees are generally provided to airlines or to participants in financing structures created in connection with the sale of commercial aircraft. A corresponding provision is recorded, measured at the amounts expected to be paid under the guarantees using an internal valuation model based on stochastic simulations.

The amounts expected to be paid under the guarantees may depend on whether credit defaults occur during the term of the original financing. When a credit default occurs, the credit guarantee may be called upon. In the absence of a credit default the RVG may be triggered. In both cases, the guarantees can only be called upon if there is a loss upon the sale of the aircraft. Therefore, the value of the guarantee is in large part impacted by the future value of the underlying aircraft, as well as on the likelihood that credit or residual value guarantees will be called upon at the expiry of the financing arrangements. Aircraft residual value curves, prepared by management based on information from external appraisals and adjusted to reflect specific factors of the current aircraft market and a balanced market in the medium and long term, are used to estimate the underlying aircraft future value. The amount of the liability is also significantly impacted by the current market assumption for interest rates since payments under these guarantees are mostly expected to be made in the medium to long term. Other key estimates in calculating the value of the guarantees include default probabilities, estimated based on published credit ratings when available or, when not available, on internal assumptions regarding the credit risk of customers. The estimates are reviewed on a quarterly basis.

Sensitivity analysis

The following analyses are presented in isolation from one another, i.e. all other estimates left unchanged:

Assuming a decrease of 10% in the residual value curves of all commercial aircraft as at December 31, 2017, Commercial Aircraft's EBIT for 2017 would have been negatively impacted by \$24 million.

Assuming an increase of 10% in the likelihood that residual value guarantees will be called upon at the expiry of the financing arrangements as at December 31, 2017, Commercial Aircraft's EBIT for 2017 would have been negatively impacted by \$41 million.

Assuming a 100-basis point decrease in interest rates as at December 31, 2017, Commercial Aircraft's EBT for 2017 would have been negatively impacted by \$12 million. Assuming a 100-basis point increase in interest rates as at December 31, 2017, Commercial Aircraft's EBT for 2017 would have been positively impacted by \$9 million.

Retirement and other long-term employee benefits

The actuarial valuation process used to measure pension and other post-employment benefit costs, assets and obligations is dependent on assumptions regarding discount rates, compensation and pre-retirement benefit increases, inflation rates, health-care cost trends, as well as demographic factors such as employee turnover, retirement and mortality rates. The impacts from changes in discount rates and, when significant, from key events and other circumstances, are recorded quarterly.

Discount rates are used to determine the present value of the expected future benefit payments and represent the market rates for high-quality corporate fixed-income investments consistent with the currency and the estimated term of the retirement benefit liabilities.

As the Canadian high-quality corporate bond market, as defined under IFRS, includes relatively few medium- and long-term maturity bonds, we establish the discount rate for our Canadian pension and other post-employment plans by constructing a yield curve using three maturity ranges. The first maturity range of the curve is based on observed market rates for AA-rated corporate bonds with maturities of less than six years. In the longer maturity ranges, due to the smaller number of high-quality bonds available, the curve is derived using market observations and extrapolated data. The extrapolated data points are created by adding a term-based yield spread over long-term provincial bond yields. This term-based spread is extrapolated between a base spread and a long spread. The base spread is based on the observed spreads between AA-rated corporate bonds and AA-rated provincial bonds for the 5 to 10 years to maturity range. The long spread is determined as the spread required at the point of average maturity of AA-rated provincial bonds in the 11 to 30 years to maturity range such that the average AA-rated corporate bond spread above AA-rated provincial bonds is equal to the extrapolated spread derived by applying the ratio of the observed spreads between A-rated corporate bonds and AA-rated provincial bonds for the 11 to 30 years to maturity range over the 5 to 10 years to maturity range, to the base spread. For maturities longer than the average maturity of AA-rated provincial bonds in the 11 to 30 years to maturity range, the spread is assumed to remain constant at the level of the long spread.

As the U.K. high-quality corporate bond market, as defined under IFRS, includes relatively few long-term maturity bonds, the discount rate for the Corporation's U.K. pension and other post-employment plans is established by constructing a hypothetical yield curve. The hypothetical yield curve is developed from Sterling corporate bond yield information for corporate bonds rated AA or equivalent quality. Target yields are developed from bonds across a range of maturity points, and a curve is fitted to those targets. Spot rates (zero coupon bond yields) are developed from the yield curve and used to discount benefit payment amounts associated with each future year. Since corporate bonds are generally not available for very long maturities, an assumption is made that spot rates remain level beyond the term of the longest data target point. The term of the longest data target point as at December 31, 2017 was 22 years.

We determine the expected rates of compensation increases considering the current salary structure, as well as historical and anticipated wage increases, in the context of current economic conditions.

See Note 22 – Retirement benefits, to the consolidated financial statements, for further details regarding assumptions used and sensitivity analysis to changes in critical actuarial assumptions.

Consolidation

We consolidate entities when, based on an evaluation of the substance of our relationship, we establish that we control the investee. We control an investee when we are exposed to, or have rights to, variable returns from our involvement with the investee and the ability to use power over the investee to affect the amount of our returns. This evaluation includes the use of judgment to determine whether rights held by NCI, such as the CDPQ's rights in respect of Transportation and Investissement Québec's rights in respect of CSALP, are protective in nature as opposed to substantive. We reassess the initial determination of control if facts or circumstances indicate that there may be changes to one or more elements of control.

From time to time, we participate in structured entities where voting rights are not the dominant factor in determining control. In these situations, we may use a variety of complex estimation processes involving both qualitative and quantitative factors to determine whether we are exposed to, or have rights to, significant variable returns. The quantitative analyses involve estimating the future cash flows and performance of the investee and analyzing the variability in those cash flows. The qualitative analyses involve consideration of factors such as the purpose and design of the investee and whether we are acting as an agent or principal. There is a significant amount of judgment exercised in evaluating the results of these analyses as well as in determining if we have power to affect the investee's returns, including an assessment of the impact of potential voting rights, contractual agreements and de facto control.

Onerous contract provision

An onerous contract provision is recorded if it is more likely than not that the unavoidable costs of meeting the obligations under a firm contract, other than long-term contracts related to designing, engineering or manufacturing specifically designed products and service contracts for which revenue is recognized using the percentage of completion method of accounting, exceed the economic benefits expected to be received under the contract. Judgment is used to determine which costs are considered unavoidable and the calculation of the unavoidable costs require estimates of expected future costs, including anticipated future cost reductions related to performance improvements and transformation initiatives. Unavoidable costs exclude the allocation of certain indirect overheads which are included in the cost of inventories, such as amortization. As early production units in a new aircraft program require higher costs than units produced later in the program, cost estimates also depend on expected delivery schedules. The estimates are reviewed on a quarterly basis.

CDPQ investment equity and derivative liability components

The convertibles shares issued to the CDPQ contain no obligation for Bombardier to deliver cash or other financial assets to the CDPQ. Judgment was used to conclude that the CDPQ's convertible share investment in BT Holdco is considered a compound instrument comprised of an equity component, representing the discretionary dividends and liquidation preference, and a liability component that reflects a derivative to settle the instrument by delivering a variable number of common shares of BT Holdco, as opposed to the entire instrument being characterized as a liability. We present convertible shares in equity (NCI) and derivative component as a liability.

The fair value of the convertible shares at issuance was assigned to its respective equity and derivative liability components so that no gain or loss arose from recognizing each component separately, the fair value of the derivative liability being established first and the residual amount allocated to the equity component. The liability component is remeasured quarterly using management's best estimate of the present value of the settlement amount. Management uses an internal valuation model based on stochastic simulations to estimate the fair value of the conversion option embedded in the BT Holdco convertible shares. The fair value of the embedded conversion option is based on the difference in present value between: the convertible shares' accrued liquidation preference based on the minimum return entitlement; and the fair value of the common shares on an as converted basis. This value is dependent on Transportation meeting the performance incentives agreed upon with the CDPQ, the timing of exercise of the conversion rights and the applicable conversion rate. The simulation model generates multiple Transportation performance scenarios over the expected term of the option, using the best estimate of Transportation's expected results over the remaining term of the instrument and a standard deviation derived from historic results. Fair value of the shares on an as-converted basis is calculated using an

EBIT multiple, which is based on market data, to determine the enterprise value. The discount rate used is also determined using market data. Management uses internal assumptions to determine the term of the instrument and the future performance of Transportation, derived from the budget and strategic plan.

See Note 35 - Fair value of financial instruments for a sensitivity analysis on the variability in the fair value of the conversion option as a result of a reasonably likely change in the expected future performance of Transportation.

CONTROLS AND PROCEDURES

In compliance with the Canadian Securities Administrators' Regulation 52-109, we have filed certificates signed by the Chief Executive Officer ("CEO") and the Chief Financial Officer ("CFO") that, among other things, report on the design and effectiveness of disclosure controls and procedures and the design and effectiveness of internal controls over financial reporting.

Disclosure controls and procedures

The CEO and the CFO have designed disclosure controls and procedures, or have caused them to be designed under their supervision, in order to provide reasonable assurance that:

- material information relating to the Corporation has been made known to them; and
- information required to be disclosed in the Corporation's filings is recorded, processed, summarized and reported within the time periods specified in securities legislation.

An evaluation was carried out, under the supervision of the CEO and the CFO, of the design and effectiveness of our disclosure controls and procedures. Based on this evaluation, the CEO and the CFO concluded that the disclosure controls and procedures are effective.

Internal controls over financial reporting

The CEO and the CFO have also designed internal controls over financial reporting, or have caused them to be designed under their supervision, in order to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

An evaluation was carried out, under the supervision of the CEO and the CFO, of the design and effectiveness of our internal controls over financial reporting. Based on this evaluation, the CEO and the CFO concluded that the internal controls over financial reporting are effective, using the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) on Internal Control – Integrated Framework (2013 Framework).

Changes in internal controls over financial reporting

No changes were made to our internal controls over financial reporting that occurred during the quarter and fiscal year ended December 31, 2017 that have materially affected, or are reasonably likely to materially affect, our internal controls over financial reporting.

FOREIGN EXCHANGE RATES

We are subject to currency fluctuations from the translation of revenues, expenses, assets and liabilities of foreign operations with non-U.S. dollar functional currencies, mainly the euro, pound sterling and other European currencies, and from transactions denominated in foreign currencies, mainly the Canadian dollar and pound sterling.

The foreign exchange rates used to translate assets and liabilities into U.S. dollars were as follows, as at:

| | December 31, 2017 | December 31, 2016 | Increase |
|-----------------|-------------------|-------------------|----------|
| Euro | 1.1993 | 1.0541 | 14% |
| Canadian dollar | 0.7975 | 0.7430 | 7% |
| Pound sterling | 1.3517 | 1.2312 | 10% |

The average foreign exchange rates used to translate revenues and expenses into U.S. dollars were as follows, for the fourth quarters ended:

| | December 31, 2017 | December 31, 2016 | Increase |
|-----------------|-------------------|-------------------|----------|
| Euro | 1.1770 | 1.0812 | 9% |
| Canadian dollar | 0.7878 | 0.7497 | 5% |
| Pound sterling | 1.3262 | 1.2416 | 7% |

The average foreign exchange rates used to translate revenues and expenses into U.S. dollars were as follows, for the fiscal years ended:

| | December 31, 2017 | December 31, 2016 | Increase/(Decrease) |
|-----------------|-------------------|-------------------|---------------------|
| Euro | 1.1281 | 1.1072 | 2% |
| Canadian dollar | 0.7705 | 0.7549 | 2% |
| Pound sterling | 1.2874 | 1.3561 | (5%) |

SHAREHOLDER INFORMATION

Authorized, issued and outstanding share data, as at February 13, 2018

| | Authorized | Issued and outstanding |
|--|---------------|------------------------------|
| Class A Shares (multiple voting) ⁽¹⁾ | 3,592,000,000 | 313,898,549 |
| Class B Shares (subordinate voting) ⁽²⁾ | 3,592,000,000 | 1,879,799,713 ⁽³⁾ |
| Series 2 Cumulative Redeemable Preferred Shares | 12,000,000 | 5,811,736 |
| Series 3 Cumulative Redeemable Preferred Shares | 12,000,000 | 6,188,264 |
| Series 4 Cumulative Redeemable Preferred Shares | 9,400,000 | 9,400,000 |

⁽¹⁾ Ten votes each, convertible at the option of the holder into one Class B Subordinate Voting Share.

⁽²⁾ Convertible at the option of the holder into one Class A Share under certain conditions.

⁽³⁾ Net of 52,983,051 Class B Subordinate Voting Shares purchased and held in trust in connection with the PSU and RSU plans.

Warrant, share option, PSU, DSU and RSU data as at December 31, 2017

| | |
|--|-------------|
| Warrants issued and outstanding | 205,851,872 |
| Options issued and outstanding under the share option plans | 116,307,725 |
| PSUs, DSUs and RSUs issued and outstanding under the PSU, DSU and RSU plans | 89,083,834 |
| Class B Subordinate Voting Shares held in trust to satisfy PSU and RSU obligations | 52,983,051 |

Information

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Additional information relating to the Corporation, including the annual information form, are available on SEDAR at sedar.com or on Bombardier's dedicated investor relations website at ir.bombardier.com.

Global 7000 and *Global 8000* aircraft program is currently in development, and as such is subject to changes in family strategy, branding, capacity, performance, design and/or systems. All specifications and data are approximate, may change without notice and are subject to certain operating rules, assumptions and other conditions. This document does not constitute an offer, commitment, representation, guarantee or warranty of any kind.

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Un exemplaire en français est disponible sur demande adressée auprès du service des Relations avec les investisseurs ou sur le site Internet de la Société dédié aux relations avec les investisseurs, à l'adresse ir.bombardier.com.

SELECTED FINANCIAL INFORMATION

The following selected financial information has been derived from, and should be read in conjunction with, the consolidated financial statements for fiscal years ended December 31, 2017, 2016 and 2015.

The following table provides selected financial information for the last three fiscal years.

| Fiscal years ended December 31 | 2017 | 2016 | 2015 |
|--|-----------|------------|------------|
| Revenues | \$ 16,218 | \$ 16,339 | \$ 18,172 |
| Net loss attributable to equity holders of Bombardier Inc. | \$ (516) | \$ (1,022) | \$ (5,347) |
| EPS (in dollars) | | | |
| Basic and diluted | \$ (0.25) | \$ (0.48) | \$ (2.58) |
| Cash dividends declared per share (in Canadian dollars) | | | |
| Class A Shares (multiple voting) | \$ — | \$ — | \$ — |
| Class B Shares (subordinate voting) | \$ — | \$ — | \$ — |
| Series 2 Preferred Shares | \$ 0.72 | \$ 0.68 | \$ 0.70 |
| Series 3 Preferred Shares | \$ 0.89 | \$ 0.78 | \$ 0.78 |
| Series 4 Preferred Shares | \$ 1.56 | \$ 1.56 | \$ 1.56 |

| As at December 31 | 2017 | 2016 | 2015 |
|-----------------------------------|-----------|-----------|-----------|
| Total assets | \$ 25,006 | \$ 22,826 | \$ 22,903 |
| Non-current financial liabilities | \$ 10,165 | \$ 9,737 | \$ 9,527 |

The quarterly data table is shown hereafter.

February 14, 2018

BOMBARDIER INC.
QUARTERLY DATA (UNAUDITED)

(the quarterly data has been prepared in accordance with IAS 34, Interim financial reporting, except market price ranges)

(in millions of U.S. dollars, except per share amounts)

| Fiscal years | 2017 | | | | | 2016 | | | | |
|--|-----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|----------------|-----------------|-----------------|
| | Total | Fourth quarter | Third quarter | Second quarter | First quarter | Total | Fourth quarter | Third quarter | Second quarter | First quarter |
| Revenues | | | | | | | | | | |
| Business Aircraft | \$ 4,961 | \$ 1,473 | \$ 1,095 | \$ 1,386 | \$ 1,007 | \$ 5,741 | \$ 1,651 | \$ 1,314 | \$ 1,473 | \$ 1,303 |
| Commercial Aircraft | 2,382 | 677 | 525 | 640 | 540 | 2,617 | 699 | 538 | 764 | 616 |
| Aerostructures and Engineering Services | 1,570 | 413 | 343 | 426 | 388 | 1,549 | 319 | 337 | 425 | 468 |
| Transportation | 8,525 | 2,493 | 2,134 | 1,975 | 1,923 | 7,574 | 1,948 | 1,782 | 1,964 | 1,880 |
| Corporate and Elimination | (1,220) | (341) | (262) | (335) | (282) | (1,142) | (237) | (235) | (317) | (353) |
| | \$ 16,218 | \$ 4,715 | \$ 3,835 | \$ 4,092 | \$ 3,576 | \$ 16,339 | \$ 4,380 | \$ 3,736 | \$ 4,309 | \$ 3,914 |
| EBIT | | | | | | | | | | |
| Business Aircraft | \$ 391 | \$ 129 | \$ 93 | \$ 95 | \$ 74 | \$ 477 | \$ 99 | \$ 84 | \$ 212 | \$ 82 |
| Commercial Aircraft | (385) | (147) | (95) | (87) | (56) | (903) | (144) | (107) | (586) | (66) |
| Aerostructures and Engineering Services | 150 | 50 | 38 | 33 | 29 | 128 | 24 | 20 | 69 | 15 |
| Transportation | 417 | 206 | 129 | (52) | 134 | 396 | 161 | 125 | 87 | 23 |
| Corporate and Elimination | (327) | (89) | (50) | (112) | (76) | (156) | (66) | (59) | (33) | 2 |
| | 246 | 149 | 115 | (123) | 105 | (58) | 74 | 63 | (251) | 56 |
| Financing expense ⁽¹⁾ | 778 | 273 | 175 | 194 | 154 | 819 | 281 | 195 | 187 | 170 |
| Financing income ⁽¹⁾ | (56) | (23) | (14) | (12) | (25) | (70) | (49) | (14) | (11) | (10) |
| EBT | (476) | (101) | (46) | (305) | (24) | (807) | (158) | (118) | (427) | (104) |
| Income taxes | 77 | 8 | 71 | (9) | 7 | 174 | 101 | (24) | 63 | 34 |
| Net loss | \$ (553) | \$ (109) | \$ (117) | \$ (296) | \$ (31) | \$ (981) | \$ (259) | \$ (94) | \$ (490) | \$ (138) |
| Attributable to | | | | | | | | | | |
| Equity holders of Bombardier Inc. | \$ (516) | \$ (108) | \$ (91) | \$ (289) | \$ (28) | \$ (1,022) | \$ (251) | \$ (79) | \$ (531) | \$ (161) |
| NCI | (37) | (1) | (26) | (7) | (3) | 41 | (8) | (15) | 41 | 23 |
| | \$ (553) | \$ (109) | \$ (117) | \$ (296) | \$ (31) | \$ (981) | \$ (259) | \$ (94) | \$ (490) | \$ (138) |
| EPS (in dollars) | | | | | | | | | | |
| Basic and diluted | \$ (0.25) | \$ (0.05) | \$ (0.05) | \$ (0.13) | \$ (0.02) | \$ (0.48) | \$ (0.12) | \$ (0.04) | \$ (0.24) | \$ (0.07) |
| Market price range of Class B Subordinate Voting Shares (in Canadian dollars) | | | | | | | | | | |
| High | \$ 3.24 | \$ 3.24 | \$ 2.67 | \$ 2.67 | \$ 2.76 | \$ 2.28 | \$ 2.20 | \$ 2.19 | \$ 2.28 | \$ 1.43 |
| Low | \$ 1.96 | \$ 2.15 | \$ 1.96 | \$ 2.01 | \$ 1.99 | \$ 0.72 | \$ 1.70 | \$ 1.56 | \$ 1.21 | \$ 0.72 |

⁽¹⁾ The amounts presented on a yearly basis may not correspond to the sum of the four quarters as certain reclassifications to quarterly figures to or from financing income and financing expense may be required on a cumulative basis.

BOMBARDIER INC.
HISTORICAL FINANCIAL SUMMARY

(in millions of U.S. dollars, except per share amounts and number of common shares)

| For the fiscal years ended December 31 | 2017 | 2016 | 2015 | 2014 | 2013 |
|--|-----------|------------|------------|------------|-----------|
| Revenues | \$ 16,218 | \$ 16,339 | \$ 18,172 | \$ 20,111 | \$ 18,151 |
| EBIT before special items⁽¹⁾ | \$ 672 | \$ 427 | \$ 554 | \$ 923 | \$ 893 |
| Special items | 426 | 485 | 5,392 | 1,489 | (30) |
| EBIT | 246 | (58) | (4,838) | (566) | 923 |
| Financing expense | 778 | 819 | 418 | 249 | 271 |
| Financing income | (56) | (70) | (70) | (75) | (119) |
| EBT | (476) | (807) | (5,186) | (740) | 771 |
| Income taxes | 77 | 174 | 154 | 506 | 199 |
| Net income (loss) | \$ (553) | \$ (981) | \$ (5,340) | \$ (1,246) | \$ 572 |
| Attributable to | | | | | |
| Equity holders of Bombardier Inc. | \$ (516) | \$ (1,022) | \$ (5,347) | \$ (1,260) | \$ 564 |
| NCI | \$ (37) | \$ 41 | \$ 7 | \$ 14 | \$ 8 |
| Adjusted net income (loss)⁽¹⁾ | \$ 63 | \$ (268) | \$ 326 | \$ 648 | \$ 608 |
| EPS (in dollars) | | | | | |
| Basic and diluted | \$ (0.25) | \$ (0.48) | \$ (2.58) | \$ (0.74) | \$ 0.31 |
| Adjusted ⁽¹⁾ | \$ 0.03 | \$ (0.15) | \$ 0.14 | \$ 0.35 | \$ 0.33 |
| General information | | | | | |
| Export revenues from Canada | \$ 6,498 | \$ 6,383 | \$ 7,335 | \$ 8,086 | \$ 6,767 |
| Net additions to PP&E and intangible assets | \$ 1,317 | \$ 1,201 | \$ 1,862 | \$ 1,964 | \$ 2,287 |
| Amortization | \$ 314 | \$ 371 | \$ 438 | \$ 417 | \$ 391 |
| Impairment charges on PP&E and intangible assets | \$ 51 | \$ 10 | \$ 4,300 | \$ 1,266 | \$ — |
| Dividend per common share (in Canadian dollars) | | | | | |
| Class A | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.10 | \$ 0.10 |
| Class B Subordinate Voting | \$ 0.00 | \$ 0.00 | \$ 0.00 | \$ 0.10 | \$ 0.10 |
| Dividend per preferred share (in Canadian dollars) | | | | | |
| Series 2 | \$ 0.72 | \$ 0.68 | \$ 0.70 | \$ 0.75 | \$ 0.75 |
| Series 3 | \$ 0.89 | \$ 0.78 | \$ 0.78 | \$ 0.78 | \$ 0.78 |
| Series 4 | \$ 1.56 | \$ 1.56 | \$ 1.56 | \$ 1.56 | \$ 1.56 |
| Market price ranges (in Canadian dollars) | | | | | |
| Class A Shares | | | | | |
| High | \$ 3.25 | \$ 3.35 | \$ 4.24 | \$ 4.68 | \$ 5.42 |
| Low | \$ 1.87 | \$ 0.89 | \$ 1.18 | \$ 3.30 | \$ 3.81 |
| Close | \$ 3.05 | \$ 2.33 | \$ 1.49 | \$ 4.13 | \$ 4.60 |
| Class B Subordinate Voting Shares | | | | | |
| High | \$ 3.24 | \$ 2.28 | \$ 4.24 | \$ 4.68 | \$ 5.43 |
| Low | \$ 1.96 | \$ 0.72 | \$ 1.03 | \$ 3.41 | \$ 3.80 |
| Close | \$ 3.03 | \$ 2.16 | \$ 1.34 | \$ 4.15 | \$ 4.61 |
| As at December 31 | | | | | |
| Number of common shares (in millions) | 2,194 | 2,193 | 2,220 | 1,740 | 1,739 |
| Book value per common share (in dollars) | \$ (2.79) | \$ (2.58) | \$ (1.99) | \$ (0.18) | \$ 1.20 |

⁽¹⁾ Non-GAAP financial measures. Refer to the Non-GAAP financial measures for definitions of these metrics and reconciliations to the most comparable IFRS measures in 2017 and 2016.

BOMBARDIER INC.
HISTORICAL FINANCIAL SUMMARY (CONTINUED)
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

| As at December 31 | 2017 | 2016 | 2015 | 2014 | 2013 |
|--|------------------|------------------|------------------|------------------|------------------|
| Assets | | | | | |
| Cash and cash equivalents | \$ 2,988 | \$ 3,384 | \$ 2,720 | \$ 2,489 | \$ 3,397 |
| Trade and other receivables | 1,231 | 1,291 | 1,473 | 1,538 | 1,492 |
| Inventories | 5,890 | 5,844 | 6,978 | 7,970 | 8,234 |
| Other financial assets | 415 | 336 | 450 | 530 | 637 |
| Other assets | 439 | 441 | 484 | 592 | 626 |
| Assets held for sale | 4,150 | — | — | — | — |
| Current assets | 15,113 | 11,296 | 12,105 | 13,119 | 14,386 |
| PP&E | 1,696 | 1,949 | 2,061 | 2,092 | 2,066 |
| Aerospace program tooling | 3,581 | 5,174 | 3,975 | 6,823 | 6,606 |
| Goodwill | 2,042 | 1,855 | 1,978 | 2,127 | 2,381 |
| Deferred income taxes | 603 | 705 | 761 | 875 | 1,231 |
| Investments in joint ventures and associates | 491 | 332 | 356 | 294 | 318 |
| Other financial assets | 825 | 915 | 870 | 1,328 | 1,568 |
| Other assets | 655 | 600 | 797 | 956 | 807 |
| Non-current assets | 9,893 | 11,530 | 10,798 | 14,495 | 14,977 |
| | \$ 25,006 | \$ 22,826 | \$ 22,903 | \$ 27,614 | \$ 29,363 |
| Liabilities | | | | | |
| Trade and other payables | \$ 4,194 | \$ 3,239 | \$ 4,040 | \$ 4,216 | \$ 4,089 |
| Provisions | 937 | 822 | 1,108 | 990 | 881 |
| Advances and progress billings in excess of long-term contract inventories | 1,990 | 1,539 | 1,408 | 1,698 | 2,352 |
| Advances on aerospace programs | 970 | 1,550 | 2,002 | 3,339 | 3,228 |
| Other financial liabilities | 342 | 608 | 991 | 1,010 | 1,009 |
| Other liabilities | 2,310 | 2,175 | 2,274 | 2,182 | 2,227 |
| Liabilities directly associated with assets held for sale | 2,533 | — | — | — | — |
| Current liabilities | 13,276 | 9,933 | 11,823 | 13,435 | 13,786 |
| Provisions | 814 | 1,444 | 918 | 562 | 584 |
| Advances on aerospace programs | 1,104 | 1,535 | 1,534 | 1,608 | 1,688 |
| Long-term debt | 9,200 | 8,738 | 8,908 | 7,627 | 6,988 |
| Retirement benefits | 2,633 | 2,647 | 2,159 | 2,629 | 2,161 |
| Other financial liabilities | 965 | 999 | 619 | 602 | 717 |
| Other liabilities | 746 | 1,019 | 996 | 1,096 | 990 |
| Non-current liabilities | 15,462 | 16,382 | 15,134 | 14,124 | 13,128 |
| | 28,738 | 26,315 | 26,957 | 27,559 | 26,914 |
| Equity (deficit) | | | | | |
| Attributable to equity holders of Bombardier Inc. | (5,702) | (5,243) | (4,067) | 42 | 2,426 |
| Attributable to NCI | 1,970 | 1,754 | 13 | 13 | 23 |
| | (3,732) | (3,489) | (4,054) | 55 | 2,449 |
| | \$ 25,006 | \$ 22,826 | \$ 22,903 | \$ 27,614 | \$ 29,363 |

BOMBARDIER INC.

CONSOLIDATED FINANCIAL STATEMENTS

**For the fiscal years ended
December 31, 2017 and 2016**

MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The consolidated financial statements and MD&A of Bombardier Inc. and all other information in the financial report are the responsibility of management and have been reviewed and approved by the Board of Directors.

The consolidated financial statements have been prepared by management in accordance with IFRS as issued by the International Accounting Standards Board. The MD&A has been prepared in accordance with the requirements of Canadian Securities Administrators. The financial statements and MD&A include items that are based on best estimates and judgments of the expected effects of current events and transactions. Management has determined such items on a reasonable basis in order to ensure that the financial statements and MD&A are presented fairly in all material respects. Financial information presented in the MD&A is consistent with that in the consolidated financial statements.

Bombardier Inc.'s Chief Executive Officer (CEO) and Chief Financial Officer (CFO) have designed disclosure controls and procedures and internal controls over financial reporting, or have caused them to be designed under their supervision, to provide reasonable assurance that material information relating to Bombardier Inc. has been made known to them; and information required to be disclosed in Bombardier Inc.'s filings is recorded, processed, summarized and reported within the time periods specified in Canadian securities legislation.

Bombardier Inc.'s CEO and CFO have also evaluated the effectiveness of Bombardier Inc.'s disclosure controls and procedures and internal controls over financial reporting as of the end of the fiscal year 2017. Based on this evaluation, the CEO and the CFO concluded that the disclosure controls and procedures and internal controls over financial reporting were effective as of that date, using the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) on Internal Control – Integrated Framework (2013 framework). In addition, based on this assessment, they determined that there were no material weaknesses in internal control over financial reporting as of the end of the fiscal year 2017. In compliance with the Canadian Securities Administrators' National Instrument 52-109, Bombardier Inc.'s CEO and CFO have provided a certification related to Bombardier Inc.'s annual disclosure to the Canadian Securities Administrators, including the consolidated financial statements and MD&A.

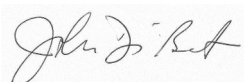
The Board of Directors is responsible for ensuring that management fulfills its responsibilities for financial reporting and is ultimately responsible for reviewing and approving the consolidated financial statements and MD&A. The Board of Directors carries out this responsibility principally through its Audit Committee.

The Audit Committee is appointed by the Board of Directors and is comprised entirely of independent and financially literate directors. The Audit Committee meets periodically with management, as well as with the internal and independent auditors, to review the consolidated financial statements, independent auditors' report, MD&A, auditing matters and financial reporting issues, to discuss internal controls over the financial reporting process, and to satisfy itself that each party is properly discharging its responsibilities. In addition, the Audit Committee has the duty to review the appropriateness of the accounting policies and significant estimates and judgments underlying the consolidated financial statements as presented by management, and to review and make recommendations to the Board of Directors with respect to the independence and the fees of the independent auditors. The Audit Committee reports its findings to the Board of Directors for its consideration when it approves the consolidated financial statements and MD&A for issuance to shareholders.

The consolidated financial statements have been audited by Ernst & Young LLP, the independent auditors, in accordance with Canadian generally accepted auditing standards on behalf of the shareholders. The independent auditors have full and free access to the Audit Committee to discuss their audit and related matters.



Alain Bellemare
President and Chief Executive Officer



John Di Bert, CPA, CA
Senior Vice President and Chief Financial Officer

February 14, 2018

INDEPENDENT AUDITORS' REPORT

TO THE SHAREHOLDERS OF BOMBARDIER INC.

We have audited the accompanying consolidated financial statements of Bombardier Inc. which comprise the consolidated statements of financial position as at December 31, 2017, 2016 and January 1, 2016, and the consolidated statements of income, comprehensive income, changes in equity and cash flows for fiscal years ended December 31, 2017 and 2016, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the consolidated financial statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, as issued by the International Accounting Standards Board, and for such internal control as Management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

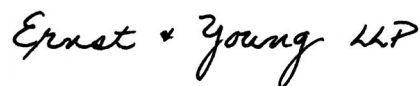
An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by Management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Bombardier Inc. as at December 31, 2017, 2016 and January 1, 2016, and its financial performance and its cash flows for fiscal years ended December 31, 2017 and 2016 in accordance with International Financial Reporting Standards, as issued by the International Accounting Standards Board.

(1)



Ernst & Young LLP
Montréal, Canada

February 14, 2018

⁽¹⁾ CPA auditor, CA, public accountancy permit no. A112431

CONSOLIDATED FINANCIAL STATEMENTS

For fiscal years 2017 and 2016

(Tabular figures are in millions of U.S. dollars, unless otherwise indicated)

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The following table shows the abbreviations used in the consolidated financial statements.

| Term | Description | Term | Description |
|-----------|---|--------|--|
| AFS | Available for sale | FVTP&L | Fair value through profit and loss |
| AOCI | Accumulated other comprehensive income | HFT | Held for trading |
| BPS | Basis points | IAS | International Accounting Standard(s) |
| CCTD | Cumulative currency translation difference | IASB | International Accounting Standards Board |
| BT Holdco | Bombardier Transportation (Investment) UK Limited | IFRIC | International Financial Reporting Interpretation Committee |
| CDPQ | Caisse de dépôt et placement du Québec | IFRS | International Financial Reporting Standard(s) |
| CGU | Cash generating unit | L&R | Loans and receivables |
| CSALP | C Series Aircraft Limited Partnership | MD&A | Management's discussion and analysis |
| DB | Defined benefit | NCI | Non-controlling interests |
| DC | Defined contribution | OCI | Other comprehensive income (loss) |
| DDHR | Derivative designated in a hedge relationship | PP&E | Property, plant and equipment |
| DSU | Deferred share unit | PSG | Performance security guarantee |
| EBIT | Earnings (loss) before financing expense, financing income and income taxes | PSU | Performance share unit |
| EBITDA | Earnings (loss) before financing expense, financing income, income taxes, amortization and impairment charges on PP&E and intangible assets | R&D | Research and development |
| EBT | Earnings (loss) before income taxes | RSU | Restricted share unit |
| EPS | Earnings (loss) per share attributable to equity holders of Bombardier Inc. | SG&A | Selling, general and administrative |
| | | U.K. | United Kingdom |
| | | U.S. | United States of America |

BOMBARDIER INC.
CONSOLIDATED STATEMENTS OF INCOME
For the fiscal years ended December 31
(in millions of U.S. dollars, except per share amounts)

| | Notes | 2017 | 2016 |
|--|-------|-----------------|-----------------|
| Revenues | | \$ 16,218 | \$ 16,339 |
| Cost of sales | 17 | 14,276 | 14,622 |
| Gross margin | | 1,942 | 1,717 |
| SG&A | | 1,194 | 1,133 |
| R&D | 6 | 240 | 287 |
| Share of income of joint ventures and associates | 36 | (175) | (126) |
| Other expense (income) | 7 | 11 | (4) |
| Special items | 8 | 426 | 485 |
| EBIT | | 246 | (58) |
| Financing expense | 9 | 778 | 819 |
| Financing income | 9 | (56) | (70) |
| EBT | | (476) | (807) |
| Income taxes | 12 | 77 | 174 |
| Net loss | | \$ (553) | \$ (981) |
| Attributable to | | | |
| Equity holders of Bombardier Inc. | | \$ (516) | \$ (1,022) |
| NCI | | (37) | 41 |
| | | \$ (553) | \$ (981) |
| EPS (in dollars) | 13 | | |
| Basic and diluted | | \$ (0.25) | \$ (0.48) |

The notes are an integral part of these consolidated financial statements.

BOMBARDIER INC.
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

For the fiscal years ended December 31
(in millions of U.S. dollars)

| | Notes | 2017 | 2016 |
|--|-------|-----------------|-------------------|
| Net loss | | \$ (553) | \$ (981) |
| OCI | | | |
| Items that may be reclassified to net income | | | |
| Net change in cash flow hedges | | | |
| Foreign exchange re-evaluation | | (1) | (3) |
| Net gain on derivative financial instruments | | 250 | 26 |
| Reclassification to income or to the related non-financial asset ⁽¹⁾⁽²⁾ | | 36 | 310 |
| Income taxes | 12 | (29) | (82) |
| | | 256 | 251 |
| AFS financial assets | | | |
| Net unrealized loss | | (2) | (1) |
| CCTD | | | |
| Net investments in foreign operations | | (64) | (178) |
| Items that are never reclassified to net income | | | |
| Retirement benefits | | | |
| Remeasurement of defined benefit plans ⁽³⁾ | | 252 | (755) |
| Income taxes | 12 | (68) | 73 |
| | | 184 | (682) |
| Total OCI | | 374 | (610) |
| Total comprehensive loss | | \$ (179) | \$ (1,591) |
| Attributable to | | | |
| Equity holders of Bombardier Inc. | | \$ (320) | \$ (1,564) |
| NCI | | 141 | (27) |
| | | \$ (179) | \$ (1,591) |

⁽¹⁾ Includes \$53 million of loss reclassified to the related non-financial asset for fiscal year 2017 (\$252 million of loss for fiscal year 2016).

⁽²⁾ \$152 million of net deferred gain is expected to be reclassified from OCI to the carrying amount of the related non-financial asset or to income during fiscal year 2018.

⁽³⁾ Includes net actuarial gains (losses).

The notes are an integral part of these consolidated financial statements.

BOMBARDIER INC.
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

As at
(in millions of U.S. dollars)


| | Notes | December 31 2017 | December 31 2016 | January 1 2016 |
|--|-------|---------------------|---------------------|-------------------|
| Assets | | | | |
| Cash and cash equivalents | 15 | \$ 2,988 | \$ 3,384 | \$ 2,720 |
| Trade and other receivables | 16 | 1,231 | 1,291 | 1,473 |
| Inventories | 17 | 5,890 | 5,844 | 6,978 |
| Other financial assets | 18 | 415 | 336 | 450 |
| Other assets | 19 | 439 | 441 | 484 |
| Assets held for sale | 28 | 4,150 | — | — |
| Current assets | | 15,113 | 11,296 | 12,105 |
| PP&E | 20 | 1,696 | 1,949 | 2,061 |
| Aerospace program tooling | 21 | 3,581 | 5,174 | 3,975 |
| Goodwill | 21 | 2,042 | 1,855 | 1,978 |
| Deferred income taxes | 12 | 603 | 705 | 761 |
| Investments in joint ventures and associates | | 491 | 332 | 356 |
| Other financial assets | 18 | 825 | 915 | 870 |
| Other assets | 19 | 655 | 600 | 797 |
| Non-current assets | | 9,893 | 11,530 | 10,798 |
| | | \$ 25,006 | \$ 22,826 | \$ 22,903 |
| Liabilities | | | | |
| Trade and other payables | 23 | \$ 4,194 | \$ 3,239 | \$ 4,040 |
| Provisions | 24 | 937 | 822 | 1,108 |
| Advances and progress billings in excess of long-term contract inventories | 17 | 1,990 | 1,539 | 1,408 |
| Advances on aerospace programs | | 970 | 1,550 | 2,002 |
| Other financial liabilities | 25 | 342 | 608 | 991 |
| Other liabilities | 26 | 2,310 | 2,175 | 2,274 |
| Liabilities directly associated with assets held for sale | 28 | 2,533 | — | — |
| Current liabilities | | 13,276 | 9,933 | 11,823 |
| Provisions | 24 | 814 | 1,444 | 918 |
| Advances on aerospace programs | | 1,104 | 1,535 | 1,534 |
| Long-term debt | 27 | 9,200 | 8,738 | 8,908 |
| Retirement benefits | 22 | 2,633 | 2,647 | 2,159 |
| Other financial liabilities | 25 | 965 | 999 | 619 |
| Other liabilities | 26 | 746 | 1,019 | 996 |
| Non-current liabilities | | 15,462 | 16,382 | 15,134 |
| | | 28,738 | 26,315 | 26,957 |
| Equity (deficit) | | | | |
| Attributable to equity holders of Bombardier Inc. | | (5,702) | (5,243) | (4,067) |
| Attributable to NCI | 10 | 1,970 | 1,754 | 13 |
| | | (3,732) | (3,489) | (4,054) |
| | | \$ 25,006 | \$ 22,826 | \$ 22,903 |
| Commitments and contingencies | 39 | | | |

The notes are an integral part of these consolidated financial statements.

On behalf of the Board of Directors,



Pierre Beaudoin
Director



Vikram S. Pandit
Director

BOMBARDIER INC.
CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

For the fiscal years ended

(in millions of U.S. dollars)

| | Attributable to equity holders of Bombardier Inc. | | | | | | | | | | | |
|-------------------------------------|---|---------------|----------|-----------------------------------|----------------------|---------------------|----------------------|------------------|----------|------------|----------|------------------------|
| | Share capital | | | Retained earnings (deficit) | | | Accumulated OCI | | | | | Total equity (deficit) |
| | Preferred shares | Common shares | Warrants | Other retained earnings (deficit) | Remeasurement losses | Contributed surplus | AFS financial assets | Cash flow hedges | CCTD | Total | NCI | |
| As at January 1, 2016 | \$ 347 | \$ 2,195 | \$ — | \$ (4,219) | \$ (2,080) | \$ 106 | \$ 7 | \$ (375) | \$ (48) | \$ (4,067) | \$ 13 | \$ (4,054) |
| Total comprehensive income | | | | | | | | | | | | |
| Net income (loss) | — | — | — | (1,022) | — | — | — | — | — | (1,022) | 41 | (981) |
| OCI | — | — | — | — | (692) | — | (1) | 252 | (101) | (542) | (68) | (610) |
| | — | — | — | (1,022) | (692) | — | (1) | 252 | (101) | (1,564) | (27) | (1,591) |
| Issuance of warrants ⁽¹⁾ | — | — | 73 | — | — | — | — | — | — | 73 | — | 73 |
| Issuance of NCI ⁽¹⁾ | — | — | — | 368 | — | — | — | — | — | 368 | 1,845 | 2,213 |
| Dividends | | | | | | | | | | | | |
| Preferred shares | — | — | — | (32) | — | — | — | — | — | (32) | — | (32) |
| Dividends to NCI | — | — | — | — | — | — | — | — | — | — | (77) | (77) |
| Shares purchased - PSU plans | — | (43) | — | — | — | — | — | — | — | (43) | — | (43) |
| Share-based expense | — | — | — | — | — | 22 | — | — | — | 22 | — | 22 |
| As at December 31, 2016 | \$ 347 | \$ 2,152 | \$ 73 | \$ (4,905) | \$ (2,772) | \$ 128 | \$ 6 | \$ (123) | \$ (149) | \$ (5,243) | \$ 1,754 | \$ (3,489) |
| Total comprehensive income | | | | | | | | | | | | |
| Net loss | — | — | — | (516) | — | — | — | — | — | (516) | (37) | (553) |
| OCI | — | — | — | — | 195 | — | (2) | 250 | (247) | 196 | 178 | 374 |
| | — | — | — | (516) | 195 | — | (2) | 250 | (247) | (320) | 141 | (179) |
| Dividends | | | | | | | | | | | | |
| Preferred shares | — | — | — | (27) | — | — | — | — | — | (27) | — | (27) |
| Dividends to NCI | — | — | — | — | — | — | — | — | — | — | (82) | (82) |
| Change in NCI | — | — | — | (157) | — | — | — | — | — | (157) | 157 | — |
| Shares distributed - PSU plans | — | 2 | — | — | — | (2) | — | — | — | — | — | — |
| Share-based expense | — | — | — | — | — | 45 | — | — | — | 45 | — | 45 |
| As at December 31, 2017 | \$ 347 | \$ 2,154 | \$ 73 | \$ (5,605) | \$ (2,577) | \$ 171 | \$ 4 | \$ 127 | \$ (396) | \$ (5,702) | \$ 1,970 | \$ (3,732) |

⁽¹⁾ Related to the convertible shares issued to the CDPQ on February 11, 2016 in relation to the sale of a minority stake in Transportation and the minority stake in the C Series Aircraft Limited Partnership issued to the Government of Québec on June 30, 2016 and September 1, 2016. See Note 10 – Non-controlling interest for more details.

The notes are an integral part of these consolidated financial statements.

BOMBARDIER INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS

For the fiscal years ended December 31
(in millions of U.S. dollars)

| | Notes | 2017 | 2016 |
|--|-----------|-----------------|-----------------|
| Operating activities | | | |
| Net loss | | \$ (553) | \$ (981) |
| Non-cash items | | | |
| Amortization | 20, 21 | 314 | 371 |
| Impairment charges on PP&E and intangible assets | 8, 20, 21 | 51 | 10 |
| Deferred income taxes | 12 | 34 | 31 |
| Gains on disposals of PP&E and intangible assets | 7 | (38) | (19) |
| Share of income of joint ventures and associates | 36 | (175) | (126) |
| Share-based expense | 30 | 45 | 22 |
| Loss on repurchase of long-term debt | 8 | 23 | 86 |
| Dividends received from joint ventures and associates | | 55 | 141 |
| Net change in non-cash balances | 31 | 775 | 602 |
| Cash flows from operating activities | | 531 | 137 |
| Investing activities | | | |
| Additions to PP&E and intangible assets | | (1,389) | (1,255) |
| Proceeds from disposals of PP&E and intangible assets | | 72 | 54 |
| Other | | (5) | 6 |
| Cash flows from investing activities | | (1,322) | (1,195) |
| Financing activities | | | |
| Net proceeds from issuance of long-term debt | 27 | 988 | 1,367 |
| Repayments of long-term debt | 27 | (651) | (1,566) |
| Dividends paid ⁽¹⁾ | | (18) | (17) |
| Purchase of Class B Shares held in trust under the PSU and RSU plans | | — | (43) |
| Issuance of NCI, net of transaction costs ⁽²⁾ | | — | 2,418 |
| Dividends to NCI | | (89) | (77) |
| Other | | 200 | (108) |
| Cash flows from financing activities | | 430 | 1,974 |
| Effect of exchange rates on cash and cash equivalents | | 34 | (252) |
| Net increase (decrease) in cash and cash equivalents | | (327) | 664 |
| Cash and cash equivalents at beginning of year | | 3,384 | 2,720 |
| Cash and cash equivalents at end of year | 15 | \$ 3,057 | \$ 3,384 |
| Supplemental information⁽³⁾⁽⁴⁾ | | | |
| Cash paid for | | | |
| Interest | | \$ 594 | \$ 565 |
| Income taxes | | \$ 94 | \$ 111 |
| Cash received for | | | |
| Interest | | \$ 61 | \$ 20 |
| Income taxes | | \$ 8 | \$ 5 |

⁽¹⁾ Related to preferred shares.

⁽²⁾ Related to the convertible shares issued to the CDPQ on February 11, 2016 in relation to the sale of a minority stake in Transportation and the minority stake in the C Series Aircraft Limited Partnership issued to the Government of Québec on June 30, 2016 and September 1, 2016. See Note 10 – Non-controlling interest for more details.

⁽³⁾ Amounts paid or received for interest are reflected as cash flows from operating activities, except if they were capitalized in PP&E or intangible assets, in which case they are reflected as cash flows from investing activities. Amounts paid or received for income taxes are reflected as cash flows from operating activities.

⁽⁴⁾ Interest paid comprises interest on long-term debt after the effect of hedges, if any, excluding up-front costs paid related to the negotiation of debts or credit facilities. Interest received comprises interest received related to cash and cash equivalents, investments in securities, loans and lease receivables after the effect of hedges and the interest portion related to the settlement of an interest-rate swap, if any.

The notes are an integral part of these consolidated financial statements.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal years ended December 31, 2017 and 2016

(Tabular figures are in millions of U.S. dollars, unless otherwise indicated)

1. BASIS OF PREPARATION

Bombardier Inc. is incorporated under the laws of Canada. The consolidated financial statements include the accounts of Bombardier Inc. and its subsidiaries (“the Corporation” or “our” or “we”). The Corporation is a manufacturer of transportation equipment, including business and commercial aircraft, as well as major aircraft structural components, and rail transportation equipment and systems, and is a provider of related services. The Corporation carries out its operations in four distinct segments: Business Aircraft, Commercial Aircraft, Aerostructures and Engineering Services and Transportation. The main activities of the Corporation are described in Note 5 - Segment disclosure.

The Corporation’s consolidated financial statements for fiscal years 2017 and 2016 were authorized for issuance by the Board of Directors on February 14, 2018.

Statement of compliance

The Corporation’s consolidated financial statements are expressed in U.S. dollars and have been prepared in accordance with IFRS, as issued by the IASB.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements, unless otherwise stated.

Basis of consolidation

Subsidiaries – Subsidiaries are fully consolidated from the date of acquisition and continue to be consolidated until the date control over the subsidiaries ceases.

The Corporation consolidates investees, including structured entities when, based on the evaluation of the substance of the relationship with the Corporation, it concludes that it controls the investees. The Corporation controls an investee when it is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

The Corporation’s principal subsidiaries, whose revenues or assets represent more than 10% of total revenues or more than 10% of total assets of Aerospace or Transportation segments, are as follows:

| Subsidiary | Location |
|--|-----------------|
| C Series Aircraft Limited Partnership | Canada |
| Bombardier Transportation GmbH | Germany |
| Bombardier Transportation (Holdings) UK Ltd | U.K. |
| Bombardier Transportation Financial Services S. à r.l. | Luxembourg |
| Bombardier Transport Canada Inc. | Canada |
| Learjet Inc. | U.S. |

Revenues and assets of these subsidiaries combined with those of Bombardier Inc. totalled 66% of consolidated revenues and 80% of consolidated assets for fiscal year 2017 (66% and 75% for fiscal year 2016).

Joint ventures – Joint ventures are those entities over which the Corporation exercises joint control, requiring unanimous consent of the parties sharing control of relevant activities such as, strategic financial and operating decision making and where the parties have rights to the net assets of the arrangement. The Corporation recognizes its interest in joint ventures using the equity method of accounting.

Associates – Associates are entities in which the Corporation has the ability to exercise significant influence over the financial and operating policies. Investments in associates are accounted for using the equity method of accounting.

Foreign currency translation

The consolidated financial statements are expressed in U.S. dollars, the functional currency of Bombardier Inc. The functional currency is the currency of the primary economic environment in which an entity operates. The functional currency of most foreign subsidiaries is their local currency, the euro, Pound sterling, various other European currencies and the U.S. dollar in Transportation, and mainly the U.S. dollar in the aerospace segments.

Foreign currency transactions – Transactions denominated in foreign currencies are initially recorded in the functional currency of the related entity using the exchange rates in effect at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated using the closing exchange rates. Any resulting exchange difference is recognized in income except for exchange differences related to retirement benefits asset and liability, as well as financial liabilities designated as hedges of the Corporation's net investments in foreign operations, which are recognized in OCI. Non-monetary assets and liabilities denominated in foreign currencies and measured at historical cost are translated using historical exchange rates, and those measured at fair value are translated using the exchange rate in effect at the date the fair value is determined. Revenues and expenses are translated using the average exchange rates for the period or the exchange rate at the date of the transaction for significant items.

Foreign operations – Assets and liabilities of foreign operations whose functional currency is other than the U.S. dollar are translated into U.S. dollars using closing exchange rates. Revenues and expenses, as well as cash flows, are translated using the average exchange rates for the period. Translation gains or losses are recognized in OCI and are reclassified in income on disposal or partial disposal of the investment in the related foreign operation.

The exchange rates for the major currencies used in the preparation of the consolidated financial statements were as follows:

| | Exchange rates as at | | | Average exchange rates for fiscal years | |
|-----------------|-------------------------|---------------------|-------------------|--|--------|
| | December 31 2017 | December 31 2016 | January 1 2016 | 2017 | 2016 |
| Euro | 1.1993 | 1.0541 | 1.0887 | 1.1281 | 1.1072 |
| Canadian dollar | 0.7975 | 0.7430 | 0.7202 | 0.7705 | 0.7549 |
| Pound sterling | 1.3517 | 1.2312 | 1.4833 | 1.2874 | 1.3561 |

Revenue recognition

Long-term contracts – Revenues from long-term contracts related to designing, engineering or manufacturing specifically designed products (including rail vehicles, vehicles overhaul and signaling contracts) and service contracts are generally recognized using the percentage-of-completion method of accounting. The percentage of completion is generally determined by comparing the actual costs incurred to the total costs anticipated for the entire contract, excluding costs that are not representative of the measure of performance. Estimated revenues at completion are adjusted for change orders, anticipated options for additional assets, claims, performance incentives, price escalation clauses and other contract terms that provide for the adjustment of prices. If it is probable that changes in revenues will occur, and the amount can be measured reliably, they are included in estimated revenues at completion. If a contract review indicates a negative gross margin, the entire expected loss on the contract is recognized in cost of sales in the period in which the negative gross margin is identified. When the contract outcome cannot be measured reliably, revenue is recognized only to the extent that the expenses incurred are expected to be recovered.

When a contract covers a number of products, the construction of each product is treated as a separate contract when (1) separate proposals have been submitted for each product, (2) each product has been subject to separate negotiation, and (3) the costs and revenues of each product can be identified. A group of contracts, whether with a single customer or with several customers, are treated as a single contract when (1) the group of contracts is negotiated as a single package, (2) the contracts are so closely interrelated that they are, in effect, part of a single project with an overall profit margin, and (3) the contracts are performed concurrently or in a continuous sequence. Options for additional assets are treated as a separate contract when (1) the asset differs significantly in design, technology or function from the asset or assets covered by the original contract or (2) the price of the asset is negotiated without regard to the original contract price.

Aerospace programs – Revenues from the sale of new aircraft are recognized when the aircraft has been delivered, risks and rewards of ownership have been transferred to the customer, the amount of revenue can be measured reliably, and collection of the related receivable is reasonably assured. All costs incurred or to be incurred in connection with the sale, including warranty costs and sales incentives, are charged to cost of sales or as a deduction from revenues at the time revenue is recognized.

Multiple deliverables – Sales of goods and services sometimes involve the provision of multiple components. In these cases, the Corporation determines whether the contract or arrangement contains more than one unit of accounting. When certain criteria are met, such as when the delivered item has value to the customer on a stand-alone basis, the recognition criteria are applied to the separate identifiable components of a single transaction to reflect the substance of the transaction. Conversely, two or more transactions may be considered together for revenue recognition purposes, when the commercial effect cannot be understood without reference to a series of transactions as a whole. Revenue is allocated to the separate components based on their relative fair value.

Other – Revenues from the sale of pre-owned aircraft, spare parts and certain operation and maintenance of systems are recognized when the goods have been delivered or the services have been rendered, risks and rewards of ownership have been transferred to the customer, the amount of revenue can be measured reliably, and collection of the related receivable is reasonably assured.

Government assistance and refundable advances

Government assistance, including investment tax credits, is recognized when there is a reasonable assurance that the assistance will be received and that the Corporation will comply with all relevant conditions. Government assistance related to the acquisition of inventories, PP&E and intangible assets is recorded as a reduction of the cost of the related asset. Government assistance related to current expenses is recorded as a reduction of the related expenses.

Government refundable advances are recorded as a financial liability if there is reasonable assurance that the amount will be repaid. Government refundable advances provided to the Corporation to finance research and development activities on a risk-sharing basis are considered part of the Corporation's operating activities and are therefore presented as cash flows from operating activities in the statement of cash flows.

Special items

Special items comprise items which do not reflect the Corporation's core performance or where their separate presentation will assist users of the consolidated financial statements in understanding the Corporation's results for the period. Such items include, among others, the impact of restructuring charges and significant impairment charges and reversals.

Income taxes

The Corporation applies the liability method of accounting for income taxes. Deferred income tax assets and liabilities are recognized for the future income tax consequences of temporary differences between the carrying amounts of assets and liabilities and their respective tax bases, and for tax losses carried forward. Deferred income tax assets and liabilities are measured using the substantively enacted tax rates that will be in effect for the year in which the differences are expected to reverse.

Deferred income tax assets are recognized to the extent that it is probable that future taxable income will be available against which the deductible temporary differences and unused tax losses can be utilized.

Deferred income tax assets and liabilities are recognized directly in income, OCI or equity based on the classification of the item to which they relate.

Earnings per share

Basic EPS is computed based on net income attributable to equity holders of Bombardier Inc. less dividends on preferred shares, including taxes, divided by the weighted-average number of Class A Shares (multiple voting) and Class B Shares (subordinate voting) outstanding during the fiscal year.

Diluted EPS are computed using the treasury stock method, giving effect to the exercise of all dilutive elements. CDPQ's convertible share investment in BT Holdco is factored into diluted EPS by adjusting net income attributable to equity holders of Bombardier Inc. to reflect their share of Transportation's earnings on an as converted basis. See Note 10 – Non-controlling interest for more details.

Financial instruments

A financial instrument is any contract that gives rise to a financial asset of one party and a financial liability or equity instrument of another party. Financial assets of the Corporation include cash and cash equivalents, trade and other receivables, aircraft loans and lease receivables, investments in securities, investments in financing structures, long-term contract receivables, restricted cash and derivative financial instruments with a positive fair value. Financial liabilities of the Corporation include trade and other payables, long-term debt, short-term borrowings, lease subsidies, government refundable advances, vendor non-recurring costs, sale and leaseback obligations and derivative financial instruments with a negative fair value.

Financial instruments are recognized in the consolidated statement of financial position when the Corporation becomes a party to the contractual obligations of the instrument. On initial recognition, financial instruments are recognized at their fair value plus, in the case of financial instruments not at FVTP&L, transaction costs that are directly attributable to the acquisition or issue of financial instruments. Subsequent to initial recognition, financial instruments are measured according to the category to which they are classified, which are: a) financial instruments classified as HFT, b) financial instruments designated as FVTP&L, c) AFS financial assets, d) L&R, or e) other than HFT financial liabilities. Their classification is determined by management on initial recognition based on the purpose for their acquisition. Financial instruments are subsequently measured at amortized cost, unless they are classified as AFS or HFT or designated as FVTP&L, in which case they are subsequently measured at fair value.

A financial asset is derecognized when the rights to receive cash flows from the asset have expired, or the Corporation has transferred its rights to receive cash flows from the asset and either (a) the Corporation has transferred substantially all the risks and rewards of the asset, or (b) the Corporation has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

For transactions where it is not obvious whether the Corporation has transferred or retained substantially all the risks and rewards of ownership, the Corporation performs a quantitative analysis to compare its exposure to the variability in asset cash flows before and after the transfer. Judgment is applied in determining a number of reasonably possible scenarios that reflect the expected variability in the amount and timing of net cash flows, and then in assigning each scenario a probability with greater weighting being given to those outcomes which are considered more likely to occur.

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expires. When an existing liability is replaced by another from the same creditor on substantially different terms, or the terms of the liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognized in the statement of income.

a) Financial instruments classified as HFT

Cash and cash equivalents – Cash and cash equivalents consist of cash and highly liquid investments held with investment-grade financial institutions and money market funds, with maturities of three months or less from the date of acquisition.

Derivative financial instruments – Derivative financial instruments are mainly used to manage the Corporation's exposure to foreign exchange and interest-rate market risks, generally through forward foreign exchange contracts and interest rate swap agreements. Derivative financial instruments include derivatives that are embedded in financial or non-financial contracts that are not closely related to the host contracts.

Derivative financial instruments are classified as HFT, unless they are designated as hedging instruments for which hedge accounting is applied (see below). Changes in the fair value of derivative financial instruments not designated in a hedging relationship, excluding embedded derivatives, are recognized in cost of sales or financing expense or financing income, based on the nature of the exposure.

Embedded derivatives of the Corporation include call options on long-term debt as well as foreign exchange and other derivative instruments not closely related to sale or purchase agreements. Call options on long-term debt that are not closely related to the host contract are measured at fair value, with the initial value recognized as an increase of the related long-term debt and amortized to net income using the effective interest method. Upon initial recognition, the fair value of the foreign exchange instruments not designated in a hedge relationship is recognized in cost of sales. Subsequent changes in fair value of embedded derivatives are recorded in cost of sales, other expense (income) or financing expense or financing income, based on the nature of the exposure.

b) Financial instruments designated as FVTP&L

Financial instruments may be designated on initial recognition as FVTP&L if any of the following criteria is met: (i) the financial instrument contains one or more embedded derivatives that otherwise would have to be accounted for separately; (ii) the designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise from measuring the financial asset or liability or recognizing the gains and losses on them on a different basis; or (iii) the financial asset and financial liability are part of a group of financial assets, financial liabilities, or both that is managed and its performance is evaluated on a fair value basis, in accordance with a documented risk management or investment strategy. The Corporation has designated as FVTP&L, certain aircraft loans and lease receivables, certain investments in financing structures, trade-in commitments and lease subsidies, which were all designated as FVTP&L based on the above criterion (iii).

Subsequent changes in fair value of such financial instruments are recorded in other expense (income), except for the fair value changes arising from a change in interest rates which are recorded in financing expense or financing income.

c) AFS financial assets

Investments in securities are usually classified as AFS. They are accounted for at fair value if reliably measurable, with unrealized gains and losses included in OCI, except for foreign exchange gains and losses on monetary investments, such as fixed income investments, which are recognized in income. Equity instruments that do not have a quoted market price in an active market and whose fair value cannot be reliably measured are recorded at cost.

When a decline in the fair value of an AFS financial asset has been recognised in OCI and there is objective evidence that the asset is impaired, the cumulative loss equal to the difference between the acquisition cost of the investments and its current fair value, less any impairment loss on that financial asset previously recognized in net income, is removed from AOCI and recognized in net income. Impairment losses recognized in net income for financial instruments classified as AFS can be reversed, except for investments in equity instruments.

d) L&R

Trade and other receivables, restricted cash, certain aircraft loans and lease receivables, certain investments in financing structures, long-term contract receivables and other financial assets, are classified as L&R. Financial assets classified as L&R are measured at amortized cost using the effective interest rate method less any impairment losses.

Trade receivables as well as other financial assets classified as L&R are subject to periodic impairment review and are classified as impaired when there is objective evidence that an impairment loss has been incurred. The amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the original effective interest rate. If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed.

e) Other than HFT financial liabilities

Trade and other payables, short-term borrowings, long-term debt, government refundable advances, vendor non-recurring costs, sale and leaseback obligations and certain other financial liabilities are classified as other than HFT liabilities and are measured at amortized cost using the effective interest rate method.

Hedge accounting

Designation as a hedge is only allowed if, both at the inception of the hedge and throughout the hedge period, the changes in the fair value of the derivative and non-derivative hedging financial instruments are expected to substantially offset the changes in the fair value of the hedged item attributable to the underlying risk exposure.

The Corporation formally documents all relationships between the hedging instruments and hedged items, as well as its risk management objectives and strategy for undertaking various hedge transactions. This process includes linking all derivatives to forecasted cash flows or to a specific asset or liability. The Corporation also formally documents and assesses, both at the hedge's inception and on an ongoing basis, whether the hedging instruments are highly effective in offsetting the changes in the fair value or cash flows of the hedged items. There are three permitted hedging strategies.

Fair value hedges – The Corporation generally applies fair value hedge accounting to certain interest-rate derivatives and forward foreign exchange contracts hedging the exposures to changes in the fair value of recognised financial assets and financial liabilities. In a fair value hedge relationship, gains or losses from the measurement of derivative hedging instruments at fair value are recorded in net income, while gains or losses on hedged items attributable to the hedged risks are accounted for as an adjustment to the carrying amount of hedged items and are recorded in net income.

Cash flow hedges – The Corporation generally applies cash flow hedge accounting to forward foreign exchange contracts and interest-rate derivatives entered into to hedge foreign exchange risks on forecasted transactions and recognized assets and liabilities. In a cash flow hedge relationship, the portion of gains or losses on the hedging item that is determined to be an effective hedge is recognized in OCI, while the ineffective portion is recorded in net income. The amounts recognized in OCI are reclassified in net income as a reclassification adjustment when the hedged item affects net income. However, when an anticipated transaction is subsequently recorded as a non-financial asset, the amounts recognized in OCI are reclassified in the initial carrying amount of the related asset.

Hedge of net investments in foreign operations – The Corporation generally designates certain long-term debt as hedges of its net investments in foreign operations. The portion of gains or losses on the hedging instrument that is determined to be an effective hedge is recognized in OCI, while the ineffective portion is recorded in net income. The amounts recognized in OCI are reclassified in net income when corresponding exchange gains or losses arising from the translation of the foreign operations are recorded in net income.

The portion of gains or losses on the hedging instrument that is determined to be an effective hedge is recorded as an adjustment of the cost or revenue of the related hedged item. Gains and losses on derivatives not designated in a hedge relationship and gains and losses on the ineffective portion of effective hedges are recorded in cost of sales or financing expense or financing income for the interest component of the derivatives or when the derivatives were entered into for interest rate management purposes.

Hedge accounting is discontinued prospectively when it is determined that the hedging instrument is no longer effective as a hedge, the hedging instrument is terminated or sold, or upon the sale or early termination of the hedged item.

Leases

The determination of whether an arrangement is or contains a lease is based on the substance of the arrangement and requires an assessment of whether the arrangement conveys a right to use the asset. When substantially all risks and rewards of ownership are transferred from the lessor to the lessee, lease transactions are accounted for as finance leases. All other leases are accounted for as operating leases.

When the Corporation is the lessee – Leases of assets classified as finance leases are presented in the consolidated statements of financial position according to their nature. The interest element of the lease payment is recognized over the term of the lease based on the effective interest rate method and is included in financing expense. Payments made under operating leases are recognized in income on a straight-line basis over the term of the lease.

When the Corporation is the lessor – Assets subject to finance leases, mainly commercial aircraft, are initially recognized at an amount equal to the net investment in the lease and are included in aircraft lease receivables. Interest income is recognized over the term of the applicable leases based on the effective interest rate method. Assets under operating leases, mostly pre-owned regional and business aircraft, are included in PP&E. Lease income from operating leases is recognized on a straight-line basis over the term of the lease and is included in revenues.

Inventory valuation

Long-term contracts – Long-term contract inventories include materials, direct labour, manufacturing overhead and other costs incurred in bringing the inventories to their present location and condition, as well as estimated contract margins. Advances and progress billings received on account of work performed for long-term contracts are deducted from related long-term contract inventories. Advances and progress billings received in excess of related long-term contract inventories are shown as liabilities.

Aerospace program and finished products – Aerospace program work in progress, raw materials, and finished product inventories are valued at the lower of cost or net realizable value. Cost is generally determined using the unit cost method, except for the cost of spare part inventory that is determined using the moving average method. The cost of manufactured inventories comprises all costs that are directly attributable to the manufacturing process, such as materials, direct labour, manufacturing overhead, and other costs incurred in bringing the inventories to their present location and condition. Net realizable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated selling costs, except for raw materials for which it is determined using replacement cost. The Corporation estimates the net realizable value using both external and internal aircraft valuations, including information developed from the sale of similar aircraft in the secondary market.

Impairment of inventories – Inventories are written down to net realizable value when the cost of inventories is determined not to be recoverable. When the circumstances that previously caused inventories to be written down no longer exist or when there is clear evidence of an increase in net realizable value because of changed economic circumstances, the amount of the write-down is reversed.

Retirement and other long-term employee benefits

Retirement benefit plans are classified as either defined benefit plans or defined contribution plans.

Defined benefit plans

Retirement benefit liability or asset recognised on the consolidated statement of financial position is measured at the difference between the present value of the defined benefit obligation and the fair value of plan asset at the reporting date. When the Corporation has a surplus in a defined benefit plan, the value of any plan asset recognized is restricted to the asset ceiling - i.e. the present value of economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan ("asset ceiling test"). A minimum liability is recorded when legal minimum funding requirements for past services exceed economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan. A constructive obligation is recorded as a defined benefit obligation when there is no realistic alternative but to pay employee benefits. Retirement benefit liability or asset includes the effect of any asset ceiling, minimum liability and constructive obligation.

The cost of pension and other benefits earned by employees is actuarially determined for each plan using the projected unit credit method, and management's best estimate of salary escalation, retirement ages, life expectancy, inflation, discount rates and health care costs. Plan assets are assets that are held by a long-term employee benefit fund or qualifying insurance policies. These assets are measured at fair value at the end of the reporting period, which is based on published market mid-price information in the case of quoted securities. The discount rates are determined at each reporting date by reference to market yields at the end of the reporting period on high quality corporate fixed-income investments consistent with the currency and the estimated terms of the related retirement benefit liability.

The remeasurement gains and losses (including the foreign exchange impact) arising on the plan assets and defined benefit obligation and the effect of any asset ceiling and minimum liability are recognized directly in OCI in the period in which they occur and are never reclassified to net income. Past service costs (credits) are recognized directly in income in the period in which they occur.

The accretion on net retirement benefit obligations is included in financing income or financing expense. The remaining components of the benefit cost are either capitalized as part of labour costs and included in inventories and in certain PP&E and intangible assets during their construction, or are recognized directly in income. The benefit cost recorded in net income is allocated to labour costs based on the function of the employee accruing the benefits.

Defined contribution plans

Contributions to defined contribution plans are recognized in net income as incurred or are either capitalized as part of labour costs and included in inventories and in certain PP&E and intangible assets during their construction. The benefit cost recorded in net income is allocated to labour costs based on the function of the employee accruing the benefits.

Other long-term employee benefits – The accounting method is similar to the method used for defined benefit plans, except that all actuarial gains and losses are recognized immediately in income. Other long-term employee benefits are included in other liabilities.

Property, plant and equipment

PP&E are carried at cost less accumulated amortization and impairment losses. The cost of an item of PP&E includes its purchase price or manufacturing cost, borrowing costs as well as other costs incurred in bringing the asset to its present location and condition. If the cost of certain components of an item of PP&E is significant in relation to the total cost of the item, the total cost is allocated between the various components, which are then separately depreciated over the estimated useful lives of each respective component. The amortization of PP&E is computed on a straight-line basis over the following useful lives:

| | |
|-----------|---------------|
| Buildings | 5 to 75 years |
| Equipment | 2 to 15 years |
| Other | 3 to 20 years |

The amortization method and useful lives are reviewed on a regular basis, at least annually, and changes are accounted for prospectively. The amortization expense and impairments are recorded in cost of sales, SG&A or R&D expenses based on the function of the underlying asset or in special items. Amortization of assets under construction begins when the asset is ready for its intended use.

When a significant part is replaced or a major inspection or overhaul is performed, its cost is recognized in the carrying amount of the PP&E if the recognition criteria are satisfied, and the carrying amount of the replaced part or previous inspection or overhaul is derecognized. All other repair and maintenance costs are charged to income when incurred.

Intangible assets

Internally generated intangible assets include development costs (mostly aircraft prototype design and testing costs) and internally developed or modified application software. These costs are capitalized when certain criteria for deferral such as proven technical feasibility are met. The costs of internally generated intangible assets include the cost of materials, direct labour, manufacturing overheads and borrowing costs and exclude costs which were not necessary to create the asset, such as identified inefficiencies.

Acquired intangible assets include the cost of development activities carried out by vendors for which the Corporation controls the underlying output from the usage of the technology, as well as the cost related to externally acquired licences, patents and trademarks.

Intangible assets are recorded at cost less accumulated amortization and impairment losses and include goodwill, aerospace program tooling, as well as other intangible assets such as licenses, patents and trademarks. Other intangible assets are included in other assets.

Amortization of aerospace program tooling begins at the date of completion of the first aircraft of the program. Amortization of other intangibles begins when the asset is ready for its intended use. Amortization expense is recognized as follows:

| | Method | Estimated useful life |
|----------------------------------|--------------------|---|
| Aerospace program tooling | Unit of production | Expected number of aircraft to be produced ⁽¹⁾ |
| Other intangible assets | | |
| Licenses, patents and trademarks | Straight-line | 3 to 20 years |
| Other | Straight-line | 3 to 5 years |

⁽¹⁾ As at December 31, 2017, the remaining number of units to fully amortize the aerospace program tooling, except for aerospace program tooling under development, is expected to be produced over the next 13 years.

The amortization methods and estimated useful lives are reviewed on a regular basis, at least annually, and changes are accounted for prospectively. The amortization expense is recorded in cost of sales, SG&A or R&D expenses based on the function of the underlying assets.

The Corporation does not have indefinite-life intangible assets, other than goodwill. Goodwill represents the excess of the purchase price over the fair value of the identifiable net assets acquired in a business acquisition. After initial recognition, goodwill is measured at cost less any accumulated impairment losses.

Borrowing costs

Borrowing costs consist of interest on long-term debt and other costs that the Corporation incurs in connection with the borrowing of funds. Borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset are capitalised as part of the cost of that asset and are deducted from the financing expense to which they relate. The Corporation suspends the capitalisation of borrowing costs during extended periods in which it suspends active development of a qualifying asset. All other borrowing costs are expensed in the period they occur.

Impairment of PP&E and intangible assets

The Corporation assesses at each reporting date whether there is an indication that a PP&E or intangible asset may be impaired. If any indication exists, the Corporation estimates the recoverable amount of the individual asset, when possible.

When the asset does not generate cash inflows that are largely independent of those from other assets or group of assets, the asset is tested at the CGU level. Most of the Corporation's non-financial assets are tested for impairment at the CGU level. The recoverable amount of an asset or CGU is the higher of its fair value less costs to sell and its value in use.

- The fair value less costs to sell reflects the amount the Corporation could obtain from the asset's disposal in an arm's length transaction between knowledgeable, willing parties, after deducting the costs of disposal. If there is no binding sales agreement or active market for the asset, the fair value is assessed by using appropriate valuation models dependent on the nature of the asset or CGU, such as discounted cash flow models.

- The value in use is calculated using estimated net cash flows, with detailed projections generally over a five-year period and subsequent years being extrapolated using a growth assumption. The estimated net cash flows are discounted to their present value using a discount rate before income taxes that reflects current market assessments of the time value of money and the risk specific to the asset or CGU.

When the recoverable amount is less than the carrying value of the related asset or CGU, the related assets are written down to their recoverable amount and an impairment loss is recognized in net income.

For PP&E and intangible assets other than goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognized impairment losses may no longer exist or may have decreased. If such indication exists, the Corporation estimates the recoverable amount of the asset or CGU. A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the recoverable amount since the last impairment loss was recognized. A reversal of an impairment loss reflects an increase in the estimated service potential of an asset. The reversal of impairment losses is limited to the amount that would bring the carrying value of the asset or CGU to the amount that would have been recorded, net of amortization, had no impairment loss been recognized for the asset or CGU in prior years. Such reversal is recognized to income in the same line item where the original impairment was recognized.

Intangible assets not yet available for use and goodwill are reviewed for impairment at least annually or more frequently if circumstances such as significant declines in expected sales, earnings or cash flows indicate that it is more likely than not that the asset or CGU might be impaired. Impairment losses relating to goodwill are not reversed in future periods.

Provisions

Provisions are recognised when the Corporation has a present legal or constructive obligation as a result of a past event, it is probable that an outflow of resources will be required to settle the obligation and the cost can be reliably estimated. These liabilities are presented as provisions when they are of uncertain timing or amount. Provisions are measured at their present value.

Product warranties – A provision for warranty cost is recorded in cost of sales when the revenue for the related product is recognized. The interest component associated with product warranties, when applicable, is recorded in financing expense. The cost is estimated based on a number of factors, including the historical warranty claims and cost experience, the type and duration of warranty coverage, the nature of products sold and in service and counter-warranty coverage available from the Corporation's suppliers. Claims for reimbursement from third parties are recorded if their realization is virtually certain. Product warranties typically range from one to five years, except for aircraft structural and bogie warranties that extend up to 20 years.

Credit and residual value guarantees – Credit and residual value guarantees related to the sale of aircraft are recorded at the amount the Corporation expects to pay under these guarantees when the revenue for the related product is recognized. Subsequent to initial recognition, changes in the value of these guarantees are recorded in other expense (income), except for the changes in value arising from a change in interest rates, which are recorded in financing expense or financing income.

Credit guarantees provide support through contractually limited payments to the guaranteed party to mitigate default-related losses. Credit guarantees are triggered if customers do not perform during the term of the financing.

Residual value guarantees provide protection, through contractually limited payments, to the guaranteed parties in cases where the market value of the underlying asset falls below the guaranteed value. In most cases, these guarantees are provided as part of a financing arrangement.

Restructuring provisions – Restructuring provisions are recognised only when the Corporation has an actual or a constructive obligation. The Corporation has a constructive obligation when a detailed formal plan identifies the business or part of the business concerned, the location and number of employees affected, a detailed estimate of the associated costs and an appropriate timeline. Furthermore, the affected employees or worker councils must have been notified of the plan's main features.

Onerous contracts – If it is more likely than not that the unavoidable costs of meeting the obligations under a firm contract, other than a long-term contract with a customer, exceed the economic benefits expected to be received under it, a provision for onerous contracts is recorded in cost of sales, except for the interest component, which is recorded in financing expense. Unavoidable costs include anticipated cost overruns, as well as expected costs associated with late delivery penalties and technological problems, and exclude the allocation of certain indirect overheads which are included in the cost of inventories such as amortization. Provisions for onerous contracts are measured at the lower of the expected cost of fulfilling the contract and the expected cost of terminating the contract.

Termination benefits – Termination benefits are usually paid when employment is terminated before the normal retirement date or when an employee accepts voluntary redundancy in exchange for these benefits. The Corporation recognizes termination benefits when it is demonstrably committed, through a detailed formal plan without possibility of withdrawal, to terminate the employment of current employees.

Environmental costs – A provision for environmental costs is recorded when environmental claims or remedial efforts are probable and the costs can be reasonably estimated. Legal asset retirement obligations and environmental costs of a capital nature that extend the life, increase the capacity or improve the safety of an asset or that mitigate, or prevent environmental contamination that has yet to occur, are included in PP&E and are generally amortized over the remaining useful life of the underlying asset. Costs that relate to an existing condition caused by past operations and that do not contribute to future revenue generation are expensed and included in cost of sales.

Litigation – A provision for litigation is recorded in case of legal actions, governmental investigations or proceedings when it is probable that an outflow of resources will be required to settle the obligation and the cost can be reliably estimated.

Share-based payments

Equity-settled share-based payment plans – Equity-settled share-based payments are measured at fair value at the grant date. For the PSUs, DSUs and RSUs, the value of the compensation is measured based on the closing price of a Class B Share (subordinate voting) of the Corporation on the Toronto Stock Exchange adjusted to take into account the terms and conditions upon which the shares were granted, if any, and is based on the PSUs, DSUs and RSUs that are expected to vest. For share option plans, the value of the compensation is measured using a Black-Scholes option pricing model. The effect of any change in the number of options, PSUs, DSUs and RSUs that are expected to vest is accounted for in the period in which the estimate is revised. Compensation expense is recognized on a straight-line basis over the vesting period, with a corresponding increase in contributed surplus. Any consideration paid by plan participants on the exercise of stock options is credited to share capital.

Cash-settled share-based payments – Cash-settled share-based payments are measured at fair value at the grant date with a corresponding liability. Until the liability is settled, the fair value of the liability is remeasured at the end of each reporting period and at the date of settlement, with any changes in fair value recognised in income. Limited PSUs, DSUs and RSUs are cash-settled share-based payments, for which the value of the compensation is measured based on the closing price of a Class B Share (subordinate voting) of the Corporation on the Toronto Stock Exchange adjusted to take into account the terms and conditions upon which the shares were granted, if any, and is based on the PSUs, DSUs and RSUs that are expected to vest.

Employee share purchase plan – The Corporation's contributions to the employee share purchase plan are measured at cost and accounted for in the same manner as the related employee payroll costs. Compensation expense is recorded at the time of the employee contribution.

3. FUTURE CHANGES IN ACCOUNTING POLICIES

Financial instruments

In July 2014, the IASB completed the three-part project to replace IAS 39, *Financial instruments: recognition and measurement* by issuing IFRS 9, *Financial instruments*. IFRS 9, *Financial instruments* includes classification and measurement of financial assets and financial liabilities, a forward-looking 'expected loss' impairment model and a substantially-reformed approach to hedge accounting.

IFRS 9 uses a new approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments and the contractual cash flow characteristics of the financial assets. Most of the requirements in IAS 39 for classification and measurement of financial liabilities were carried forward in IFRS 9. However, the portion of the changes in fair value related to the entity's own credit risk, in measuring a financial liability at FVTP&L, will be presented in OCI rather than in the statement of income.

IFRS 9 also introduced a new expected-loss impairment model that will require more timely recognition of expected credit losses. Specifically, the new standard requires entities to account for expected credit losses from when financial instruments are first recognized and to recognize full lifetime expected losses on a more timely basis.

Lastly, IFRS 9 introduced a new hedge accounting model, together with corresponding disclosures about risk management activities. The new hedge accounting model represents a substantial overhaul of hedge accounting that will enable entities to better reflect their risk management activities in their financial statements.

IFRS 9 will be effective for the Corporation's fiscal year beginning on January 1, 2018. The Corporation's analysis has not identified significant differences resulting from the adoption of this standard.

Revenue Recognition

In May 2014, the IASB released IFRS 15, *Revenue from contracts with customers*, which supersedes IAS 11, *Construction Contracts*, and IAS 18, *Revenue* as well as other related interpretations. The core principle of IFRS 15 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Revenue is recognized when, or as, the customer obtains control of the goods or services.

For the Corporation the standard comes into effect January 1, 2018, and as a result IFRS 15 will be adopted in the first quarter of 2018. At that time the Corporation will restate its 2017 results, with an opening adjustment to equity as at January 1, 2017.

The majority of long-term manufacturing and service contracts at Transportation currently accounted for under the percentage-of-completion method are expected to meet the requirements for revenue recognition over time and therefore will continue to apply the percentage-of-completion method. The principal differences identified in respect of the Corporation's accounting for long-term contracts at Transportation relate to the treatment of customer options for additional trains and the recognition of variable consideration such as price escalation clauses.

Under IAS 11, estimated revenues at completion include anticipated customer options for additional trains if it is probable that the customer will exercise the options and the amount can be measured reliably. Under IFRS 15, customer options are only included in the transaction price of the contract when they become legally enforceable as a result of the customer exercising its right to purchase the additional trains. This change will result in the deferral of revenue and margin until the customer exercises their option. The change in policy is expected to reduce equity at transition by approximately \$635 million (\$631 million after tax).

Under IAS 11, variable consideration such as price escalation clauses is included in estimated revenues at completion when the amount is considered probable and can be reliably measured. IFRS 15 introduces the concept of a constraint on the recognition of variable consideration whereby amounts can only be included in the transaction price to the extent it is highly probable that a significant reversal in the amount of cumulative revenue recognized will not occur when the uncertainty associated with the variable consideration is subsequently resolved. The introduction of this constraint will result in the transaction price recognizing the effect of price escalation for certain indices at a later point in time. Consequently this will have the effect of deferring revenue and margin which is expected to reduce equity at transition by approximately \$85 million (\$84 million after tax).

For the aerospace segments, revenues from the sale of aircraft will continue to be recognized when the aircraft have been delivered.

IFRS 15 indicates IAS 37, *Provisions, Contingent liabilities and Contingent Assets*, should be applied to onerous contracts but contains no other requirements as to their measurement. When the new revenue standard is adopted all loss provisions for contracts with customers will need to follow the same policy for the definition of unavoidable costs of fulfilling the contract. In line with one of the two approaches identified as reasonable by the IFRS Interpretations Committee in its June 13, 2017 tentative agenda decision, the Corporation will define unavoidable costs as the costs that the Corporation cannot avoid because it has the contract (for example, this would include an allocation of overhead costs if those costs are incurred for activities required to complete the contract). This approach is currently used for long-term contracts, however it will represent a change in accounting policy for other contracts in the aerospace segments and will increase the amount of onerous contract provisions and thereby lower subsequent inventory net realizable value charges. It is expected this change in policy will result in a reduction of equity at transition of approximately \$150 million (\$160 million after tax).

The Corporation will need to account for a significant financing component on orders where timing of cash receipts and revenue recognition differ substantially. Most of the Corporation's contracts do not have a significant financing component. However, there are several orders in the Business Aircraft segment where advances were received well before expected delivery and therefore a financing component will need to be accounted for separately. The result is that interest expense will be accrued during the advance period and the transaction price will be increased by a corresponding amount. This change is expected to result in a decrease in equity at transition of approximately \$25 million before and after tax.

Under IFRS 15 revenues earned by the Aerostructures and Engineering Services on the inter-segment contract for the *C Series* program will be recognized at a point in time (delivery) as opposed to the current policy whereby it is recognized over-time (long-term contract accounting). Although this will impact the timing of revenues and profit recognition for the Aerostructures and Engineering Services segment, since it is inter-segment it will have no impact on the consolidated results of the Corporation.

While these changes will impact the timing of revenue and margin recognition, and will result in a reduction of equity at transition, there will be no change to cash flows and there will be no change in the profitability over the life of the contracts.

Based on our preliminary analysis, the changes in accounting policies are expected to result in an aggregate reduction of equity at January 1, 2017 of approximately \$900 million after tax.

For the nine-month period ended September 30, 2017 the changes in accounting policies are expected to result in an increase of consolidated revenues and EBIT of approximately \$70 million and \$115 million respectively. These impacts are mainly due to an expected increase of revenue and EBIT at Transportation of approximately \$85 million due to customers exercising their options and the timing of recognizing price escalation for long-term contracts.

The Corporation is completing its assessment of the impact of the new standard on its consolidated financial statements for the fourth quarter of fiscal year 2017.

Leases

In January 2016, the IASB released IFRS 16, *Leases*, to replace the previous leases Standard, IAS 17, *Leases*, and related Interpretations. IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract, the customer (lessee) and the supplier (lessor). IFRS 16 eliminates the classification of leases as either operating leases or finance leases and introduces a single lessee accounting model. IFRS 16 also substantially carries forward the lessor accounting requirements. Accordingly, a lessor continues to classify its leases as operating leases or finance leases, and to account for those two types of leases differently.

IFRS 16 will be effective for the Corporation's fiscal year beginning on January 1, 2019. The Corporation is currently evaluating the impact the adoption of this standard will have on its consolidated financial statements. Where the Corporation is a lessee, the Corporation expects IFRS 16 will result in on-balance sheet recognition of most of its leases that are considered operating leases under IAS 17. This will result in the gross-up of the balance sheet through the recognition of a right-of-use asset and a liability for the present value of the future lease payments. Depreciation expense on the right-of-use asset and interest expense on the lease liability will replace the operating lease expense. The Corporation is continuing to assess the impact of the new standard on its consolidated financial statements and will provide further updates as it advances in its assessment.

Income taxes

In June 2017, the IASB released IFRIC 23, *Uncertainty over income tax treatments*. IFRIC 23 clarifies the application of recognition and measurement requirements in IAS 12, *Income Taxes*, when there is uncertainty over income tax treatments. It specifically addresses whether an entity considers each tax treatment independently or collectively, the assumptions an entity makes about the examination of tax treatments by taxation authorities, how an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates and how an entity considers changes in facts and circumstances.

IFRIC 23 will be effective for the Corporation's fiscal year beginning on January 1, 2019, with earlier application permitted. The Corporation is assessing the impact of the adoption of this standard on its consolidated financial statements.

4. USE OF ESTIMATES AND JUDGMENT

The application of the Corporation's accounting policies requires management to use estimates and judgments that can have a significant effect on the revenues, expenses, comprehensive income, assets and liabilities recognized and disclosures made in the consolidated financial statements. Estimates and judgments are significant when:

- the outcome is highly uncertain at the time the estimates and judgments are made; and
- if different estimates or judgments could reasonably have been used that would have had a material impact on the consolidated financial statements.

Management's best estimates regarding the future are based on the facts and circumstances available at the time estimates are made. Management uses historical experience, general economic conditions and trends, as well as assumptions regarding probable future outcomes as the basis for determining estimates. Estimates and their underlying assumptions are reviewed periodically and the effects of any changes are recognized immediately. Actual results will differ from the estimates used, and such differences could be material.

Management's budget and strategic plan cover a five-year period and are fundamental information used as a basis for many estimates necessary to prepare financial information. Management prepares a budget and a strategic plan covering a five-year period, on an annual basis, using a process whereby a detailed one-year budget and four-year strategic plan are prepared by each reportable segment and then consolidated. Cash flows and profitability included in the budget and strategic plan are based on existing and future contracts and orders, general market conditions, current cost structures, anticipated cost variations and in-force collective agreements. The budget and strategic plan are subject to approval at various levels, including senior management and the Board of Directors. Management uses the budget and strategic plan, as well as additional projections or assumptions, to derive the expected results for periods thereafter. Management then tracks performance as compared to the budget and strategic plan at various levels within the Corporation. Significant variances in actual

performance are a key trigger to assess whether certain estimates used in the preparation of financial information must be revised.

The following areas require management's most critical estimates and judgments. The sensitivity analyses below should be used with caution as the changes are hypothetical and the impact of changes in each key assumption may not be linear.

Long-term contracts – Transportation conducts most of its business under long-term manufacturing and service contracts and the aerospace segments have some long-term maintenance service contracts, as well as design and development contracts for third parties. Revenues and margins from long-term contracts relating to the designing, engineering or manufacturing of specially designed products (including rail vehicles, vehicle overhaul and signaling contracts) and service contracts are recognized using the percentage-of-completion method of accounting. The long-term nature of these contracts requires estimates of total contract costs and revenues at completion.

Estimated revenues at completion are adjusted for change orders, anticipated options for additional assets, claims, performance incentives, price escalation clauses and other contract terms that provide for the adjustment of prices. If it is probable that changes in revenues will occur, and the amount can be measured reliably, they are included in estimated revenues at completion.

Contract costs include material, direct labour, manufacturing overhead and other costs, such as warranty and freight. Estimated contract costs at completion incorporate forecasts for material usage and costs, including escalation clauses, labour hours and costs, foreign exchange rates (including the effect of hedges) and labour productivity. These costs are influenced by the nature and complexity of the work to be performed, as well as the impact of change orders and potential delays in delivery. Cost estimates are based mainly on historical performance trends, economic trends, collective agreements and contracts signed with suppliers. Management applies judgment to determine the probability that the Corporation will incur additional costs from delays or other penalties and such costs, if probable, are included in estimated costs at completion.

Recognized revenues and margins are subject to revisions as contracts progress towards completion. Management conducts quarterly reviews of estimated costs and revenues to completion on a contract-by-contract basis, including a review of escalation assumptions. In addition, a detailed annual review is performed on a contract-by-contract basis as part of the budget and strategic plan process. The effect of any revision may be significant and is recorded by way of a cumulative catch-up adjustment in the period in which the estimates are revised.

Sensitivity analysis

A 1% increase in the estimated future costs to complete all ongoing long-term contracts would have decreased Transportation's gross margin for fiscal year 2017 by approximately \$84 million.

Assets held for sale – On October 16, 2017, the Corporation entered into an agreement with Airbus SE (Airbus) whereby Airbus will acquire 50.01% of CSALP, the entity that manufactures and sells the *C Series* aircraft. Airbus will provide procurement, sales and marketing, and customer support expertise to CSALP. At closing of the transaction, since Bombardier will no longer control CSALP, the transaction will be accounted for as a disposal of CSALP in exchange for an equity interest in the new partnership. At the transaction date, the Corporation's interest in the new partnership will be measured at fair value based on the expected cash flows to be generated by the partnership. Thereafter, the Corporation's investment will be accounted for using the equity method of accounting. Completion of the transaction is expected in 2018, subject to regulatory approvals and usual closing conditions.

In the consolidated financial statements the CSALP net assets are classified as a disposal group that is held for sale since management believes closing of the transaction is highly probable (e.g. the agreement was signed and the transaction is expected to be completed in 2018).

As an asset held for sale, the CSALP disposal group is measured at the lower of cost and fair value less costs to sell. PP&E and Intangible assets are not depreciated or amortized once classified as held for sale. In Q4 2017, the fair value less costs to sell of CSALP was estimated based on the Corporation's interest in the discounted cash flows of the partnership subsequent to closing of the transaction. The Corporation's impairment methodology described in the aerospace program tooling section below was used to determine discounted cash flows. Judgment was applied in considering potential synergies from Airbus procurement, sales and marketing and customer support expertise in the discounted cash flows. Based on this assessment, the Corporation does not expect a loss on the transaction and therefore the disposal group is measured at cost.

See Note 28 - Assets held for sale for more information.

Aerospace program tooling – Aerospace program tooling amortization and the calculation of recoverable amounts used in impairment testing require estimates of the expected number of aircraft to be delivered over the life of each program. The expected number of aircraft is based on management's aircraft market forecasts and the Corporation's expected share of each market. Such estimates are reviewed in detail as part of the budget and strategic plan process. For purposes of impairment testing, management exercises judgment to identify independent cash inflows to identify CGUs by family of aircraft. Other key estimates used to determine the recoverable amount include the applicable discount rate, the expected future cash flows over the remaining life of each program, which include costs to complete the development activities, if any, as well as potential upgrades, and derivatives expected over the life of the program. The estimated cost of potential upgrades and derivatives is based on past experience with previous programs. The expected future cash flows also include cash flows from aftermarket activities, as well as expected cost savings due to synergies from the perspective of a market participant. The inputs used in the discounted cash flow model are Level 3 inputs (inputs that are not based on observable market data).

The recoverable amounts of aerospace assets or CGUs are based on fair value less costs of disposal. The recoverable amounts were established during the fourth quarter of 2017. The fair value measurements are categorized within Level 3 of the fair value hierarchy. The estimate of the fair value less costs of disposal was determined using forecast future cash flows. The estimated future cash flows for the first five years are based on the budget and strategic plan. After the initial five years, long-range forecasts prepared by management are used. Forecast future cash flows are based on management's best estimate of future sales under existing firm orders, expected future orders, timing of payments based on expected delivery schedules, revenues from related services, procurement costs based on existing contracts with suppliers, future labour costs, general market conditions, foreign exchange rates and applicable long-range forecast income tax rates and a post-tax discount rate of 10% based on a weighted average cost of capital calculated using market-based inputs, available directly from financial markets or based on a benchmark sampling of representative publicly-traded companies in the aerospace sector.

Since an annual impairment test is required for aircraft programs under development, an assessment was prepared for the *Global 7000* and *Global 8000* aircraft program and the Corporation concluded there was no impairment.

Since the *C Series* aircraft program recently entered into service and given that a significant impairment charge was recorded in 2015, an assessment was prepared again this year and the Corporation concluded there was no impairment.

Sensitivity analysis

The following analyses are presented in isolation from one another, i.e. all other estimates left unchanged:

A 10% decrease, evenly distributed over future periods, in the expected future net cash inflows for the *Global 7000* and *Global 8000* aircraft program and the *C Series* aircraft program would not have resulted in an impairment charge in fiscal year 2017.

An increase of 100-basis points in the discount rate used to perform the impairment tests would not have resulted in an impairment charge in fiscal year 2017 for the *Global 7000* and *Global 8000* aircraft program and the *C Series* aircraft program.

Goodwill – The recoverable amount of the Transportation operating segment, the group of CGUs at which level goodwill is monitored by management, is based on fair value less costs of disposal using a discounted cash flow model. During the fourth quarter of 2017, the Corporation completed its annual goodwill impairment test for the Transportation segment and did not identify any impairment. The fair value measurement is categorized within Level 3 of the fair value hierarchy.

Estimated future cash flows were based on the budget and strategic plan for the first 5 years and a growth rate of 1% was applied to derive a terminal value beyond the initial 5-year period. The post-tax discount rate is also a key estimate in the discounted cash flow model and was based on a representative weighted average cost of capital. The post-tax discount rate used to calculate the recoverable amount in fiscal year 2017 was 8.5%. A 100-basis point change in the post-tax discount rate would not have resulted in an impairment charge in 2017.

Valuation of deferred income tax assets – To determine the extent to which deferred income tax assets can be recognized, management estimates the amount of probable future taxable profits that will be available against which deductible temporary differences and unused tax losses can be utilized. Such estimates are made as part of the budget and strategic plan by tax jurisdiction on an undiscounted basis and are reviewed on a quarterly basis. Management exercises judgment to determine the extent to which realization of future taxable benefits is probable, considering factors such as the number of years to include in the forecast period, the history of taxable profits and availability of prudent tax planning strategies. See Note 12 - Income taxes for more details.

Tax contingencies – Uncertainties exist with respect to the interpretation of complex tax regulations, changes in tax laws, and the amount and timing of future taxable income. Given the wide range of international business relationships and the long-term nature and complexity of existing contractual agreements, differences arising between the actual results and the assumptions made, or future changes to such assumptions, could necessitate future adjustments to tax expense or recovery already recorded. The Corporation establishes tax provisions for possible consequences of audits by the tax authorities of each country in which it operates. The amount of such provisions is based on various factors, such as experience from previous tax audits and differing interpretations of tax regulations by the taxable entity and the relevant tax authority. Such differences in interpretation may arise for a wide variety of issues depending on the conditions prevailing in the domicile of each legal entity.

Credit and residual value guarantees – The Corporation uses an internal valuation model based on stochastic simulations. The amounts expected to be paid under the guarantees may depend on whether credit defaults occur during the term of the original financing. When a credit default occurs, the credit guarantee may be called upon. In the absence of a credit default the residual value guarantee may be triggered. In both cases, the guarantees can only be called upon if there is a loss upon the sale of the aircraft. Therefore, the value of the guarantee is in large part impacted by the future value of the underlying aircraft, as well as on the likelihood that credit or residual value guarantees will be called upon at the expiry of the financing arrangements. Aircraft residual value curves, prepared by management based on information from external appraisals and adjusted to reflect specific factors of the current aircraft market and a balanced market in the medium and long term, are used to estimate the underlying aircraft future value. The amount of the liability is also significantly impacted by the current market assumption for interest rates since payments under these guarantees are mostly expected to be made in the medium to long term. Other key estimates in calculating the value of the guarantees include default probabilities, estimated based on published credit ratings when available or, when not available, on internal assumptions regarding the credit risk of customers. The estimates are reviewed on a quarterly basis.

Sensitivity analysis

The following analyses are presented in isolation from one another, i.e. all other estimates left unchanged:

Assuming a decrease of 10% in the residual value curves of all commercial aircraft as at December 31, 2017, Commercial Aircraft's EBIT for 2017 would have been negatively impacted by \$24 million.

Assuming an increase of 10% in the likelihood that residual value guarantees will be called upon at the expiry of the financing arrangements as at December 31, 2017, Commercial Aircraft's EBIT for 2017 would have been negatively impacted by \$41 million.

Assuming a 100-basis point decrease in interest rates as at December 31, 2017, Commercial Aircraft's EBT for 2017 would have been negatively impacted by \$12 million. Assuming a 100-basis point increase in interest rates as at December 31, 2017, Commercial Aircraft's EBT for 2017 would have been positively impacted by \$9 million.

Retirement and other long-term employee benefits – The actuarial valuation process used to measure pension and other post-employment benefit costs, assets and obligations is dependent on assumptions regarding discount rates, compensation and pre-retirement benefit increases, inflation rates, health-care cost trends, as well as demographic factors such as employee turnover, retirement and mortality rates. The impacts from changes in discount rates and, when significant, from key events and other circumstances, are recorded quarterly.

Discount rates are used to determine the present value of the expected future benefit payments and represent the market rates for high-quality corporate fixed-income investments consistent with the currency and the estimated term of the retirement benefit liabilities. As the Canadian high-quality corporate bond market, as defined under IFRS, includes relatively few medium- and long- term maturity bonds, the discount rate for the Corporation's Canadian pension and other post-employment plans is established by constructing a yield curve using three maturity ranges. The first maturity range of the curve is based on observed market rates for AA-rated corporate bonds with maturities of less than six years. In the longer maturity ranges, due to the smaller number of high-quality bonds available, the curve is derived using market observations and extrapolated data. The extrapolated data points were created by adding a term-based yield spread over long-term provincial bond yields. This term-based spread is extrapolated between a base spread and a long spread. The base spread is based on the observed spreads between AA-rated corporate bonds and AA-rated provincial bonds for the 5 to 10 years to maturity range. The long spread is determined as the spread required at the point of average maturity of AA-rated provincial bonds in the 11 to 30 years to maturity range such that the average AA-rated corporate bond spread above AA-rated provincial bonds is equal to the extrapolated spread derived by applying the ratio of the observed spreads between A-rated corporate bonds and AA-rated provincial bonds for the 11 to 30 years to maturity range over the 5 to 10 years to maturity range, to the base spread. For maturities longer than the average maturity of AA-rated provincial bonds in the 11 to 30 years to maturity range, the spread is assumed to remain constant at the level of the long spread.

As the U.K. high-quality corporate bond market, as defined under IFRS, includes relatively few long-term maturity bonds, the discount rate for the Corporation's U.K. pension and other post-employment plans is established by constructing an hypothetical yield curve. The hypothetical yield curve is developed from Sterling corporate bond yield information for corporate bonds rated AA or equivalent quality. Target yields are developed from bonds across a range of maturity points, and a curve is fitted to those targets. Spot rates (zero coupon bond yields) are developed from the yield curve and used to discount benefit payment amounts associated with each future year. Since corporate bonds are generally not available for very long maturities, an assumption is made that spot rates remain level beyond the term of the longest data target point. The term of the longest data target point as at December 31, 2017 was 22 years.

Expected rates of compensation increases are determined considering the current salary structure, as well as historical and anticipated wage increases, in the context of current economic conditions.

See Note 22 - Retirement benefits for further details regarding assumptions used and sensitivity analysis to changes in critical actuarial assumptions.

Onerous contract provision – An onerous contract provision is recorded if it is more likely than not that the unavoidable costs of meeting the obligations under a firm contract, other than long-term contracts related to designing, engineering or manufacturing specifically designed products and service contracts for which revenue is recognized using the percentage of completion method of accounting, exceed the economic benefits expected to be received under the contract. Judgment is used to determine which costs are considered unavoidable and the calculation of the unavoidable costs require estimates of expected future costs, including anticipated future cost reductions related to performance improvements and transformation initiatives. Unavoidable costs exclude the allocation of certain indirect overheads which are included in the cost of inventories, such as amortization. As early production units in a new aircraft program require higher costs than units produced later in the program, cost estimates also depend on expected delivery schedules. The estimates are reviewed on a quarterly basis.

CDPQ equity and derivative liability components – The convertibles shares issued to the CDPQ contain no obligation for the Corporation to deliver cash or other financial assets to the CDPQ. Judgment was used to conclude that the CDPQ's convertible share investment in BT Holdco is considered a compound instrument comprised of an equity component, representing the discretionary dividends and liquidation preference, and a liability component that reflects a derivative to settle the instrument by delivering a variable number of common shares of BT Holdco, as opposed to the entire instrument being characterized as a liability. The Corporation presents convertible shares in its equity (NCI) and derivative component as a liability.

The fair value of the convertible shares at issuance was assigned to its respective equity and derivative liability components so that no gain or loss arose from recognizing each component separately, the fair value of the derivative liability being established first and the residual amount allocated to the equity component. The liability component is remeasured quarterly using the Corporation's best estimate of the present value of the settlement amount. The Corporation uses an internal valuation model based on stochastic simulations to estimate the fair value of the conversion option embedded in the BT Holdco convertible shares. The fair value of the embedded conversion option is based on the difference in the present value between: the convertible shares' accrued liquidation preference based on the minimum return entitlement; and the fair value of the common shares on an as converted basis. This value is dependent on Transportation meeting the performance incentives agreed upon with the CDPQ, the timing of exercise of the conversion rights and the applicable conversion rate. The simulation model generates multiple Transportation performance scenarios over the expected term of the option, using the best estimate of Transportation's expected results over the remaining term of the instrument and a standard deviation derived from historic results. Fair value of the shares on an as-converted basis is calculated using an EBIT multiple, which is based on market data, to determine the enterprise value. The discount rate used is also determined using market data. The Corporation uses internal assumptions to determine the term of the instrument and the future performance of Transportation, derived from the budget and strategic plan.

See Note 35 - Fair value of financial instruments for a sensitivity analysis on the variability in the fair value of the conversion option as a result of a reasonably likely change in the expected future performance of Transportation.

Consolidation – From time to time, the Corporation participates in structured entities where voting rights are not the dominant factor in determining control. In these situations, management may use a variety of complex estimation processes involving both qualitative and quantitative factors to determine whether the Corporation is exposed to, or has rights to, significant variable returns. The quantitative analyses involve estimating the future cash flows and performance of the investee and analyzing the variability in those cash flows. The qualitative analyses involve consideration of factors such as the purpose and design of the investee and whether the Corporation is acting as an agent or principal. There is a significant amount of judgment exercised in evaluating the results of these analyses as well as in determining if the Corporation has power to affect the investee's returns, including an assessment of the impact of potential voting rights, contractual agreements and de facto control.

Also, the Corporation uses judgment to determine whether rights held by NCI, such as the CDPQ's rights in respect of Transportation and Investissement Québec's rights in respect of CSALP, are protective in nature as opposed to substantive. The Corporation reassesses the initial determination of control if facts or circumstances indicate that there may be changes to one or more elements of control.

5. SEGMENT DISCLOSURE

The Corporation has four reportable segments: Business Aircraft, Commercial Aircraft, Aerostructures and Engineering Services and Transportation. Each reportable segment offers different products and services and mostly requires different technology and marketing strategies.

Business Aircraft

Business Aircraft designs, manufactures and provides aftermarket support for three families of business jets (*Learjet*, *Challenger* and *Global*), spanning from the light to large categories.

Commercial Aircraft

Commercial Aircraft designs and manufactures a broad portfolio of commercial aircraft in the 60- to 150-seat categories, including the *Q400* turboprops, the *CRJ Series* family of regional jets as well as the all-new *C Series* mainline jets. Commercial Aircraft provides aftermarket support for these aircraft as well as for the 20- to 59-seat range category.

Aerostructures and Engineering Services

Aerostructures and Engineering Services designs and manufactures major aircraft structural components (such as engine nacelles, fuselages and wings) and provides aftermarket component repair and overhaul as well as other engineering services for both internal and external clients.

Transportation

Transportation provides the most comprehensive product range and services offering in the rail industry and covers the full spectrum of rail solutions, ranging from complete trains to subsystems, services, system integration, signalling and e-mobility solutions.

Corporate and Elimination

Corporate and Elimination comprise corporate charges that are not allocated to segments, elimination of profit on intercompany transactions and other adjustments.

The segmented information is prepared using the accounting policies described in Note 2 – Summary of significant accounting policies.

The revenue recognition policies of Aerostructures and Engineering Services follow the Corporation's policies for either long-term contracts or aerospace programs depending on the nature of the contracts, except for intersegment contracts for design and engineering activities. Aerostructures and Engineering Services does not recognize revenues and costs for design and engineering work on intersegment contracts, except for the *C Series* aircraft program, for which profits or losses are recognized on a percentage-of-completion basis.

Management assesses segment performance based on EBIT and EBIT before special items. The segmented results of operations and other information are as follows, for fiscal years:

| | 2017 | | | | | |
|--|----------------|-------------------|---------------------|---|---------------------------|-----------|
| | Transportation | Business Aircraft | Commercial Aircraft | Aerostructures and Engineering Services | Corporate and Elimination | Total |
| Results of operations | | | | | | |
| External revenues | \$ 8,519 | \$ 4,913 | \$ 2,382 | \$ 398 | \$ 6 | \$ 16,218 |
| Intersegment revenues | 6 | 48 | — | 1,172 | (1,226) | — |
| Total revenues | 8,525 | 4,961 | 2,382 | 1,570 | (1,220) | 16,218 |
| EBIT before special items | 712 | 416 | (377) | 157 | (236) | 672 |
| Special items ⁽¹⁾ | 295 | 25 | 8 | 7 | 91 | 426 |
| EBIT | \$ 417 | \$ 391 | \$ (385) | \$ 150 | \$ (327) | 246 |
| Financing expense | | | | | | 778 |
| Financing income | | | | | | (56) |
| EBT | | | | | | (476) |
| Income taxes | | | | | | 77 |
| Net loss | | | | | | \$ (553) |
| Other information | | | | | | |
| R&D ⁽²⁾ | \$ 121 | \$ 61 | \$ 42 | \$ 4 | \$ 12 | \$ 240 |
| Net additions to PP&E and intangible assets ⁽³⁾ | \$ 123 | \$ 1,075 | \$ 107 | \$ 22 | \$ (10) | \$ 1,317 |
| Amortization | \$ 98 | \$ 97 | \$ 67 | \$ 50 | \$ 2 | \$ 314 |
| Impairment charges on PP&E ⁽⁴⁾ | \$ 38 | \$ — | \$ — | \$ — | \$ 8 | \$ 46 |
| Impairment charges on intangible assets ⁽⁵⁾ | \$ — | \$ — | \$ 5 | \$ — | \$ — | \$ 5 |
| | | | | | | |
| | | | | | | 2016 |
| | Transportation | Business Aircraft | Commercial Aircraft | Aerostructures and Engineering Services | Corporate and Elimination | Total |
| Results of operations | | | | | | |
| External revenues | \$ 7,567 | \$ 5,718 | \$ 2,617 | \$ 430 | \$ 7 | \$ 16,339 |
| Intersegment revenues | 7 | 23 | — | 1,119 | (1,149) | — |
| Total revenues | 7,574 | 5,741 | 2,617 | 1,549 | (1,142) | 16,339 |
| EBIT before special items | 560 | 369 | (417) | 124 | (209) | 427 |
| Special items ⁽¹⁾ | 164 | (108) | 486 | (4) | (53) | 485 |
| EBIT | \$ 396 | \$ 477 | \$ (903) | \$ 128 | \$ (156) | (58) |
| Financing expense | | | | | | 819 |
| Financing income | | | | | | (70) |
| EBT | | | | | | (807) |
| Income taxes | | | | | | 174 |
| Net loss | | | | | | \$ (981) |
| Other information | | | | | | |
| R&D ⁽²⁾ | \$ 103 | \$ 126 | \$ 28 | \$ 8 | \$ 22 | \$ 287 |
| Net additions to PP&E and intangible assets ⁽³⁾ | \$ 116 | \$ 721 | \$ 392 | \$ 20 | \$ (48) | \$ 1,201 |
| Amortization | \$ 97 | \$ 159 | \$ 64 | \$ 51 | \$ — | \$ 371 |
| Impairment charges on PP&E ⁽⁴⁾ | \$ 10 | \$ — | \$ — | \$ — | \$ — | \$ 10 |

⁽¹⁾ See Note 8 – Special items for more details.

⁽²⁾ Includes tooling amortization. See Note 6 – Research and development for more details.

⁽³⁾ As per the consolidated statements of cash flows.

⁽⁴⁾ See Note 20 – Property, plant and equipment for more details.

⁽⁵⁾ See Note 21 – Intangibles assets for more details

The reconciliation of total assets and total liabilities to segmented assets and liabilities is as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|---|-------------------|-------------------|------------------|
| Assets | | | |
| Total assets | \$ 25,006 | \$ 22,826 | \$ 22,903 |
| Assets not allocated to segments | | | |
| Cash and cash equivalents | 3,057 | 3,384 | 2,720 |
| Income tax receivable ⁽¹⁾ | 60 | 41 | 56 |
| Deferred income taxes | 603 | 705 | 761 |
| Segmented assets | 21,286 | 18,696 | 19,366 |
| Liabilities | | | |
| Total liabilities | 28,738 | 26,315 | 26,957 |
| Liabilities not allocated to segments | | | |
| Interest payable ⁽²⁾ | 139 | 141 | 154 |
| Income taxes payable ⁽³⁾ | 190 | 222 | 224 |
| Long-term debt ⁽⁴⁾ | 9,218 | 8,769 | 8,979 |
| Segmented liabilities | \$ 19,191 | \$ 17,183 | \$ 17,600 |
| Net segmented assets | | | |
| Transportation | \$ (315) | \$ (33) | \$ 354 |
| Business Aircraft | \$ 2,256 | \$ 1,448 | \$ 395 |
| Commercial Aircraft | \$ 453 | \$ 434 | \$ 467 |
| Aerostructures and Engineering Services | \$ 338 | \$ 142 | \$ 434 |
| Corporate and Elimination | \$ (637) | \$ (478) | \$ 116 |

⁽¹⁾ Included in other assets.

⁽²⁾ Included in trade and other payables.

⁽³⁾ Included in other liabilities.

⁽⁴⁾ The current portion of long-term debt is included in other financial liabilities.

The Corporation's revenues and PP&E and intangible assets are, allocated to countries, as follows:

| | Revenues for fiscal years ⁽¹⁾ | | PP&E and intangible assets as at ⁽²⁾ | | |
|----------------------|--|------------------|---|---------------------|-------------------|
| | 2017 | 2016 | December 31 2017 | December 31 2016 | January 1 2016 |
| North America | | | | | |
| United States | \$ 3,912 | \$ 4,782 | \$ 258 | \$ 262 | \$ 300 |
| Canada | 1,630 | 1,342 | 4,077 | 5,977 | 4,009 |
| Mexico | 70 | 114 | 38 | 37 | 36 |
| | 5,612 | 6,238 | 4,373 | 6,276 | 4,345 |
| Europe | | | | | |
| Germany | 1,640 | 1,613 | 1,048 | 938 | 983 |
| United Kingdom | 1,498 | 1,340 | 807 | 773 | 1,667 |
| France | 1,089 | 1,219 | 35 | 31 | 36 |
| Switzerland | 871 | 522 | 379 | 358 | 368 |
| Other | 2,373 | 2,694 | 717 | 635 | 645 |
| | 7,471 | 7,388 | 2,986 | 2,735 | 3,699 |
| Asia-Pacific | | | | | |
| China | 457 | 442 | 3 | 4 | 6 |
| Australia | 607 | 516 | 23 | 23 | 24 |
| India | 285 | 154 | 23 | 22 | 21 |
| Other | 857 | 547 | 3 | 3 | 4 |
| | 2,206 | 1,659 | 52 | 52 | 55 |
| Other | | | | | |
| Russia | 86 | 255 | 3 | 2 | 1 |
| Other | 843 | 799 | 25 | 25 | 28 |
| | 929 | 1,054 | 28 | 27 | 29 |
| | \$ 16,218 | \$ 16,339 | \$ 7,439 | \$ 9,090 | \$ 8,128 |

⁽¹⁾ Allocated to countries based on the location of the customer.

⁽²⁾ PP&E and intangible assets, excluding goodwill, are attributed to countries based on the location of the assets. Goodwill is attributed to countries based on the Corporation's allocation of the related purchase price.

6. RESEARCH AND DEVELOPMENT

R&D expense, net of government assistance, was as follows, for fiscal years:

| | 2017 | 2016 |
|---|----------|----------|
| R&D expenditures | \$ 1,235 | \$ 1,486 |
| Less: development expenditures capitalized to aerospace program tooling | (1,082) | (1,345) |
| | 153 | 141 |
| Add: amortization of aerospace program tooling | 87 | 146 |
| | \$ 240 | \$ 287 |

7. OTHER EXPENSE (INCOME)

Other expense (income) was as follows, for fiscal years:

| | 2017 | 2016 |
|---|-------|--------|
| Changes in estimates and fair value ⁽¹⁾ | \$ 42 | \$ 29 |
| Gains on disposals of PP&E and intangible assets | (38) | (19) |
| Impairment of intangible assets and PP&E ⁽²⁾ | 7 | — |
| Severance and other involuntary termination costs (including changes in estimates) ⁽²⁾ | 2 | (6) |
| Other | (2) | (8) |
| | \$ 11 | \$ (4) |

⁽¹⁾ Includes net loss (gain) on certain financial instruments measured at fair value and changes in estimates related to certain provisions or certain financial instruments, excluding losses (gains) arising from changes in interest rates.

⁽²⁾ Excludes those presented in special items.

8. SPECIAL ITEMS

Special items were as follows, for fiscal years:

| | 2017 | 2016 |
|--|---------------|---------------|
| Restructuring charges ⁽¹⁾ | \$ 285 | \$ 215 |
| <i>Primove</i> impairment and other costs ⁽²⁾ | 91 | — |
| Impairment of non-core operations ⁽³⁾ | 43 | — |
| Re-negotiation of a commercial agreement ⁽⁴⁾ | 35 | — |
| Reversal of <i>Learjet 85</i> aircraft program cancellation provisions ⁽⁵⁾ | (28) | (59) |
| Loss on repurchase of long-term debt ⁽⁶⁾ | 23 | 86 |
| Tax litigation ⁽⁷⁾ | 11 | 40 |
| Onerous contracts provision - <i>C Series</i> aircraft program ⁽⁸⁾ | — | 492 |
| Pension obligation ⁽⁹⁾ | — | (139) |
| Foreign exchange gains related to the sale of a minority stake in Transportation ⁽¹⁰⁾ | — | (38) |
| Transaction costs ⁽¹¹⁾ | — | 8 |
| Tax impacts of special items | (15) | (20) |
| | \$ 445 | \$ 585 |
| Of which is presented in | | |
| Special items in EBIT | \$ 426 | \$ 485 |
| Financing expense - loss on repurchase of long-term debt ⁽⁶⁾ | 23 | 86 |
| Financing expense - interest related to tax litigation ⁽⁷⁾ | 11 | 26 |
| Financing expense - transaction costs ⁽¹¹⁾ | — | 8 |
| Income taxes - effect of special items | (15) | (20) |
| | \$ 445 | \$ 585 |

- For fiscal year 2017, represents severance charges of \$253 million, partially offset by curtailment gains of \$6 million, and impairment charges of PP&E of \$38 million all related to previously-announced restructuring actions. For fiscal year 2016, represents severance charges of \$227 million, partially offset by curtailment gains of \$22 million, and impairment charges of PP&E of \$10 million all related to previously-announced restructuring actions.
- Following a reassessment of the value of the *Primove* e-mobility technology and the status of existing contractual obligations, the Corporation recorded an inventory write-down of \$22 million, impairment charges of PP&E of \$6 million, and a contract loss provision of \$63 million, for fiscal year 2017. *Primove* offers e-mobility solutions for several types of electronic rail and road vehicles.
- An impairment charge related to non-core operations of \$43 million recorded in fiscal year 2017 with respect to the expected sale of legal entities, as part of the Transportation transformation plan.
- A provision was taken, for fiscal year 2017, to reflect the anticipated outcome of a re-negotiation of a commercial agreement with a third party.
- Based on the ongoing activities with respect to the cancellation of the *Learjet 85* aircraft program, the Corporation reduced the related provisions by \$28 million for fiscal year 2017 (\$59 million for fiscal year 2016). The reduction in provisions is treated as a special item since the original provisions were also recorded as special charges in 2014 and 2015.
- For fiscal year 2017, represents the loss related to the redemption of the \$600-million Senior Notes due 2019. For fiscal year 2016, represents the loss related to the redemption of the \$650-million and \$750-million Senior Notes due 2018.
- Represents a change in the estimates used to determine the provision related to tax litigation.
- For fiscal year 2016, represents provision for onerous contracts in conjunction with the closing of *C Series* aircraft firm orders.
- For fiscal year 2016, the Corporation had a constructive obligation for discretionary ad hoc indexation increases to certain pension plans. Following a communication to plan members that the Corporation does not expect to grant such increases in the foreseeable future in line with the Corporation's current practice, the constructive obligation amounting to \$139 million was reversed.
- For fiscal year 2016, represents foreign exchange gains related to the reorganization of Transportation under one holding entity necessary to facilitate the placement of a minority stake in Transportation.
- For fiscal year 2016, represents transaction costs attributable to the conversion option embedded in the CDPQ investment in BT Holdco. See Note 10 - Non-controlling interest for more details.

9. FINANCING EXPENSE AND FINANCING INCOME

Financing expense and financing income were as follows, for fiscal years:

| | 2017 | 2016 |
|---|-------------------------------|-------------------------------|
| Financing expense | | |
| Net loss on certain financial instruments ⁽¹⁾ | \$ 102 | \$ 80 |
| Accretion on net retirement benefit obligations | 78 | 66 |
| Accretion on other financial liabilities | 59 | 59 |
| Loss on repurchase of long-term debt ⁽²⁾ | 23 | 86 |
| Accretion on provisions | 20 | 13 |
| Amortization of letter of credit facility costs | 17 | 24 |
| Tax litigation ⁽³⁾ | 11 | 26 |
| Transaction costs ⁽⁴⁾ | — | 8 |
| Other | 103 | 82 |
| | 413 | 444 |
| Interest on long-term debt, after effect of hedges | 365 | 375 |
| | \$ 778 ⁽⁵⁾ | \$ 819 ⁽⁵⁾ |
| Financing income | | |
| Changes in discount rates of provisions | \$ (7) | \$ (17) |
| Other | (18) | (21) |
| | (25) | (38) |
| Income from investment in securities | (13) | (11) |
| Interest on cash and cash equivalents | (11) | (13) |
| Interest on loans and lease receivables, after effect of hedges | (7) | (8) |
| | (31) | (32) |
| | \$ (56) ⁽⁶⁾ | \$ (70) ⁽⁶⁾ |

⁽¹⁾ Net losses (gains) on certain financial instruments classified as FVTP&L, including losses (gains) arising from changes in interest rates.

⁽²⁾ Represents the loss related to the redemption of the \$600-million Senior Notes due 2019 for fiscal year 2017, which was recorded as a special item (\$86 million represents the loss related to the redemption of the \$650-million and \$750-million Senior Notes due 2018 for fiscal year 2016, which was recorded as a special item).

⁽³⁾ Represents a change in the estimates used to determine the provision related to tax litigation. See Note 8 – Special items for more details.

⁽⁴⁾ Represents transaction costs attributable to the conversion option embedded in the CDPQ investment in BT Holdco. See Note 10 – Non-controlling interest for more details.

⁽⁵⁾ Of which \$453 million represents the interest expense calculated using the effective interest rate method for financial liabilities classified as other than HFT for fiscal year 2017 (\$446 million for fiscal year 2016).

⁽⁶⁾ Of which \$7 million represents the interest income calculated using the effective interest rate method for financial assets classified as L&R for fiscal year 2017 (\$23 million for fiscal year 2016).

Borrowing costs capitalized to PP&E and intangible assets totalled \$183 million for fiscal year 2017, using an average capitalization rate of 6.16% (\$122 million and 5.48% for fiscal year 2016). Capitalized borrowing costs are deducted from the related interest expense (i.e. interest on long-term debt or accretion on other financial liabilities, if any).

10. NON-CONTROLLING INTEREST

The summarized statement of financial position for BT Holdco, which has significant NCI, was as follows, as at:

| | December 31, 2017 | December 31, 2016 |
|--------------------------|-------------------|-------------------|
| Current assets | \$ 5,255 | \$ 3,885 |
| Non-current assets | 4,327 | 3,824 |
| Total assets | \$ 9,582 | \$ 7,709 |
| Current liabilities | \$ 7,060 | \$ 5,413 |
| Non-current liabilities | 1,656 | 1,440 |
| Total liabilities | \$ 8,716 | \$ 6,853 |
| Net assets | \$ 866 | \$ 856 |

The selected income and cash flow information for BT Holdco, which has significant NCI, was as follows, for fiscal year:

| | 2017 | 2016 |
|--------------------------------------|-------------------------|----------|
| Revenues | \$ 8,525 | \$ 7,574 |
| Net income (loss) | \$ (57) | \$ 9 |
| Comprehensive income (loss) | \$ 123 | \$ (392) |
| Cash flows from operating activities | \$ 857 | \$ 666 |
| Cash flows from investing activities | \$ (133) | \$ (80) |
| Cash flows from financing activities | \$ (290) ⁽¹⁾ | \$ (322) |

⁽¹⁾ Includes \$282 million (€250 million) of dividend paid for fiscal year 2017.

The changes to the accumulated NCI for BT Holdco, which has significant NCI, were as follows:

| | BT Holdco |
|--|-----------------|
| Balance as at January 1, 2016 | \$ — |
| Issuance of NCI | 1,281 |
| Minimum return entitlement | 146 |
| OCI | (80) |
| Dividends | (73) |
| Balance as at December 31, 2016 | 1,274 |
| Minimum return entitlement | 171 |
| OCI | 180 |
| Dividends | (77) |
| Balance as at December 31, 2017 | \$ 1,548 |

CDPQ investment in BT Holdco

On February 11, 2016, Bombardier closed the sale to the CDPQ of a \$1.5-billion convertible share investment in Bombardier Transportation's newly-created holding company, Bombardier Transportation (Investment) UK Limited (BT Holdco). Under the terms of the investment, Bombardier Inc. sold voting shares convertible into a 30% common equity stake of BT Holdco to the CDPQ, subject to annual adjustments related to performance.

Following the completion of the previously announced corporate reorganization, BT Holdco owns essentially all of the assets and liabilities of Bombardier's Transportation business segment, its operational headquarters remains in Germany and continues to be consolidated in Bombardier's financial results.

Key terms of the investment

The CDPQ is entitled to its pro-rata portion (on an as-converted basis, initially equal to 30% of BT Holdco common shares) of any dividends declared.

Dividends are payable in cash or, subject to certain conditions, in additional convertible shares at the option of BT Holdco (any such issuance to increase the CDPQ's participation).

Performance incentives

The terms of the transaction provide strong performance incentives for Transportation. For each of the first five years following the closing date, the CDPQ's ownership (on conversion) and return may be subject to upward or downward annual adjustments, based on performance targets jointly agreed to as part of Transportation's business plan.

If Transportation outperforms its business plan, the CDPQ's percentage of ownership on conversion of its shares decreases by 2.5% annually, down to a minimum threshold of 25%. In this circumstance, the convertible shares' minimum return also decreases from 9.5% to a floor of 7.5%.

Conversely, should Transportation underperform relative to its plan, the CDPQ's percentage of ownership on conversion of its shares will increase by 2.5% annually, up to a maximum of 42.5% over a five-year period. In this case, the convertible shares' minimum return also increases from 9.5% up to 12%.

Transportation's strong results in 2017 outpaced the performance targets underlying CDPQ's investment in BT Holdco. Accordingly, for the 12-month period starting on February 12, 2018, CDPQ's percentage of ownership on conversion of its shares will decrease by 2.5%, down from 30% to 27.5%, and the preference return entitlement rate on liquidation of its shares will decrease from 9.5% to 7.5% for this period. Any dividends paid by BT Holdco to its shareholders during this period will be distributed on the basis of each shareholder's percentage of ownership on conversion, being 72.5% for Bombardier and 27.5% for the CDPQ. These adjustments will become effective once the audited consolidated financial statements of BT Holdco are duly approved by its Board of Directors.

Shareholders rights and exit

Under the terms of the investment, the CDPQ has standard minority protection rights, including: pre-emptive rights, a right of first offer, and tag-along rights, and Bombardier has a right of first offer and customary drag-along rights, in each case subject to certain conditions.

Bombardier has the ability to buy back the CDPQ's investment upon specified terms at any time on or after the third anniversary of the closing of the investment, at the higher of the fair market value (on an as-converted basis) or a minimum of 15% compounded annual return to the CDPQ.

At any time on or after February 11, 2021, and provided that Bombardier has not exercised its right to buy back the CDPQ's investment before then, the CDPQ will have the right to cause BT Holdco to proceed with a secondary initial public offering (IPO) or a sale of 100% of its shares.

In the case of an IPO, the conversion ratio of the CDPQ's shares will be adjusted so that, immediately prior to the IPO, the CDPQ receives shares having a value equal to the higher of: (i) the value of its shares, on an as-converted basis, based on the implied value of the IPO; or (ii) the minimum return adjusted for any distributions, in both cases taking into account changes, if any, resulting from the effect of the performance incentives. The CDPQ's shares would be sold in priority to Bombardier's shares as part of the secondary IPO.

In the case of a sale of 100% of the BT Holdco shares, the CDPQ will have the right to receive an amount equal to the higher of: (i) the value of its shares, on an as-converted basis, based on the implied value of the sale to a third party; or (ii) the minimum return adjusted for any distributions, in both cases taking into account changes, if any, resulting from the effect of the performance incentives.

Upon a change of control of Bombardier Inc. or, in certain circumstances, of BT Holdco, the CDPQ will have the right to require an IPO or a sale of 100% of the BT Holdco shares and to receive the higher of: (i) the value of the common shares held by the CDPQ on an as-converted basis, based on the implied value of the IPO or sale to a third party, as discussed above; or (ii) a minimum three-year 15% compounded annual return (or at any time after three years, a 15% compounded annual return).

Other details of the transaction

The parties have agreed to a consolidated Bombardier cash position, as defined in the agreement, at the end of each quarter of at least \$1.25 billion. This condition was met on a quarterly basis and as at December 31, 2017 and 2016. In the event Bombardier's cash position falls below that level, the Board of directors of Bombardier will create a Special Initiatives Committee composed of three independent directors acceptable to the CDPQ, who would be responsible to develop an action plan to improve cash. The implementation of the plan, once agreed with the CDPQ, would be overseen by the Special Initiatives Committee.

Government of Québec investment in the C Series aircraft program

On June 30, 2016, Bombardier closed the \$1.0-billion investment by the Government of Québec (through Investissement Québec) in return for a 49.5% equity stake in a newly-created limited partnership, the C Series Aircraft Limited Partnership (CSALP), to which we have transferred the assets, liabilities and obligations of the C Series aircraft program. At that time, CSALP was owned 50.5% by Bombardier Inc. and, as a subsidiary of Bombardier Inc., will carry on the operations related to our C Series aircraft program. CSALP continues to be consolidated in our financial results.

Bombardier received the investment in two installments of \$500-million each on June 30, 2016 and September 1, 2016. The proceeds of the investment have been used entirely for cash flow purposes of the C Series aircraft program. Under the terms of the limited partnership agreement, the Corporation has committed to invest additional capital contributions in CSALP up to a maximum amount of \$1.0 billion in case of any liquidity shortfall in CSALP. Additional capital contributions by the Corporation would increase its ownership interest in CSALP.

The investment contemplates a continuity undertaking providing that we maintain in the Province of Québec, for a period of 20 years, CSALP's operational, financial and strategic headquarters, manufacturing and engineering activities, policies, practices and investment plans for research and development, in each case in respect of the design, manufacture and marketing of the CS100 and CS300 aircraft and after-sales services for these aircraft and that we will operate the facilities located in Mirabel, Canada for these purposes.

As at December 31, 2017, CSALP had total assets amounting to \$4,150 million, of which \$2,583 million was aerospace program tooling (\$3,933 million as at December 31, 2016 of which \$2,535 million was aerospace program tooling). CSALP has no long-term debt.

The Corporation has committed to invest additional capital contributions in CSALP up to a maximum amount of \$1.0 billion in case of any liquidity shortfall in CSALP, of which as at December 31, 2017, the Corporation has contributed \$683 million in CSALP.

Subject to certain conditions, the Corporation has the right to repurchase Investissement Québec's interest in CSALP at fair market value.

See Note 28 - Assets held for sale for details on the Airbus transaction.

11. EMPLOYEE BENEFIT COSTS

Employee benefit costs⁽¹⁾ were as follows, for fiscal years:

| | Notes | 2017 | 2016 |
|--|-------|----------|----------|
| Wages, salaries and other employee benefits | | \$ 4,809 | \$ 4,887 |
| Retirement benefits ⁽²⁾ | 22 | 424 | 255 |
| Share-based expense | 30 | 45 | 22 |
| Restructuring, severance and other involuntary termination costs | 7, 8 | 255 | 221 |
| | | \$ 5,533 | \$ 5,385 |

⁽¹⁾ Employee benefit costs include costs capitalized as part of the cost of inventories and other self-constructed assets.

⁽²⁾ Includes defined benefit and defined contribution plans.

12. INCOME TAXES

Analysis of income tax expense

Details of income tax expense were as follows, for fiscal years:

| | 2017 | 2016 |
|-----------------------|--------------|---------------|
| Current income taxes | \$ 43 | \$ 143 |
| Deferred income taxes | 34 | 31 |
| | \$ 77 | \$ 174 |

The reconciliation of income taxes, computed at the Canadian statutory rates, to income tax expense was as follows, for fiscal years:

| | 2017 | 2016 |
|---|----------------|----------------|
| EBT | \$ (476) | \$ (807) |
| Canadian statutory tax rate | 26.7 % | 26.8 % |
| Income tax recovery at statutory rate | (127) | (216) |
| Increase (decrease) resulting from | | |
| Non-recognition of tax benefits related to tax losses and temporary differences | 268 | 383 |
| Write-down of deferred income tax assets | 6 | 72 |
| Income tax rates differential of foreign subsidiaries and other investees | 14 | (1) |
| Recognition of previously unrecognized tax losses or temporary differences | (187) | (65) |
| Permanent differences | 57 | (6) |
| Effect of substantively enacted income tax rate changes ⁽¹⁾ | 65 | 3 |
| Other | (19) | 4 |
| Income tax expense | \$ 77 | \$ 174 |
| Effective tax rate | (16.2)% | (21.6)% |

⁽¹⁾ Relates mainly to the U.S. tax reform.

The Corporation's applicable Canadian statutory tax rate is the Federal and Provincial combined tax rate applicable in the jurisdiction in which the Corporation operates.

Details of deferred income tax expense were as follows, for fiscal years:

| | 2017 | 2016 |
|---|--------------|--------------|
| Non-recognition of tax benefits related to tax losses and temporary differences | \$ 268 | \$ 383 |
| Origination and reversal of temporary differences | (118) | (362) |
| Write-down of deferred income tax assets | 6 | 72 |
| Recognition of previously unrecognized tax losses or temporary differences | (187) | (65) |
| Effect of substantively enacted income tax rate changes | 65 | 3 |
| | \$ 34 | \$ 31 |

Deferred income taxes

The significant components of the Corporation's deferred income tax asset and liability were as follows, as at:

| | December 31, 2017 | | December 31, 2016 | | January 1, 2016 | |
|--|-------------------|-----------|-------------------|-----------|-----------------|-----------|
| | Asset | Liability | Asset | Liability | Asset | Liability |
| Operating tax losses carried forward | \$ 2,433 | \$ — | \$ 1,891 | \$ — | \$ 1,928 | \$ — |
| Retirement benefits | 501 | — | 588 | — | 459 | — |
| Advance and progress billings in excess of long-term contract inventories and advances on aerospace programs | — | — | 628 | — | 817 | — |
| Inventories | 629 | — | 790 | — | 469 | — |
| Provisions | 781 | — | 809 | — | 596 | — |
| Other financial assets and other assets | 112 | — | (49) | — | (95) | — |
| PP&E | (3) | — | 11 | — | (30) | — |
| Other financial liabilities and other liabilities | 66 | — | 135 | — | 253 | — |
| Intangible assets | (162) | — | (136) | — | (48) | — |
| Other | 63 | — | 99 | — | 173 | — |
| | 4,420 | — | 4,766 | — | 4,522 | — |
| Unrecognized deferred tax assets | (3,817) | — | (4,061) | — | (3,761) | — |
| | \$ 603 | \$ — | \$ 705 | \$ — | \$ 761 | \$ — |

The changes in the net deferred income tax asset were as follows for the fiscal years:

| | 2017 | 2016 |
|-----------------------------------|--------|--------|
| Balance at beginning of year, net | \$ 705 | \$ 761 |
| In net income | (34) | (31) |
| In OCI | | |
| Retirement benefits | (68) | 73 |
| Cash flow hedges | (29) | (82) |
| Other ⁽¹⁾ | 29 | (16) |
| Balance at end of year, net | \$ 603 | \$ 705 |

⁽¹⁾ Mainly comprises foreign exchange rate effects.

The net operating losses carried forward and deductible temporary differences for which deferred tax assets have not been recognized amounted to \$15,830 million as at December 31, 2017, of which \$1,482 million relates to retirement benefits that will reverse through OCI (\$13,939 million as at December 31, 2016 of which \$1,401 million relates to retirement benefits that will reverse through OCI and \$12,548 million as at January 1, 2016 of which \$1,170 million relates to retirement benefits that will reverse through OCI). Of these amounts, approximately \$10,480 million as at December 31, 2017 has no expiration date (\$10,560 million as at December 31, 2016 and \$9,832 million as at January 1, 2016) and approximately \$2,669 million relates to the Corporation's operations in Germany where a minimum income tax is payable on 40% of taxable income (\$2,007 million as at December 31, 2016 and \$1,846 million as at January 1, 2016) and \$406 million relate to the Corporation's operations in France where a minimum income tax is payable on 50% of taxable income (\$359 million as at December 31, 2016 and \$476 million as at January 1, 2016).

In addition, the Corporation has \$1,620 million of unused investment tax credits, most of which can be carried forward for 20 years and \$117 million of net capital losses carried forward for which deferred tax assets have not been recognized (\$1,537 million and \$72 million as at December 31, 2016 and \$1,467 million and \$75 million as at January 1, 2016). Net capital losses can be carried forward indefinitely and can only be used against future taxable capital gains.

Net deferred tax assets of \$501 million were recognized as at December 31, 2017 (\$520 million as at December 31, 2016 and \$663 million as at January 1, 2016) in jurisdictions that incurred losses this fiscal year or the preceding fiscal year. Based upon the level of historical taxable income, projections for future taxable income and prudent tax planning strategies, management believes it is probable the Corporation will realize the benefits of these deductible differences and operating tax losses carried forward. See Note 4 – Use of estimates and judgment for more information on how the Corporation determines the extent to which deferred income tax assets are recognized.

No deferred tax liabilities have been recognized on undistributed earnings of the Corporation's foreign subsidiaries, joint ventures and associates when they are considered to be indefinitely reinvested, as the Corporation has control or joint control over the dividend policy, unless it is probable that these temporary differences will reverse. Upon distribution of these earnings in the form of dividends or otherwise, the Corporation may be subject to corporation and/or withholding taxes. Taxable temporary differences for which a deferred tax liability was not recognized amount to approximately \$588 million as at December 31, 2017 (\$392 million as at December 31, 2016 and \$369 million as at January 1, 2016).

13. EARNINGS PER SHARE

Basic and diluted EPS were computed as follows, for fiscal years:

| | 2017 | 2016 |
|---|-----------|------------|
| (Number of shares, stock options, PSUs, DSUs, RSUs and warrants in thousands) | | |
| Net loss attributable to equity holders of Bombardier Inc. | \$ (516) | \$ (1,022) |
| Preferred share dividends, including taxes | (27) | (32) |
| Net loss attributable to common equity holders of Bombardier Inc. | \$ (543) | \$ (1,054) |
| Weighted-average number of common shares outstanding | 2,195,379 | 2,212,547 |
| Net effect of stock options, PSUs, DSUs, RSUs, warrants and conversion option | — | — |
| Weighted-average diluted number of common shares | 2,195,379 | 2,212,547 |
| EPS (in dollars) | | |
| Basic and diluted | \$ (0.25) | \$ (0.48) |

The effect of the exercise of stock options, PSUs, DSUs, RSUs and warrants was included in the calculation of diluted EPS in the above table, except for 374,076,982 for fiscal year 2017 (258,707,646 for fiscal year 2016) since the average market value of the underlying shares was lower than the exercise price, or because the predetermined target market price thresholds of the Corporation's Class B Shares (subordinate voting) or predetermined financial performance targets had not been met or the effect of the exercise would be antidilutive. The calculation of diluted EPS did not include the impact of the CDPQ conversion option since the minimum return entitlement was greater than CDPQ's shares of the BT Holdco net income on an as converted basis assuming Transportation does not achieve its performance targets. The Corporation's obligation to fund the CSALP through issuance of additional units is not dilutive since the subscription price approximates the fair value of the equity to be acquired.

14. FINANCIAL INSTRUMENTS

Net gains (losses) on financial instruments recognized in income were as follows, for fiscal years:

| | 2017 | 2016 |
|---|---------|---------|
| Financial instruments measured at amortized cost | | |
| L&R - impairment charges | \$ (36) | \$ (15) |
| Financial instruments measured at fair value | | |
| FVTP&L - changes in fair value | | |
| Designated as FVTP&L | | |
| Financial assets | \$ (8) | \$ 5 |
| Financial liabilities | \$ (1) | \$ (18) |
| Required to be classified as HFT | | |
| Derivatives not designated in hedging relationships | \$ 78 | \$ (41) |
| Other ⁽¹⁾ | \$ (93) | \$ (52) |

⁽¹⁾ Excluding the interest income portion related to cash and cash equivalents of \$11 million for the fiscal year 2017 (\$13 million for fiscal year 2016).

Carrying amounts and fair value of financial instruments

The classification of financial instruments and their carrying amounts and fair value of financial instruments were as follows as at:

| | FVTP&L | | | | Amortized cost ⁽¹⁾ | DDHR | Total carrying value | Fair value |
|-------------------------------|-----------------|---------------|---------------|------------------|-------------------------------|------------------|----------------------|------------|
| | HFT | Designated | AFS | | | | | |
| December 31, 2017 | | | | | | | | |
| Financial assets | | | | | | | | |
| Cash and cash equivalents | \$ 2,988 | \$ — | \$ — | \$ — | \$ — | \$ 2,988 | \$ 2,988 | |
| Trade and other receivables | — | — | — | 1,231 | — | 1,231 | 1,231 | |
| Other financial assets | 79 | 216 | 361 | 331 | 253 | 1,240 | 1,278 | |
| | \$ 3,067 | \$ 216 | \$ 361 | \$ 1,562 | \$ 253 | \$ 5,459 | \$ 5,497 | |
| Financial liabilities | | | | | | | | |
| Trade and other payables | \$ — | \$ 6 | n/a | \$ 4,188 | \$ — | \$ 4,194 | \$ 4,194 | |
| Long-term debt ⁽²⁾ | — | — | n/a | 9,218 | — | 9,218 | 9,354 | |
| Other financial liabilities | 354 | 74 | n/a | 677 | 184 | 1,289 | 1,329 | |
| | \$ 354 | \$ 80 | n/a | \$ 14,083 | \$ 184 | \$ 14,701 | \$ 14,877 | |
| December 31, 2016 | | | | | | | | |
| Financial assets | | | | | | | | |
| Cash and cash equivalents | \$ 3,384 | \$ — | \$ — | \$ — | \$ — | \$ 3,384 | \$ 3,384 | |
| Trade and other receivables | — | — | — | 1,291 | — | 1,291 | 1,291 | |
| Other financial assets | 144 | 227 | 374 | 310 | 196 | 1,251 | 1,272 | |
| | \$ 3,528 | \$ 227 | \$ 374 | \$ 1,601 | \$ 196 | \$ 5,926 | \$ 5,947 | |
| Financial liabilities | | | | | | | | |
| Trade and other payables | \$ — | \$ 6 | n/a | \$ 3,233 | \$ — | \$ 3,239 | \$ 3,239 | |
| Long-term debt ⁽²⁾ | — | — | n/a | 8,769 | — | 8,769 | 8,624 | |
| Other financial liabilities | 259 | 141 | n/a | 808 | 368 | 1,576 | 1,616 | |
| | \$ 259 | \$ 147 | n/a | \$ 12,810 | \$ 368 | \$ 13,584 | \$ 13,479 | |
| January 1, 2016 | | | | | | | | |
| Financial assets | | | | | | | | |
| Cash and cash equivalents | \$ 2,720 | \$ — | \$ — | \$ — | \$ — | \$ 2,720 | \$ 2,720 | |
| Trade and other receivables | — | — | — | 1,473 | — | 1,473 | 1,473 | |
| Other financial assets | 13 | 230 | 348 | 380 | 349 | 1,320 | 1,326 | |
| | \$ 2,733 | \$ 230 | \$ 348 | \$ 1,853 | \$ 349 | \$ 5,513 | \$ 5,519 | |
| Financial liabilities | | | | | | | | |
| Trade and other payables | \$ — | \$ 1 | n/a | \$ 4,039 | \$ — | \$ 4,040 | \$ 4,040 | |
| Long-term debt ⁽²⁾ | — | — | n/a | 8,979 | — | 8,979 | 6,767 | |
| Other financial liabilities | 41 | 135 | n/a | 702 | 661 | 1,539 | 1,426 | |
| | \$ 41 | \$ 136 | n/a | \$ 13,720 | \$ 661 | \$ 14,558 | \$ 12,233 | |

⁽¹⁾ Financial assets are classified as L&R and financial liabilities as other than HFT.

⁽²⁾ Includes the current portion of long-term debt.

n/a: Not applicable

Offsetting financial assets and financial liabilities

The Corporation is subject to enforceable master netting agreements related mainly to its derivative financial instruments and cash and cash equivalents which contain a right of set-off in case of default, insolvency or bankruptcy. The amounts that are subject to the enforceable master netting agreements, but which do not meet some or all of the offsetting criteria, are as follows as at:

| Description of recognized financial assets and liabilities | Amount recognized in the financial statements | Amounts subject to master netting agreements | Net amount not subject to master netting agreements |
|--|---|--|---|
| December 31, 2017 | | | |
| Derivative financial instruments - assets | \$ 332 | \$ (135) | \$ 197 |
| Derivative financial instruments - liabilities | \$ (538) | \$ 176 | \$ (362) |
| Cash and cash equivalents | \$ 2,988 | \$ (41) | \$ 2,947 |
| December 31, 2016 | | | |
| Derivative financial instruments - assets | \$ 340 | \$ (177) | \$ 163 |
| Derivative financial instruments - liabilities | \$ (627) | \$ 321 | \$ (306) |
| Cash and cash equivalents | \$ 3,384 | \$ (144) | \$ 3,240 |
| January 1, 2016 | | | |
| Derivative financial instruments - assets | \$ 362 | \$ (216) | \$ 146 |
| Derivative financial instruments - liabilities | \$ (702) | \$ 455 | \$ (247) |
| Cash and cash equivalents | \$ 2,720 | \$ (239) | \$ 2,481 |

Derivatives and hedging activities

The carrying amounts of all derivative and non-derivative financial instruments in a hedge relationship were as follows, as at:

| | December 31, 2017 | | December 31, 2016 | | January 1, 2016 | |
|--|-------------------|---------------|-------------------|---------------|-----------------|---------------|
| | Assets | Liabilities | Assets | Liabilities | Assets | Liabilities |
| Derivative financial instruments designated as fair value hedges | | | | | | |
| Interest-rate swaps | \$ 5 | \$ — | \$ 58 | \$ — | \$ 93 | \$ — |
| Derivative financial instruments designated as cash flow hedges⁽¹⁾ | | | | | | |
| Forward foreign exchange contracts | 248 | 184 | 138 | 368 | 256 | 661 |
| Derivative financial instruments classified as HFT⁽²⁾ | | | | | | |
| Forward foreign exchange contracts | 57 | 50 | 58 | 86 | 13 | 41 |
| Embedded derivative financial instruments | | | | | | |
| Conversion option | — | 304 | — | 170 | — | — |
| Call options on long-term debt | 21 | — | 11 | — | — | — |
| Other | 1 | — | 75 | 3 | — | — |
| | 79 | 354 | 144 | 259 | 13 | 41 |
| Total derivative financial instruments | \$ 332 | \$ 538 | \$ 340 | \$ 627 | \$ 362 | \$ 702 |
| Non-derivative financial instruments designated as hedges of net investment | | | | | | |
| Long-term debt | \$ — | \$ 28 | \$ — | \$ — | \$ — | \$ — |

⁽¹⁾ The maximum length of time of derivative financial instruments hedging the Corporation's exposure to the variability in future cash flows for anticipated transactions is 23 months as at December 31, 2017.

⁽²⁾ Held as economic hedges, except for embedded derivative financial instruments.

The net losses on hedging instruments designated in fair value hedge relationships and net gains on the related hedged items attributable to the hedged risk recognized in financing expense, amounted to \$2 million and \$3 million respectively for fiscal year 2017 (net losses of \$24 million and net gains of \$25 million respectively for fiscal year 2016). The ineffectiveness recognized in net income that relates to cash flow hedge, amounted to net gains of \$27 million for fiscal year 2017. The methods and assumptions used to measure the fair value of financial instruments are described in Note 35 – Fair value of financial instruments.

15. CASH AND CASH EQUIVALENTS

Cash and cash equivalents were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|--|-------------------|-------------------|-----------------|
| Cash | \$ 1,382 | \$ 1,375 | \$ 1,235 |
| Cash equivalents | | | |
| Term deposits | 449 | 1,105 | 746 |
| Money market funds | 1,226 | 904 | 739 |
| Cash and cash equivalents⁽¹⁾ | \$ 3,057 | \$ 3,384 | \$ 2,720 |
| Reclassified as assets held for sale | 69 | — | — |
| Cash and cash equivalents | \$ 2,988 | \$ 3,384 | \$ 2,720 |

⁽¹⁾ For purpose of the statement of cash flows, cash and cash equivalents comprise the cash reclassified as asset held for sale. See Note 28 – Assets held for sale for more details on the CSALP assets and liabilities reclassification.

See Note 32 – Credit facilities for details on covenants related to cash and cash equivalents.

See Note 10 – Non-controlling interest for details on the agreement with CDPQ related to a consolidated Bombardier cash position of at least \$1.25 billion at the end of each quarter.

16. TRADE AND OTHER RECEIVABLES

Trade and other receivables were as follows, as at:

| | Total | Not past due | Past due but not impaired ⁽³⁾ | | Impaired ⁽⁴⁾ |
|---|-----------------|--------------|--|-------------------|-------------------------|
| | | | less than 90 days | more than 90 days | |
| December 31, 2017⁽¹⁾⁽²⁾ | | | | | |
| Trade receivables, gross | \$ 1,206 | \$ 726 | \$ 195 | \$ 171 | \$ 114 |
| Allowance for doubtful accounts | (70) | — | — | — | (70) |
| | 1,136 | \$ 726 | \$ 195 | \$ 171 | \$ 44 |
| Other | 95 | | | | |
| Total | \$ 1,231 | | | | |
| December 31, 2016⁽¹⁾⁽²⁾ | | | | | |
| Trade receivables, gross | \$ 1,209 | \$ 861 | \$ 118 | \$ 121 | \$ 109 |
| Allowance for doubtful accounts | (44) | — | — | — | (44) |
| | 1,165 | \$ 861 | \$ 118 | \$ 121 | \$ 65 |
| Other | 126 | | | | |
| Total | \$ 1,291 | | | | |
| January 1, 2016⁽¹⁾⁽²⁾ | | | | | |
| Trade receivables, gross | \$ 1,372 | \$ 908 | \$ 263 | \$ 72 | \$ 129 |
| Allowance for doubtful accounts | (36) | — | — | — | (36) |
| | 1,336 | \$ 908 | \$ 263 | \$ 72 | \$ 93 |
| Other | 137 | | | | |
| Total | \$ 1,473 | | | | |

⁽¹⁾ Of which \$311 million and \$443 million are denominated in euros and other foreign currencies, respectively, as at December 31, 2017 (\$349 million and \$428 million, respectively, as at December 31, 2016 and \$390 million and \$452 million, respectively, as at January 1, 2016).

⁽²⁾ Of which \$287 million represents customer retentions relating to long-term contracts as at December 31, 2017 based on normal terms and conditions (\$259 million as at December 31, 2016 and \$233 million as at January 1, 2016).

⁽³⁾ Of which \$225 million of trade receivables relates to Transportation long-term contracts as at December 31, 2017, of which \$144 million were more than 90 days past due (\$183 million as at December 31, 2016, of which \$121 million were more than 90 days past due and \$243 million as at January 1, 2016, of which \$69 million were more than 90 days past due). Transportation assesses whether these receivables are collectible as part of its risk management practices applicable to long-term contracts as a whole.

⁽⁴⁾ Of which a gross amount of \$73 million of trade receivables are individually impaired as at December 31, 2017 (\$27 million as at December 31, 2016 and \$66 million as at January 1, 2016).

The factors that the Corporation considers to classify trade receivables as impaired are as follows: the customer is in bankruptcy or under administration, payments are in dispute, or payments are in arrears. Further information on financial risk is provided in Note 34 – Financial risk management.

Allowance for doubtful accounts – Changes in the allowance for doubtful accounts were as follows, for fiscal years:

| | 2017 | 2016 |
|--|---------|---------|
| Balance at beginning of year | \$ (44) | \$ (36) |
| Provision for doubtful accounts | (36) | (15) |
| Amounts written-off | 14 | 4 |
| Recoveries | 1 | 2 |
| Effect of foreign currency exchange rate changes | (5) | 1 |
| Balance at end of year | \$ (70) | \$ (44) |

Off-balance sheet factoring facilities

In the normal course of its business, Transportation has factoring facilities mainly in Europe, to which it can sell, without credit recourse, qualifying trade receivables. Trade receivables of €907 million (\$1,088 million) were outstanding under such facilities as at December 31, 2017 (€820 million (\$864 million) as at December 31, 2016 and €871 million (\$948 million) as at January 1, 2016). Trade receivables of €1,349 million (\$1,618 million) were sold to these facilities during fiscal year 2017 (€993 million (\$1,099 million) during fiscal year 2016).

17. INVENTORIES

Inventories were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|--------------------------------------|-------------------|-------------------|-----------------|
| Aerospace programs | \$ 2,472 | \$ 3,187 | \$ 4,215 |
| Long-term contracts | | | |
| Production contracts | | | |
| Cost incurred and recorded margins | 8,356 | 6,995 | 7,064 |
| Less: advances and progress billings | (6,221) | (5,457) | (5,490) |
| | 2,135 | 1,538 | 1,574 |
| Service contracts | | | |
| Cost incurred and recorded margins | 574 | 221 | 223 |
| Less: advances and progress billings | (40) | (6) | (17) |
| | 534 | 215 | 206 |
| Finished products ⁽¹⁾ | 749 | 904 | 983 |
| | \$ 5,890 | \$ 5,844 | \$ 6,978 |

⁽¹⁾ Finished products include 3 new aircraft not associated with a firm order and 5 pre-owned aircraft, totaling \$93 million as at December 31, 2017 (1 new aircraft and 12 pre-owned aircraft, totaling \$67 million as at December 31, 2016 and 4 new aircraft and 54 pre-owned aircraft, totaling \$279 million as at January 1, 2016).

The amount of inventories recognized as cost of sales totalled \$13,445 million for fiscal year 2017 (\$13,611 million for fiscal year 2016). These amounts include \$293 million of write-downs for fiscal year 2017 (\$244 million for fiscal year 2016). Reversal of write-down of \$17 million is recognized for fiscal year 2017 (\$16 million for fiscal year 2016).

For fiscal year 2017, an additional write-down of inventories of \$22 million has been recognized as a special item following the impairment of *Primove* assets. See Note 8 – Special items for more details.

Under certain contracts, title to inventories is vested to the customer as the work is performed, in accordance with contractual arrangements and industry practice. In addition, in the normal course of business, the Corporation provides performance bonds, bank guarantees and other forms of guarantees to customers, mainly in Transportation, as security for advances received from customers pending performance under certain contracts. In accordance with industry practice, the Corporation remains liable to the purchasers for the usual contractor's obligations relating to contract completion in accordance with predetermined specifications, timely delivery and product performance.

Advances and progress billings received on long-term contracts in progress were \$8,251 million as at December 31, 2017 (\$7,002 million as at December 31, 2016 and \$6,916 million as at January 1, 2016). Revenues include revenues from Transportation long-term contracts, which amounted to \$6,867 million for fiscal year 2017 (\$5,849 million for fiscal year 2016).

In connection with certain long-term contracts, Transportation enters into arrangements whereby amounts are received from third-party advance providers in exchange for the rights to customer payments. There is no recourse to Transportation if the customer defaults on its payment obligations assigned to the third-party advance provider. Amounts received under these arrangements are included as advances and progress billings in reduction of long-term contracts (production contracts) inventories and amounted to €434 million (\$520 million) as at December 31, 2017 (€471 million (\$496 million) as at December 31, 2016). The third-party advance providers could request repayment of these amounts if Transportation fails to perform its contractual obligations under the related long-term contract.

18. OTHER FINANCIAL ASSETS

Other financial assets were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|--|-------------------|-------------------|-----------------|
| Investments in securities ⁽¹⁾⁽²⁾ | \$ 361 | \$ 380 | \$ 359 |
| Derivative financial instruments ⁽³⁾ | 332 | 340 | 362 |
| Long-term contract receivables ⁽⁴⁾ | 253 | 231 | 298 |
| Investments in financing structures ⁽²⁾ | 219 | 211 | 197 |
| Aircraft loans and lease receivables ⁽²⁾⁽⁵⁾ | 49 | 64 | 81 |
| Restricted cash | 12 | 10 | 11 |
| Other | 14 | 15 | 12 |
| | \$ 1,240 | \$ 1,251 | \$ 1,320 |
| Of which current | \$ 415 | \$ 336 | \$ 450 |
| Of which non-current | 825 | 915 | 870 |
| | \$ 1,240 | \$ 1,251 | \$ 1,320 |

⁽¹⁾ Includes \$51 million of securities to secure contingent capital contributions to be made in relation to guarantees issued in connection with the sale of aircraft as at December 31, 2017 (\$78 million as at December 31, 2016 and \$80 million January 1, 2016).

⁽²⁾ Carried at fair value, except for \$2 million of aircraft loans and lease receivables, nil of investments in securities and \$50 million of investment in financing structures carried at amortized cost as at December 31, 2017 (\$2 million, \$6 million and \$46 million, respectively, as at December 31, 2016 and \$2 million, \$11 million and \$46 million, respectively, as at January 1, 2016).

⁽³⁾ See Note 14 – Financial instruments.

⁽⁴⁾ See Note 34 – Financial risk management.

⁽⁵⁾ Financing with two airlines represents 78% of the total aircraft loans and lease receivables as at December 31, 2017 (three airlines represented 75% as at December 31, 2016 and three airlines represented 64% as at January 1, 2016). Aircraft loans and lease receivables are generally collateralized by the related assets. The value of the collateral is closely related to commercial airline industry performance and aircraft-specific factors (age, type-variant and seating capacity), as well as other factors.

19. OTHER ASSETS

Other assets were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|---|-------------------|-------------------|-----------------|
| Retirement benefits ⁽¹⁾ | \$ 290 | \$ 124 | \$ 251 |
| Sales tax and other taxes | 262 | 238 | 244 |
| Prepaid sales concessions and deferred contract costs | 193 | 300 | 341 |
| Intangible assets other than aerospace program tooling and goodwill ⁽²⁾ | 120 | 112 | 114 |
| Prepaid expenses | 107 | 145 | 174 |
| Income taxes receivable | 60 | 41 | 56 |
| Deferred financing charges | 46 | 51 | 72 |
| Other | 16 | 30 | 29 |
| | \$ 1,094 | \$ 1,041 | \$ 1,281 |
| Of which current | \$ 439 | \$ 441 | \$ 484 |
| Of which non-current | 655 | 600 | 797 |
| | \$ 1,094 | \$ 1,041 | \$ 1,281 |

⁽¹⁾ See Note 22 – Retirement benefits.

⁽²⁾ See Note 21 – Intangible assets.

20. PROPERTY, PLANT AND EQUIPMENT

PP&E were as follows, as at:

| | Land | Buildings | Equipment | Construction in progress | Other | Total |
|---|----------------|-------------------|-----------------|-----------------------------|-----------------|-------------------|
| Cost | | | | | | |
| Balance as at December 31, 2016 | \$ 77 | \$ 2,387 | \$ 1,444 | \$ 161 | \$ 384 | \$ 4,453 |
| Additions | — | 24 | 50 | 104 | 37 | 215 |
| Disposals | — | (19) | (103) | (43) | (9) | (174) |
| Transfers | — | 34 | 27 | (62) | 1 | — |
| Reclassified as assets held for sale ⁽¹⁾ | — | (305) | (49) | (12) | — | (366) |
| Effect of foreign currency exchange rate changes | 6 | 112 | 24 | 13 | 2 | 157 |
| Balance as at December 31, 2017 | \$ 83 | \$ 2,233 | \$ 1,393 | \$ 161 | \$ 415 | \$ 4,285 |
| Accumulated amortization and impairment | | | | | | |
| Balance as at December 31, 2016 | \$ (1) | \$ (1,239) | \$ (998) | \$ — | \$ (266) | \$ (2,504) |
| Amortization | — | (84) | (80) | — | (33) | (197) |
| Impairment | (15) | (20) | (4) | (7) | — | (46) |
| Disposals | — | 43 | 92 | — | 6 | 141 |
| Reclassified as assets held for sale ⁽¹⁾ | — | 74 | 23 | — | — | 97 |
| Effect of foreign currency exchange rate changes | (2) | (77) | (3) | — | 2 | (80) |
| Balance as at December 31, 2017 | \$ (18) | \$ (1,303) | \$ (970) | \$ (7) | \$ (291) | \$ (2,589) |
| Net carrying value | \$ 65 | \$ 930 | \$ 423 | \$ 154 | \$ 124 | \$ 1,696 |
| Cost | | | | | | |
| Balance as at January 1, 2016 | \$ 87 | \$ 2,409 | \$ 1,418 | \$ 155 | \$ 406 | \$ 4,475 |
| Additions | — | 24 | 55 | 107 | 12 | 198 |
| Disposals | (6) | (22) | (68) | — | (45) | (141) |
| Transfers | — | 19 | 60 | (90) | 11 | — |
| Effect of foreign currency exchange rate changes | (4) | (43) | (21) | (11) | — | (79) |
| Balance as at December 31, 2016 | \$ 77 | \$ 2,387 | \$ 1,444 | \$ 161 | \$ 384 | \$ 4,453 |
| Accumulated amortization and impairment | | | | | | |
| Balance as at January 1, 2016 | \$ — | \$ (1,216) | \$ (935) | \$ — | \$ (263) | \$ (2,414) |
| Amortization | — | (60) | (121) | — | (12) | (193) |
| Impairment | (1) | (6) | (3) | — | — | (10) |
| Disposals | — | 14 | 47 | — | 10 | 71 |
| Effect of foreign currency exchange rate changes | — | 29 | 14 | — | (1) | 42 |
| Balance as at December 31, 2016 | \$ (1) | \$ (1,239) | \$ (998) | \$ — | \$ (266) | \$ (2,504) |
| Net carrying value | \$ 76 | \$ 1,148 | \$ 446 | \$ 161 | \$ 118 | \$ 1,949 |

⁽¹⁾ See Note 28 – Assets held for sale for more details on the CSALP assets and liabilities reclassification.

Included in the table are assets under finance lease where the Corporation is the lessee, with cost and accumulated amortization amounting to \$237 million and \$126 million, respectively, as at December 31, 2017 (\$234 million and \$111 million, respectively, as at December 31, 2016 and \$245 million and \$105 million, respectively, as at January 1, 2016).

21. INTANGIBLE ASSETS

Intangible assets were as follows, as at:

| | Aerospace program tooling | | | Goodwill | Other ⁽¹⁾⁽²⁾ | Total |
|---|---------------------------|----------------------|----------------------|-----------------|-------------------------|-------------------|
| | Acquired | Internally generated | Total ⁽³⁾ | | | |
| Cost | | | | | | |
| Balance as at December 31, 2016 | \$ 2,380 | \$ 12,149 | \$ 14,529 | \$ 1,855 | \$ 699 | \$ 17,083 |
| Additions | 363 | 719 | 1,082 | — | 55 | 1,137 |
| Disposals | — | — | — | — | (4) | (4) |
| Reclassified as assets held for sale ⁽⁴⁾ | (1,164) | (4,526) | (5,690) | — | (19) | (5,709) |
| Effect of foreign currency exchange rate changes | — | — | — | 187 | 87 | 274 |
| Balance as at December 31, 2017 | \$ 1,579 | \$ 8,342 | \$ 9,921 | \$ 2,042 | \$ 818 | \$ 12,781 |
| Accumulated amortization and impairment | | | | | | |
| Balance as at December 31, 2016 | \$ (1,452) | \$ (7,903) | \$ (9,355) | \$ — | \$ (587) | \$ (9,942) |
| Amortization | (8) | (79) | (87) | — | (30) | (117) |
| Impairment | — | (5) | (5) | — | — | (5) |
| Disposals | — | — | — | — | 3 | 3 |
| Reclassified as assets held for sale ⁽⁴⁾ | 549 | 2,558 | 3,107 | — | 3 | 3,110 |
| Effect of foreign currency exchange rate changes | — | — | — | — | (87) | (87) |
| Balance as at December 31, 2017 | \$ (911) | \$ (5,429) | \$ (6,340) | \$ — | \$ (698) | \$ (7,038) |
| Net carrying value | \$ 668 | \$ 2,913 | \$ 3,581 | \$ 2,042 | \$ 120 | \$ 5,743 |

| | Aerospace program tooling | | | Goodwill | Other ⁽¹⁾⁽²⁾ | Total |
|--|---------------------------|----------------------|----------------------|-----------------|-------------------------|-------------------|
| | Acquired | Internally generated | Total ⁽³⁾ | | | |
| Cost | | | | | | |
| Balance as at January 1, 2016 | \$ 1,864 | \$ 11,320 | \$ 13,184 | \$ 1,978 | \$ 683 | \$ 15,845 |
| Additions | 516 | 829 | 1,345 | — | 35 | 1,380 |
| Disposals | — | — | — | — | (4) | (4) |
| Effect of foreign currency exchange rate changes | — | — | — | (123) | (15) | (138) |
| Balance as at December 31, 2016 | \$ 2,380 | \$ 12,149 | \$ 14,529 | \$ 1,855 | \$ 699 | \$ 17,083 |
| Accumulated amortization and impairment | | | | | | |
| Balance as at January 1, 2016 | \$ (1,449) | \$ (7,760) | \$ (9,209) | \$ — | \$ (569) | \$ (9,778) |
| Amortization | (3) | (143) | (146) | — | (32) | (178) |
| Disposals | — | — | — | — | 2 | 2 |
| Effect of foreign currency exchange rate changes | — | — | — | — | 12 | 12 |
| Balance as at December 31, 2016 | \$ (1,452) | \$ (7,903) | \$ (9,355) | \$ — | \$ (587) | \$ (9,942) |
| Net carrying value | \$ 928 | \$ 4,246 | \$ 5,174 | \$ 1,855 | \$ 112 | \$ 7,141 |

⁽¹⁾ Presented in Note 19 – Other assets.

⁽²⁾ Includes internally generated intangible assets with a cost and accumulated amortization of \$429 million and \$324 million, respectively, as at December 31, 2017 (\$365 million and \$296 million, respectively, as at December 31, 2016 and \$365 million and \$278 million, respectively, as at January 1, 2016).

⁽³⁾ Includes intangible assets under development with a cost of \$3,390 million as at December 31, 2017 (\$2,467 million as at December 31, 2016 and \$3,622 million as at January 1, 2016).

⁽⁴⁾ See Note 28 – Assets held for sale for more details on the CSALP assets and liabilities reclassification.

Aerospace program tooling

The net carrying value of aerospace program tooling comprises \$52 million for Commercial Aircraft, excluding \$2,583 million reclassified as assets held for sale, \$3,584 million for Business Aircraft, \$12 million for Aerostructure and Engineering Services and \$(67) million for Corporate and Elimination, respectively, as at December 31, 2017 (\$2,586 million, \$2,631 million, \$8 million and \$(51) million respectively, as at December 31, 2016 and \$1,914 million, \$2,041 million, \$20 million and nil, respectively, as at January 1, 2016).

Goodwill

Goodwill is related primarily to the DaimlerChrysler Rail Systems GmbH (Adtranz) acquisition in May 2001. Goodwill is monitored by management at the Transportation operating segment level. During the fourth quarter of fiscal year 2017, the Corporation completed an impairment test. The Corporation did not identify any impairment. See Note 4 – Use of estimates and judgment for more details.

22. RETIREMENT BENEFITS

The Corporation sponsors several funded and unfunded defined benefit pension plans as well as defined contribution pension plans in Canada and abroad, covering a majority of its employees. The Corporation also provides other unfunded defined benefit plans, covering certain groups of employees mainly in Canada and the U.S.

Pension plans are categorized as defined benefit (“DB”) or defined contribution (“DC”). DB plans specify the amount of benefits an employee is to receive at retirement, while DC plans specify how contributions are determined. As a result, there is no deficit or surplus for DC plans. Hybrid plans are a combination of DB and DC plans.

Funded plans are plans for which segregated plan assets are invested in trust. Unfunded plans are plans for which there are no segregated plan assets, as the establishment of segregated plan assets is generally not permitted or not in line with local practice.

FUNDED DB PLANS

The Corporation’s major DB plans reside in Canada, the U.K. and the U.S., therefore very significant portions of the DB pension plan assets and benefit obligation are located in those countries. The following text focuses mainly on plans registered in these three countries.

Governance

Under applicable pension legislations, the administrator of each plan is either the Corporation, in the case of U.S. plans and Canadian plans registered outside of Québec, or a pension committee, board of trustees or corporate trustee in the case of plans registered in Québec and the U.K.

Plan administrators are responsible for the management of plan assets and the establishment of investment policies, which define, for each plan, investment objectives, target asset allocation, risk mitigation strategies, and other elements required by pension legislation.

Plan assets are pooled in three common investment funds (CIFs) for Canadian, U.K. and U.S. plans, respectively, in order to achieve economies of scale and greater efficiency, diversification and liquidity. The CIFs are broken down by sub-funds or asset classes in order to allow each plan to have its own asset allocation given its associated pension obligation liability profile.

The management of the CIFs has been delegated to three (Canadian, U.K. and U.S.) investment committees (ICs). The ICs are responsible for allocating assets among various sub-funds and asset classes in accordance with each plan’s investment policy. They are also responsible for hiring, monitoring and terminating investment managers and have established a multi-manager structure for each sub-fund and asset class. They are supported by Bombardier Inc. Pension Asset Management Services, who oversee the management of the plans’ assets and of the CIFs on a daily basis. Daily administration of the plans is delegated to either Bombardier Inc. or to external

pension administration service providers. The administrators, the ICs and Bombardier Inc. also rely on the expertise of external legal advisors, actuaries, auditors and investment consultants.

Benefit Policy

DB plan benefits are based on salary and years of service. In Canada and the U.S., since September 1, 2013, all new non-unionized employees join DC plans (i.e. they no longer have the option of joining DB or hybrid plans). Employees who are members of a DB or hybrid plan closed to new members continue to accrue service in their original plan.

In the U.K., all DB plans are closed to new members. New employees join DC plans. Pension entitlements are indexed to inflation according to pension legislation and plan rules.

Funding requirements

Actuarial valuations are conducted by independent firms hired by the Corporation or the administrators, as required by pension legislation. The purpose of the valuations is to determine the plans' financial position and the annual contributions to be made by the Corporation to fund both benefits accruing in the year (normal cost) and deficits accumulated over prior years. Minimum funding requirements are set out by applicable pension legislations.

Pension plans in Canada are notably governed under the Supplemental Pension Plans Act in Québec, the Pension Benefits Act in Ontario and the Income Tax Act. Actuarial valuations are required at least every three years. Depending on the jurisdiction and the funded status of the plan, actuarial valuations may be required annually. Contributions are determined by the appointed actuary and cover future service costs and deficits, as prescribed by laws and actuarial practices. Under the laws in effect, minimum contributions are required to amortize the going-concern deficits (established under the assumption that the plan will continue to be in force) over a period up to fifteen years and, for Ontario registered plans, to amortize solvency deficits (established under the assumption that the plan stops its operations and is being liquidated) over a period of five years. Effective December 31, 2015, Quebec legislation funding rules have changed to eliminate the funding of solvency deficits for ongoing plans. Starting in 2016, funding is based on an "enhanced" going-concern valuation, including a stabilization provision. This provision will be funded by special amortization and current service contributions, and by actuarial gains.

Pension plans in the U.S. are mainly governed under the Employee Retirement Income Security Act, the Internal Revenue Code and the Pension Protection Act of 2006. Actuarial valuations are required annually. Contributions are determined by appointed actuaries and cover future service costs and deficits, as prescribed by law. Funding deficits are generally amortized over a period of seven years.

Pension plans in the U.K. are notably governed under the Pensions Act of 2004. Actuarial valuations are required at least every three years. The funding deficit amortization period is determined jointly by the administrators and the Corporation.

Investment Policy

The investment policies are established to achieve a long-term investment return so that, in conjunction with contributions, the plans have sufficient assets to pay for the promised benefits while maintaining a level of risk that is acceptable given the tolerance of plan stakeholders. See below for more information about risk management initiatives.

The target asset allocation is determined based on expected economic and market conditions, the maturity profile of the plans' liabilities, the funded status of the respective plans and the plan stakeholders' tolerance to risk.

The plans' investment strategy is to invest broadly in fixed income and equity securities and to have a smaller portion of the funds' assets invested in real return asset securities (global infrastructure and real estate listed securities).

As at December 31, 2017, the average target asset allocation was as follows:

- 53%, 57% and 51% in fixed income securities, for Canadian, U.K. and U.S. plans, respectively;
- 37%, 30% and 49% in equity securities, for Canadian, U.K. and U.S. plans, respectively; and
- 10% and 13% in real return asset securities, for Canadian and U.K. plans, respectively.

In addition, to mitigate interest rate risk, interest rate hedging overlay portfolios (comprised of long-term interest rate swaps and long-term bond forwards) were implemented in November 2016 for a small plan and will be implemented for other plans when the market will be favourable and the plans' triggers will be reached.

The plan administrators have also established dynamic de-risking strategies. As a result, asset allocation will likely become more conservative in the future and interest rate hedging overlay portfolios are likely to be established as plan funding status and market conditions continue to improve. Under certain pension legislations, and subject to compliance with certain conditions, the buy-out of annuities with insurance companies would discharge the Corporation and administrators of their respective obligations. In these jurisdictions, buy-out of annuities payable to pensioners or deferred pensioners, will be contemplated for plans becoming fully funded on a buy-out basis.

Bombardier Inc. Pension Asset Management Services monitors the de-risking triggers on a daily basis to ensure timely and efficient implementation of these strategies. The Corporation and administrators periodically undertake asset and liability studies to determine the appropriateness of the investment policies and de-risking strategies.

Risk management initiatives

The Corporation's pension plans are exposed to various risks, including equity, interest rate, inflation, foreign exchange, liquidity and longevity risks. Several risk management strategies and policies have been put in place to mitigate the impact these risks could have on the funded status of DB plans and on the future level of contributions by the Corporation. The following is a description of key risks together with the mitigation measures in place to address them.

Equity risk

Equity risk results from fluctuations in equity prices. This risk is managed by maintaining diversification of portfolios across geographies, industry sectors and investment strategies.

Interest rate risk

Interest rate risk results from fluctuations in the fair value of plan assets and liabilities due to movements in interest rates. This risk is managed by reducing the mismatch between the duration of plan assets and the duration of pension obligation. This is accomplished by having a portion of the portfolio invested in long-term fixed income securities and interest rate hedging overlay portfolios.

Inflation risk

Inflation risk is the risk that benefits indexed to inflation increase significantly as a result of changes in inflation rates. To manage this risk, the benefit indexation has been capped in certain plans and a portion of plan assets has been invested in real return fixed income securities and real return asset securities.

Foreign exchange risk

Currency risk exposure arises from fluctuations in the fair value of plan assets denominated in a currency other than the currency of the plan liabilities. Currency risk is managed with foreign currency hedging strategies as per plan investment policies.

Liquidity risk

Liquidity risk stems from holding assets which cannot be readily converted to cash when needed for the payment of benefits or to rebalance the portfolios. Liquidity risk is managed through investments in treasury bills, government bonds and equity futures and by having no investments in private placements or hedge funds.

Longevity risk

Longevity risk is the risk that increasing life expectancy results in longer-than-expected benefit payments. This risk is mitigated by using the most recent mortality and mortality improvement tables to set the level of contributions.

UNFUNDED DB PLANS

Unfunded plans are located in countries where the establishment of funds for segregated plan assets is generally not permitted or not in line with local practice. The Corporation's main unfunded DB plans are located in Germany. Nearly two thirds of the German unfunded DB plan liability relate to former plan members who no longer accrue future service benefits. The Corporation contributes annually to the Pensions-Sicherungs-Verein, Germany's pension protection association, which provides protection for pension benefits up to certain limits in the event that plan sponsors become insolvent.

DC PLANS

A growing proportion of employees are participating in DC plans and, as a result, contributions to DC plans have increased over the past several years. The largest DC plans are located in Canada and in the U.S. The plan administrators and ICs oversee the management of DC plan assets.

OTHER PLANS

The Corporation also provides other unfunded defined benefit plans, consisting essentially of post-retirement healthcare coverage, life insurance benefits and retirement allowances. The Corporation provides post-retirement life insurance and post-retirement health care, with provisions that vary between groups of employees in Canada. New non-unionized hires are generally no longer offered post-retirement health care.

RETIREMENT BENEFITS PLANS

The following table provides the components of the retirement benefit cost, for fiscal years:

| | 2017 | | | 2016 | | |
|--------------------------------------|------------------|----------------|---------------|------------------|----------------|---------------|
| | Pension benefits | Other benefits | Total | Pension benefits | Other benefits | Total |
| Current service cost | \$ 263 | \$ 7 | \$ 270 | \$ 260 | \$ 6 | \$ 266 |
| Accretion expense | 67 | 11 | 78 | 55 | 11 | 66 |
| Past service credit ⁽¹⁾ | — | — | — | (140) | — | (140) |
| Curtailment | (6) | — | (6) | (22) | — | (22) |
| Settlement | (4) | — | (4) | — | — | — |
| Other | — | — | — | 1 | — | 1 |
| DB plans | 320 | 18 | 338 | 154 | 17 | 171 |
| DC plans | 86 | — | 86 | 84 | — | 84 |
| Total retirement benefit cost | \$ 406 | \$ 18 | \$ 424 | \$ 238 | \$ 17 | \$ 255 |
| Related to | | | | | | |
| Funded DB plans | \$ 282 | n/a | \$ 282 | \$ 114 | n/a | \$ 114 |
| Unfunded DB plans | \$ 38 | \$ 18 | \$ 56 | \$ 40 | \$ 17 | \$ 57 |
| DC plans | \$ 86 | n/a | \$ 86 | \$ 84 | n/a | \$ 84 |
| Recorded as follows | | | | | | |
| EBIT expense or capitalized cost | \$ 339 | \$ 7 | \$ 346 | \$ 183 | \$ 6 | \$ 189 |
| Financing expense | \$ 67 | \$ 11 | \$ 78 | \$ 55 | \$ 11 | \$ 66 |

⁽¹⁾ Comprises the reversal of constructive obligations of \$139 million for fiscal year 2016. See Note 8 – Special items for more details.

n/a: Not applicable

Changes in the cumulative amount of remeasurements gains (losses) of defined benefit plans recognized in OCI, and presented as a separate component of deficit, were as follows, for fiscal years:

| Gains (losses) | |
|---|-------------------|
| Balance as at January 1, 2016 | \$ (2,080) |
| Impact of asset ceiling and minimum liability | (5) |
| Actuarial losses, net | (764) |
| Effect of exchange rate changes | 14 |
| Income taxes | 73 |
| Balance as at December 31, 2016 | (2,762) |
| Impact of asset ceiling and minimum liability | (14) |
| Actuarial gains, net | 359 |
| Effect of exchange rate changes | (93) |
| Income taxes | (68) |
| Balance as at December 31, 2017 | \$ (2,578) |

The following tables present the changes in the defined benefit obligation and fair value of pension plan assets, for fiscal years:

| | 2017 | | | 2016 | | |
|--|------------------|----------------|------------------|------------------|----------------|------------------|
| | Pension benefits | Other benefits | Total | Pension benefits | Other benefits | Total |
| Change in benefit obligation | | | | | | |
| Obligation at beginning of year | \$ 10,509 | \$ 283 | \$ 10,792 | \$ 9,722 | \$ 266 | \$ 9,988 |
| Accretion | 348 | 11 | 359 | 365 | 11 | 376 |
| Current service cost | 263 | 7 | 270 | 260 | 6 | 266 |
| Plan participants' contributions | 29 | — | 29 | 28 | — | 28 |
| Past service credit ⁽¹⁾ | — | — | — | (140) | — | (140) |
| Actuarial losses - changes in financial assumptions | 361 | 19 | 380 | 1,247 | 12 | 1,259 |
| Actuarial losses (gains) - changes in experience adjustments | (51) | (6) | (57) | 21 | (5) | 16 |
| Actuarial gains - changes in demographic assumptions | (60) | (7) | (67) | (16) | (1) | (17) |
| Benefits paid | (374) | (12) | (386) | (333) | (11) | (344) |
| Curtailement | (6) | — | (6) | (22) | — | (22) |
| Settlement | (107) | — | (107) | (4) | — | (4) |
| Other | — | — | — | 1 | — | 1 |
| Reclassified as liabilities directly associated with assets held for sale ⁽²⁾ | (310) | (7) | (317) | — | — | — |
| Effect of exchange rate changes | 830 | 20 | 850 | (620) | 5 | (615) |
| Obligation at end of year | \$ 11,432 | \$ 308 | \$ 11,740 | \$ 10,509 | \$ 283 | \$ 10,792 |
| Obligation is attributable to | | | | | | |
| Active members | \$ 5,824 | \$ 177 | \$ 6,001 | \$ 5,353 | \$ 164 | \$ 5,517 |
| Deferred members | 1,548 | — | 1,548 | 1,603 | — | 1,603 |
| Retirees | 4,060 | 131 | 4,191 | 3,553 | 119 | 3,672 |
| | \$ 11,432 | \$ 308 | \$ 11,740 | \$ 10,509 | \$ 283 | \$ 10,792 |
| Change in plan assets | | | | | | |
| Fair value at beginning of year | \$ 8,274 | \$ — | \$ 8,274 | \$ 8,080 | \$ — | \$ 8,080 |
| Employer contributions | 257 | 12 | 269 | 262 | 11 | 273 |
| Plan participants' contributions | 29 | — | 29 | 28 | — | 28 |
| Interest income on plan assets | 281 | — | 281 | 310 | — | 310 |
| Actuarial gains | 615 | — | 615 | 494 | — | 494 |
| Benefits paid | (374) | (12) | (386) | (333) | (11) | (344) |
| Settlement | (103) | — | (103) | (4) | — | (4) |
| Administration costs | (14) | — | (14) | (13) | — | (13) |
| Reclassified as liabilities directly associated with assets held for sale ⁽²⁾ | (218) | — | (218) | — | — | — |
| Effect of exchange rate changes | 668 | — | 668 | (550) | — | (550) |
| Fair value at end of year | \$ 9,415 | \$ — | \$ 9,415 | \$ 8,274 | \$ — | \$ 8,274 |

⁽¹⁾ Comprises the reversal of constructive obligations of \$139 million for fiscal year 2016. See Note 8 – Special items for more details.

⁽²⁾ See Note 28 – Assets held for sale for more details on the CSALP assets and liabilities reclassification.

The following table presents the reconciliation of plan assets and obligations to the amount recognized in the consolidated statements of financial position, as at:

| | December 31, 2017 | | December 31, 2016 | | January 1, 2016 | |
|---|-------------------|----------------|-------------------|----------------|------------------|----------------|
| | Pension benefits | Other benefits | Pension benefits | Other benefits | Pension benefits | Other benefits |
| Present value of defined benefit obligation | \$ 11,432 | \$ 308 | \$ 10,509 | \$ 283 | \$ 9,722 | \$ 266 |
| Fair value of plan assets | (9,415) | — | (8,274) | — | (8,080) | — |
| | 2,017 | 308 | 2,235 | 283 | 1,642 | 266 |
| Impact of asset ceiling test and minimum liability ⁽¹⁾ | 18 | — | 5 | — | — | — |
| Net amount recognized | \$ 2,035 | \$ 308 | \$ 2,240 | \$ 283 | \$ 1,642 | \$ 266 |
| Amounts included in: | | | | | | |
| Retirement benefit | | | | | | |
| Liability | \$ 2,325 | \$ 308 | \$ 2,364 | \$ 283 | \$ 1,893 | \$ 266 |
| Asset ⁽²⁾ | (290) | — | (124) | — | (251) | — |
| Net liability | \$ 2,035 | \$ 308 | \$ 2,240 | \$ 283 | \$ 1,642 | \$ 266 |

⁽¹⁾ Comprises the effect of exchange rate changes.

⁽²⁾ Presented in Note 19 – Other assets.

The following table presents the allocation of the net retirement benefit liability by major countries, as at:

| | December 31, 2017 | | December 31, 2016 | | January 1, 2016 | |
|------------------------|-------------------|----------------|-------------------|----------------|------------------|----------------|
| | Pension benefits | Other benefits | Pension benefits | Other benefits | Pension benefits | Other benefits |
| Funded pension plans | | | | | | |
| Canada | \$ 639 | \$ — | \$ 562 | \$ — | \$ 589 | \$ — |
| U.S. | 366 | — | 375 | — | 327 | — |
| U.K. | 162 | — | 493 | — | (52) | — |
| Other | 81 | — | 99 | — | 95 | — |
| | 1,248 | — | 1,529 | — | 959 | — |
| Unfunded pension plans | | | | | | |
| Germany | 575 | — | 522 | — | 492 | — |
| Canada | 28 | 276 | 25 | 250 | 24 | 233 |
| U.S. | 37 | 20 | 36 | 22 | 33 | 22 |
| Other | 147 | 12 | 128 | 11 | 134 | 11 |
| | 787 | 308 | 711 | 283 | 683 | 266 |
| Net liability | \$ 2,035 | \$ 308 | \$ 2,240 | \$ 283 | \$ 1,642 | \$ 266 |

The following table presents the allocation of benefit obligation and plan assets by major countries, as at:

| | December 31, 2017 | | December 31, 2016 | | January 1, 2016 | |
|------------------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|
| | Benefit obligation | Plan assets | Benefit obligation | Plan assets | Benefit obligation | Plan assets |
| Funded pension plans | | | | | | |
| Canada | \$ 5,030 | \$ 4,409 | \$ 4,503 | \$ 3,946 | \$ 4,214 | \$ 3,625 |
| U.K. | 4,215 | 4,053 | 3,912 | 3,419 | 3,527 | 3,579 |
| U.S. | 1,000 | 634 | 993 | 618 | 914 | 587 |
| Other | 400 | 319 | 390 | 291 | 384 | 289 |
| | 10,645 | 9,415 | 9,798 | 8,274 | 9,039 | 8,080 |
| Unfunded pension plans | | | | | | |
| | 1,095 | — | 994 | — | 949 | — |
| | \$ 11,740 | \$ 9,415 | \$ 10,792 | \$ 8,274 | \$ 9,988 | \$ 8,080 |

The fair value of plan assets by level of hierarchy, was as follows, as at:

| | | | | | December 31, 2017 | | | |
|-------------------------------------|----|-------|----------|----------|-------------------|--|--|--|
| | | Total | Level 1 | Level 2 | Level 3 | | | |
| Cash and cash equivalents | \$ | 732 | \$ 551 | \$ 181 | \$ — | | | |
| Equity securities | | | | | | | | |
| U.S. | | 1,007 | 1,001 | — | 6 | | | |
| U.K. | | 300 | 291 | 9 | — | | | |
| Canada | | 419 | 419 | — | — | | | |
| Other | | 1,240 | 1,238 | — | 2 | | | |
| | | 2,966 | 2,949 | 9 | 8 | | | |
| Fixed-income securities | | | | | | | | |
| Corporate | | 1,335 | — | 1,335 | — | | | |
| Government | | 3,139 | — | 3,139 | — | | | |
| Other | | 29 | — | 29 | — | | | |
| | | 4,503 | — | 4,503 | — | | | |
| Real return asset securities | | 994 | 934 | — | 60 | | | |
| Other | | 220 | — | 220 | — | | | |
| | \$ | 9,415 | \$ 4,434 | \$ 4,913 | \$ 68 | | | |

| | | | | | December 31, 2016 | | | |
|-------------------------------------|----|-------|----------|----------|-------------------|--|--|--|
| | | Total | Level 1 | Level 2 | Level 3 | | | |
| Cash and cash equivalents | \$ | 779 | \$ 611 | \$ 168 | \$ — | | | |
| Equity securities | | | | | | | | |
| U.S. | | 951 | 945 | — | 6 | | | |
| U.K. | | 371 | 360 | 11 | — | | | |
| Canada | | 350 | 350 | — | — | | | |
| Other | | 1,102 | 1,099 | — | 3 | | | |
| | | 2,774 | 2,754 | 11 | 9 | | | |
| Fixed-income securities | | | | | | | | |
| Corporate | | 1,301 | — | 1,301 | — | | | |
| Government | | 2,351 | — | 2,351 | — | | | |
| Other | | 27 | — | 27 | — | | | |
| | | 3,679 | — | 3,679 | — | | | |
| Real return asset securities | | 925 | 871 | — | 54 | | | |
| Other | | 117 | — | 117 | — | | | |
| | \$ | 8,274 | \$ 4,236 | \$ 3,975 | \$ 63 | | | |

| | | | | | January 1, 2016 | | | |
|-------------------------------------|----|-------|----------|----------|-----------------|--|--|--|
| | | Total | Level 1 | Level 2 | Level 3 | | | |
| Cash and cash equivalents | \$ | 804 | \$ 655 | \$ 149 | \$ — | | | |
| Equity securities | | | | | | | | |
| U.S. | | 959 | 938 | 15 | 6 | | | |
| U.K. | | 282 | 282 | — | — | | | |
| Canada | | 343 | 343 | — | — | | | |
| Other | | 1,101 | 1,098 | — | 3 | | | |
| | | 2,685 | 2,661 | 15 | 9 | | | |
| Fixed-income securities | | | | | | | | |
| Corporate | | 1,288 | — | 1,288 | — | | | |
| Government | | 2,199 | — | 2,199 | — | | | |
| Other | | 26 | — | 26 | — | | | |
| | | 3,513 | — | 3,513 | — | | | |
| Real return asset securities | | 983 | 927 | — | 56 | | | |
| Other | | 95 | — | 93 | 2 | | | |
| | \$ | 8,080 | \$ 4,243 | \$ 3,770 | \$ 67 | | | |

Plan assets did not include any of the Corporation's shares, nor any property occupied by the Corporation or other assets used by the Corporation as at December 31, 2017, 2016 and January 1, 2016.

The following table presents the contributions made for fiscal year 2017 and 2016 as well as the estimated contributions for fiscal year 2018:

| | 2018 | 2017 | 2016 |
|------------------------------|------------------|--------|--------|
| | <i>Estimated</i> | | |
| Contribution to | | | |
| Funded pension plans | \$ 205 | \$ 232 | \$ 234 |
| Unfunded pension plans | 29 | 25 | 28 |
| Other benefits | 13 | 12 | 11 |
| Total defined benefits plans | 247 | 269 | 273 |
| DC pension plans | 89 | 86 | 84 |
| Total contributions | \$ 336 | \$ 355 | \$ 357 |

The following table presents information about the maturity profile of the defined benefit obligation expected to be paid, as at:

| | December 31, 2017 |
|-------------------------------------|-------------------|
| Benefits expected to be paid | |
| Within 1 year | \$ 336 |
| Between 1 and 5 years | 1,549 |
| Between 5 and 10 years | 2,455 |
| Between 10 and 15 years | 3,015 |
| Between 15 and 20 years | 3,424 |
| | \$ 10,779 |

The following table provides the weighted average duration of the defined benefit obligations related to pension plans, as at:

| Duration in years as at | December 31, 2017 |
|-------------------------|-------------------|
| Funded pension plans | |
| Canada | 17.0 |
| U.S. | 15.8 |
| U.K. | 20.8 |
| Other | 17.4 |
| Unfunded pension plans | |
| Germany | 19.2 |
| Canada | 13.2 |
| U.S. | 13.8 |
| Other | 14.7 |

The following table provides the expected payments to be made under the unfunded plans, as at December 31, 2017:

| | Germany | Other | Total |
|-------------------------------------|---------|--------|----------|
| Benefits expected to be paid | | | |
| Within 1 year | \$ 18 | \$ 20 | \$ 38 |
| Between 1 and 5 years | 75 | 91 | 166 |
| Between 5 and 10 years | 105 | 138 | 243 |
| Between 10 and 15 years | 120 | 151 | 271 |
| Between 15 and 20 years | 130 | 163 | 293 |
| | \$ 448 | \$ 563 | \$ 1,011 |

The significant actuarial assumptions reflect the economic situation of each country. The weighted-average assumptions used to determine the benefit cost and obligation were as follows, as at:

| (in percentage) | December 31, 2017 | | December 31, 2016 | | January 1, 2016 | |
|--------------------------------------|-------------------|----------------|-------------------|----------------|------------------|----------------|
| | Pension benefits | Other benefits | Pension benefits | Other benefits | Pension benefits | Other benefits |
| Benefit cost | | | | | | |
| Discount rate | 3.22% | 3.95% | 3.80% | 4.19% | 3.69% | 4.07% |
| Rate of compensation increase | 3.00% | 3.00% | 3.02% | 3.00% | 3.26% | 3.25% |
| Inflation rate | 2.30% | 2.25% | 2.21% | 2.05% | 2.21% | 2.05% |
| Ultimate health care cost trend rate | n/a | 5.07% | n/a | 5.12% | n/a | 4.99% |
| Benefit obligation | | | | | | |
| Discount rate | 3.03% | 3.56% | 3.22% | 3.95% | 3.80% | 4.19% |
| Rate of compensation increase | 3.00% | 3.00% | 3.00% | 3.00% | 3.02% | 3.00% |
| Inflation rate | 2.28% | 2.20% | 2.30% | 2.25% | 2.21% | 2.05% |
| Initial health care cost trend rate | n/a | 5.25% | n/a | 5.23% | n/a | 5.29% |
| Ultimate health care cost trend rate | n/a | 5.08% | n/a | 5.07% | n/a | 5.12% |

n/a: Not applicable

The mortality tables and the average life expectancy in years of a member at age 45 or 65 is as follows, as at December 31:

| (in years) | | Life expectancy over 65 for a male member currently | | | |
|------------|--|---|------|---------------------|------|
| | | Aged 65 on December | | Aged 45 on December | |
| Country | Mortality tables | 2017 | 2016 | 2017 | 2016 |
| Canada | 2014 Private Sector Mortality Table ("CPM2014Priv") projected generationally using CPM Improvement Scale B ("CPM-B") | 21.7 | 21.7 | 22.7 | 22.7 |
| U.K. | SNA07M_CMI 2013 and S1P(M/F)A CMI 2012 | 22.1 | 22.1 | 23.9 | 23.9 |
| U.S. | RP-2014 mortality table projected generationally using the MP-2017 improvement scale ⁽¹⁾ | 20.7 | 20.9 | 22.3 | 22.5 |
| Germany | Dr. K Heubeck 2005 | 19.1 | 19.0 | 21.8 | 21.6 |

| (in years) | | Life expectancy over 65 for a female member currently | | | |
|------------|--|---|------|---------------------|------|
| | | Aged 65 on December | | Aged 45 on December | |
| Country | Mortality tables | 2017 | 2016 | 2017 | 2016 |
| Canada | 2014 Private Sector Mortality Table ("CPM2014Priv") projected generationally using CPM Improvement Scale B ("CPM-B") | 24.1 | 24.1 | 25.1 | 25.1 |
| U.K. | SNA07M_CMI 2013 and S1P(M/F)A CMI 2012 | 24.3 | 24.3 | 26.2 | 26.2 |
| U.S. | RP-2014 mortality table projected generationally using the MP-2017 improvement scale ⁽¹⁾ | 22.7 | 22.9 | 24.3 | 24.4 |
| Germany | Dr. K Heubeck 2005 | 23.2 | 23.1 | 25.7 | 25.6 |

⁽¹⁾ RP-2014 mortality table projected generationally using the MP-2016 improvement scale as at December 31, 2016

A 0.25 percentage point increase in one of the following actuarial assumptions would have the following effects, all other actuarial assumptions remaining unchanged:

| Assumption | Retirement benefit cost for fiscal year 2017 | Net retirement benefit liability as at December 31, 2017 |
|-------------------------------|--|--|
| Discount rate | \$ (28) | \$ (499) |
| Rate of compensation increase | \$ 7 | \$ 88 |
| Inflation rate | \$ 5 | \$ 125 |

A one year additional life expectancy as at December 31, 2017 for all DB plans would increase the net retirement benefit liability by \$301 million and the retirement benefit cost for fiscal year 2017 by \$16 million, all other actuarial assumptions remaining unchanged.

As at December 31, 2017, the health care cost trend rate for retirement benefits other than pension, which is a weighted-average annual rate of increase in the per capita cost of covered health and dental care benefits, is assumed to be 5.25% and to decrease progressively to 5.08% by calendar year 2027 and then remain at that level for all participants. A one percentage point change in assumed health care cost trend rates would have the following effects, as at December 31, 2017 and for fiscal year 2017:

| | One percentage point increase | One percentage point decrease |
|--|--|--|
| Effect on the net retirement benefit liability | \$ 29 | \$ (25) |
| Effect on the retirement benefit cost | \$ 2 | \$ (2) |

23. TRADE AND OTHER PAYABLES

Trade and other payables were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|---------------------|--------------------------|-------------------|-----------------|
| Trade payables | \$ 2,888 | \$ 2,126 | \$ 2,812 |
| Accrued liabilities | 815 | 639 | 613 |
| Interest | 139 | 141 | 154 |
| Other | 352 | 333 | 461 |
| | \$ 4,194 | \$ 3,239 | \$ 4,040 |

24. PROVISIONS

Changes in provisions were as follows, for fiscal years 2017 and 2016:

| | Product warranties | Credit and residual value guarantees | Restructuring, severance and other termination benefits | Other ⁽¹⁾ | Total |
|---|---------------------|--------------------------------------|---|----------------------|-----------------|
| Balance as at December 31, 2016 | \$ 670 | \$ 562 | \$ 111 | \$ 923 | \$ 2,266 |
| Additions | 227 | 81 | 265 ⁽²⁾ | 207 ⁽³⁾ | 780 |
| Utilization | (167) | (86) | (104) | (304) | (661) |
| Reversals | (108) | (2) | (14) ⁽²⁾ | (48) ⁽⁴⁾ | (172) |
| Accretion expense | 1 | 8 | — | 11 | 20 |
| Effect of changes in discount rates | (1) | (9) | — | 3 | (7) |
| Reclassified as liabilities directly associated with assets held for sale | (13) ⁽⁵⁾ | — | — | (544) ⁽⁵⁾ | (557) |
| Effect of foreign currency exchange rate changes | 50 | — | 19 | 13 | 82 |
| Balance as at December 31, 2017 | \$ 659 | \$ 554 | \$ 277 | \$ 261 | \$ 1,751 |
| Of which current | \$ 557 | \$ 72 | \$ 126 | \$ 182 | \$ 937 |
| Of which non-current | 102 | 482 | 151 | 79 | 814 |
| | \$ 659 | \$ 554 | \$ 277 | \$ 261 | \$ 1,751 |

| | Product warranties | Credit and residual value guarantees | Restructuring, severance and other termination benefits | Other ⁽¹⁾ | Total |
|--|--------------------|--------------------------------------|---|----------------------|----------|
| Balance as at January 1, 2016 | \$ 725 | \$ 670 | \$ 66 | \$ 565 | \$ 2,026 |
| Additions | 298 | 14 | 252 ⁽²⁾ | 763 ⁽³⁾ | 1,327 |
| Utilization | (223) | (107) | (181) | (270) | (781) |
| Reversals | (110) | (22) | (18) ⁽²⁾ | (121) ⁽⁴⁾ | (271) |
| Accretion expense | 1 | 6 | — | 6 | 13 |
| Effect of changes in discount rates | (2) | 1 | — | (16) | (17) |
| Effect of foreign currency exchange rate changes | (19) | — | (8) | (4) | (31) |
| Balance as at December 31, 2016 | \$ 670 | \$ 562 | \$ 111 | \$ 923 | \$ 2,266 |
| Of which current | \$ 521 | \$ 59 | \$ 110 | \$ 132 | \$ 822 |
| Of which non-current | 149 | 503 | 1 | 791 | 1,444 |
| | \$ 670 | \$ 562 | \$ 111 | \$ 923 | \$ 2,266 |

⁽¹⁾ Mainly comprised of onerous contract provisions, claims and litigations.

⁽²⁾ See Note 8 – Special items for more details on additions and reversals related to restructuring charges.

⁽³⁾ See Note 8 – Special items for more details on the addition related to the re-negotiation of a commercial agreement, on the addition related to the *Primove* impairment and other costs and on the addition related to tax litigation provision for fiscal year 2017 (includes addition related to the *C Series* aircraft program onerous contracts provision and to the tax litigation provision for fiscal year 2016).

⁽⁴⁾ See Note 8 – Special items for more details on the reversal of *Learjet 85* aircraft program cancellation provisions.

⁽⁵⁾ See Note 28 – Assets held for sale for more details on the CSALP assets and liabilities reclassification.

25. OTHER FINANCIAL LIABILITIES

Other financial liabilities were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|--|-------------------|-------------------|-----------------|
| Government refundable advances | \$ 550 | \$ 395 | \$ 411 |
| Derivative financial instruments ⁽¹⁾ | 538 | 627 | 702 |
| Lease subsidies ⁽²⁾ | 74 | 141 | 135 |
| Current portion of long-term debt ⁽³⁾ | 18 | 31 | 71 |
| Vendor non-recurring costs | 13 | 351 | 20 |
| Sale and leaseback obligations | — | 25 | 133 |
| Other | 114 | 37 | 138 |
| | \$ 1,307 | \$ 1,607 | \$ 1,610 |
| Of which current | \$ 342 | \$ 608 | \$ 991 |
| Of which non-current | 965 | 999 | 619 |
| | \$ 1,307 | \$ 1,607 | \$ 1,610 |

⁽¹⁾ See Note 14 – Financial instruments.

⁽²⁾ The amount contractually required to be paid is \$88 million as at December 31, 2017 (\$160 million as at December 31, 2016 and \$182 million as at January 1, 2016).

⁽³⁾ See Note 27 – Long-term debt.

26. OTHER LIABILITIES

Other liabilities were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|--|-------------------|-------------------|-----------------|
| Employee benefits ⁽¹⁾ | \$ 690 | \$ 652 | \$ 647 |
| Accruals for long-term contract costs | 640 | 579 | 606 |
| Deferred revenues | 465 | 422 | 397 |
| Supplier contributions to aerospace programs | 388 | 650 | 606 |
| Other taxes payable | 234 | 163 | 212 |
| Income taxes payable | 190 | 222 | 224 |
| Other | 449 | 506 | 578 |
| | \$ 3,056 | \$ 3,194 | \$ 3,270 |
| Of which current | \$ 2,310 | \$ 2,175 | \$ 2,274 |
| Of which non-current | 746 | 1,019 | 996 |
| | \$ 3,056 | \$ 3,194 | \$ 3,270 |

⁽¹⁾ Comprises all employee benefits excluding those related to retirement benefits, which are reported in the line items Retirement benefits and in Other assets (see Note 22 – Retirement benefits).

27. LONG-TERM DEBT

Long-term debt was as follows, as at:

| | | | | | | December 31 2017 | December 31 2016 | January 1 2016 |
|---------------------------------|------------------------------------|----------|----------------------------|---|-----------|---------------------|---------------------|-------------------|
| | Amount in currency of origin | Currency | Interest rate | | Maturity | Amount | Amount | Amount |
| | | | Contractual ⁽¹⁾ | After effect of fair value hedges | | | | |
| Senior notes | 850 | USD | 7.75% | n/a ⁽²⁾ | Mar. 2020 | \$ 885 | \$ 899 | \$ 916 |
| | 780 | EUR | 6.13% | n/a | May 2021 | 1,019 | 931 | 985 |
| | 1,400 | USD | 8.75% | n/a | Dec. 2021 | 1,373 | 1,369 | — |
| | 500 | USD | 5.75% | 3-month Libor + 3.36 ⁽³⁾ | Mar. 2022 | 506 | 507 | 510 |
| | 1,200 | USD | 6.00% | 3-month Libor + 3.57 ⁽³⁾ | Oct. 2022 | 1,223 | 1,228 | 1,234 |
| | 1,250 | USD | 6.13% | 3-month Libor + 3.48 ⁽⁴⁾ | Jan. 2023 | 1,281 | 1,280 | 1,290 |
| | 1,000 | USD | 7.50% | n/a | Dec. 2024 | 990 | — | — |
| | 1,500 | USD | 7.50% | n/a | Mar. 2025 | 1,490 | 1,488 | 1,487 |
| | 600 ⁽⁵⁾ | USD | 4.75% | n/a | n/a | — | 596 | 594 |
| | 650 ⁽⁶⁾ | USD | 7.50% | n/a | n/a | — | — | 677 |
| | 750 ⁽⁶⁾ | USD | 5.50% | n/a | n/a | — | — | 740 |
| Notes | 250 | USD | 7.45% | n/a | May 2034 | 248 | 248 | 248 |
| Debentures | 150 | CAD | 7.35% | n/a | Dec. 2026 | 119 | 111 | 107 |
| Other ⁽⁷⁾ | Various ⁽⁸⁾ | Various | Various ⁽⁸⁾ | n/a | 2018-2026 | 84 | 112 | 191 |
| | | | | | | \$ 9,218 | \$ 8,769 | \$ 8,979 |
| Of which current ⁽⁹⁾ | | | | | | \$ 18 | \$ 31 | \$ 71 |
| Of which non-current | | | | | | 9,200 | 8,738 | 8,908 |
| | | | | | | \$ 9,218 | \$ 8,769 | \$ 8,979 |

⁽¹⁾ Interest on long-term debt as at December 31, 2017 is payable semi-annually, except for the other debts for which the timing of interest payments is variable.

⁽²⁾ The remaining portion of the interest-rate swap agreement related to these Senior Notes was settled in the fourth quarter of fiscal year 2017. As this interest-rate swap was in a fair value hedge relationship, the related deferred gains recorded in the hedged item will be amortized in interest expense up to the maturity of this debt.

⁽³⁾ The interest-rate swap agreement related to these Senior Notes were partially settled in the fourth quarter of fiscal year 2015 and 2017. As these interest-rate swap were in a fair value hedge relationship, the related deferred gains recorded in the hedged item will be amortized in interest expense up to the maturity of these debts.

⁽⁴⁾ The interest-rate swap agreement related to these Senior Notes were partially settled in the fourth quarter of fiscal year 2015. As these interest-rate swap were in a fair value hedge relationship, the related deferred gains recorded in the hedged item will be amortized in interest expense up to the maturity of these debts.

⁽⁵⁾ Repurchased pursuant to an optional redemption exercised in November, 2017.

⁽⁶⁾ Repurchased pursuant to an optional redemption exercised in December, 2016.

⁽⁷⁾ Includes obligations under finance leases.

⁽⁸⁾ The notional amount of other long-term debt is \$84 million as at December 31, 2017 (\$112 million as at December 31, 2016 and \$191 million as at January 1, 2016). The contractual interest rate, which represents a weighted average rate, is 5.99% as at December 31, 2017 (5.43% as at December 31, 2016 and 4.78% as at January 1, 2016).

⁽⁹⁾ See Note 25 – Other financial liabilities.

n/a: Not applicable

All Senior notes and Notes rank pari-passu and are unsecured. The Corporation is subject to various financial covenants under the letter of credit facilities and the two unsecured revolving credit facilities, which must be met on a quarterly basis, see Note 32 - Credit facilities for more details. A breach of any of these agreements or the inability to comply with these covenants could result in a default under these facilities, which would permit the Corporation's banks to request immediate defeasance or cash cover of all outstanding letters of credit, and bond holders and other lenders to declare amounts owed to them to be immediately payable. These conditions were all met as at December 31, 2017 and 2016 and January 1, 2016.

The carrying value of long-term debt includes principal repayments, transaction costs, unamortized discounts and the basis adjustments related to derivatives designated in fair value hedge relationships. The following table presents the contractual principal repayments of the long-term debt, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|-----------------------|-------------------|-------------------|-----------------|
| Within 1 year | \$ 18 | \$ 31 | \$ 71 |
| Between 1 and 5 years | 4,934 | 3,736 | 2,946 |
| More than 5 years | 4,137 | 4,829 | 5,680 |
| | \$ 9,089 | \$ 8,596 | \$ 8,697 |

28. ASSETS HELD FOR SALE

On October 16, 2017, the Corporation entered into an agreement with Airbus SE (Airbus) whereby Airbus will provide procurement, sales and marketing, and customer support expertise to the CSALP, the entity that manufactures and sells the *C Series* aircraft. At closing, Airbus will acquire a 50.01% interest in CSALP. Bombardier and Investissement Québec (IQ) will own approximately 31% and 19% respectively. The Corporation is moving ahead and is making progress obtaining regulatory approvals for the partnership with Airbus for the *C Series* aircraft. The Corporation expects to obtain all approvals for the partnership in 2018. Therefore, management believes closing of the transaction is highly probable.

CSALP's headquarters and primary assembly line and related functions will remain in Québec, with the support of Airbus' global reach and scale. Airbus' global industrial footprint will expand with the final assembly line in Canada and additional *C Series* aircraft production at Airbus' manufacturing site in Alabama, U.S.

Ownership Structure and Agreement Highlights

The *C Series* aircraft program is operated by CSALP in respect of which Bombardier and IQ held approximately a 63% and a 37% interest respectively as at December 31, 2017. The Investment Agreement contemplates Airbus acquiring a 50.01% interest in CSALP. Airbus will enter into commercial agreements relating to (i) sales and marketing support services for the *C Series* aircraft program, (ii) management of procurement, which will include leading negotiations to improve CSALP level supplier agreements, and (iii) customer support. At closing, there will be no cash contribution by any of the partners, nor will CSALP assume any financial debt. It also contemplates that Bombardier will continue with its current funding plan of CSALP and will fund, if required, the cash shortfalls of CSALP during the first year following the closing up to a maximum amount of \$350 million, and during the second and third years following the closing up to a maximum aggregate amount of \$350 million over both years, in consideration for non-voting participating units of CSALP with cumulative annual dividends of 2%, with any excess shortfall during such periods to be shared proportionately amongst the Corporation, Airbus and IQ, but in the latter case, at its discretion.

Airbus will benefit from call rights in respect of all of Bombardier's interest in CSALP at fair market value, with the amount for non-voting participating units capped at the invested amount plus accrued but unpaid dividends, including a call right exercisable no earlier than 7.5 years following the closing, except in the event of certain circumstances such as changes in the control of Bombardier, in which case the right is accelerated. Bombardier will benefit from a corresponding put right whereby it could require that Airbus acquire its interest at fair market value after the expiry of the same period. IQ's interest is redeemable at fair market value by CSALP, under certain conditions, starting in 2023. IQ will benefit from a corresponding put right whereby it could require that CSALP, under certain conditions, acquire its interest at fair market value starting in 2023. IQ will also benefit from tag along rights in connection with a sale by Bombardier of its interest in the partnership.

The Board of Directors of CSALP will initially consist of seven directors, four of whom will be proposed by Airbus, two of whom will be proposed by Bombardier, and one of whom will be proposed by IQ. Airbus will be entitled to name the Chairman of CSALP.

The transaction also provides for the issuance to Airbus, upon closing, of warrants exercisable to acquire up to 100,000,000 Class B Shares (subordinate voting) of Bombardier, at an exercise price per share equal to the US\$ equivalent of \$2.29 CDN. The warrants will have a five-year term from the date of issue, will not be listed and will provide for market standard adjustment provisions, including in the event of corporate changes, stock splits, non-

cash dividends, distributions of rights, options or warrants to all or substantially all shareholders or consolidations. The Toronto Stock Exchange (TSX) has determined to accept notice of the private placement of such warrants and has conditionally approved the listing of the Class B Shares issuable pursuant to the terms of the warrants on the TSX. Listing will be subject to Bombardier fulfilling all of the listing requirements of the TSX.

The transaction has been approved by the Boards of Directors of both Airbus and Bombardier, as well as the Cabinet of the Government of Québec. The transaction remains subject to regulatory approvals, as well as other conditions usual in this type of transaction. Completion of the transaction is currently expected in 2018.

Assets held for sale

The major class of assets held for sale or liabilities directly associated with assets held for sale was as follows, as at:

| | December 31, 2017 | |
|--|--------------------------|--------------|
| Cash and cash equivalents | \$ | 69 |
| Other current assets ⁽¹⁾ | | 1,043 |
| Non-current assets ⁽²⁾ | | 3,038 |
| Total assets | \$ | 4,150 |
| Current liabilities ⁽³⁾ | \$ | 934 |
| Non-current liabilities ⁽⁴⁾ | | 1,599 |
| Total liabilities | \$ | 2,533 |

⁽¹⁾ Mainly comprised of inventories.

⁽²⁾ Mainly comprised of aerospace program tooling.

⁽³⁾ Mainly comprised of trade and other payables, supplier advances and advances on aerospace programs.

⁽⁴⁾ Mainly comprised of vendor non-recurring costs, provisions and advances on aerospace programs.

In addition, CSALP have \$32 million of accumulated OCI as at December 31, 2017.

These assets and liabilities are reported in the Commercial aircraft reportable segment.

29. SHARE CAPITAL

Preferred shares

The preferred shares authorized were as follows, as at December 31, 2017, and 2016 and January 1, 2016:

| | Authorized for the specific series |
|---|---|
| Series 2 Cumulative Redeemable Preferred Shares | 12,000,000 |
| Series 3 Cumulative Redeemable Preferred Shares | 12,000,000 |
| Series 4 Cumulative Redeemable Preferred Shares | 9,400,000 |

The preferred shares issued and fully paid were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|---|--------------------------|-------------------|-----------------|
| Series 2 Cumulative Redeemable Preferred Shares | 5,811,736 | 9,692,521 | 9,692,521 |
| Series 3 Cumulative Redeemable Preferred Shares | 6,188,264 | 2,307,479 | 2,307,479 |
| Series 4 Cumulative Redeemable Preferred Shares | 9,400,000 | 9,400,000 | 9,400,000 |

Series 2 Cumulative Redeemable Preferred Shares

Redemption: Redeemable, at the Corporation's option, at \$25.50 Cdn per share.

Conversion: Convertible on a one-for-one basis, at the option of the holder, on August 1, 2022 and on August 1 of every fifth year thereafter into Series 3 Cumulative Redeemable Preferred Shares. Fourteen days before the conversion date, if the Corporation determines, after having taken into account all shares tendered for conversion by holders, that there would be less than 1,000,000 outstanding Series 2 Cumulative Redeemable Preferred Shares, such remaining number shall automatically be converted into an equal number of Series 3 Cumulative Redeemable Preferred Shares. Likewise, if the Corporation determines fourteen days before the conversion date that, at such time, there would be less than 1,000,000 outstanding Series 3 Cumulative Redeemable Preferred Shares, then no Series 2 Cumulative Redeemable Preferred Shares may be converted.

Dividend: Since August 1, 2002, the variable cumulative preferential cash dividends are payable monthly on the 15th day of each month, if declared, with the annual variable dividend rate being set between 50% to 100% of the Canadian prime rate, and adjusted as follows. The dividend rate will vary in relation to changes in the prime rate and will be adjusted upwards or downwards on a monthly basis to a monthly maximum of 4% if the trading price of Series 2 Cumulative Redeemable Preferred Shares is less than \$24.90 Cdn per share or more than \$25.10 Cdn per share.

Series 3 Cumulative Redeemable Preferred Shares

Redemption: Redeemable, at the Corporation's option, at \$25.00 Cdn per share on August 1, 2022 and on August 1 of every fifth year thereafter.

Conversion: Convertible on a one-for-one basis, at the option of the holder, on August 1, 2022 and on August 1 of every fifth year thereafter into Series 2 Cumulative Redeemable Preferred Shares. Fourteen days before the conversion date, if the Corporation determines, after having taken into account all shares tendered for conversion by holders, that there would be less than 1,000,000 outstanding Series 3 Cumulative Redeemable Preferred Shares, such remaining number shall automatically be converted into an equal number of Series 2 Cumulative Redeemable Preferred Shares. Likewise, if the Corporation determines fourteen days before the conversion date that, at such time, there would be less than 1,000,000 outstanding Series 2 Cumulative Redeemable Preferred Shares, then no Series 3 Cumulative Redeemable Preferred Shares may be converted.

Dividend: For the five-year period from August 1, 2017 and including July 31, 2022, the Series 3 Cumulative Redeemable Preferred Shares carry fixed cumulative preferential cash dividends at a rate of 3.983% or \$0.99575 Cdn per share per annum, payable quarterly on the last day of January, April, July and October of each year at a rate of \$0.2489375 Cdn, if declared. For each succeeding five-year period, the applicable fixed annual rate of the cumulative preferential cash dividends calculated by the Corporation shall not be less than 80% of the Government of Canada bond yield, as defined in the Restated Articles of Incorporation.

Series 4 Cumulative Redeemable Preferred Shares

Redemption: The Corporation may, subject to certain provisions, on not less than 30 nor more than 60 days' notice, redeem for cash the Series 4 Cumulative Redeemable Preferred Shares at \$25.00 Cdn.

Conversion: The Corporation may, subject to the approval of the Toronto Stock Exchange and such other stock exchanges on which the Series 4 Cumulative Redeemable Preferred Shares are then listed, at any time convert all or any of the outstanding Series 4 Cumulative Redeemable Preferred Shares into fully paid and non-assessable Class B Shares (subordinate voting) of the Corporation. The number of Class B Shares (subordinate voting) into which each Series 4 Cumulative Redeemable Preferred Shares may be so converted will be determined by dividing the then applicable redemption price together with all accrued and unpaid dividends to, but excluding the date of conversion, by the greater of \$2.00 Cdn and 95% of the weighted-average trading price of such Class B Shares (subordinate voting) on the Toronto Stock Exchange for the period of 20 consecutive trading days, which ends on the fourth day prior to the date specified for conversion or, if that fourth day is not a trading day, on the trading day immediately preceding such fourth day. The Corporation may, at its option, at any time, create one or more further series of Preferred Shares of the Corporation, into which the holders of Series 4 Cumulative Redeemable Preferred Shares could have the right, but not the obligation, to convert their shares on a share-for-share basis.

Dividend: The holders of Series 4 Cumulative Redeemable Preferred Shares are entitled to fixed cumulative preferential cash dividends, if declared, at a rate of 6.25% or \$1.5625 Cdn per share per annum, payable quarterly on the last day of January, April, July and October of each year at a rate of \$0.390625 Cdn per share.

Common shares

All common shares are without nominal or par value.

Class A Shares (multiple voting)

Voting rights: Ten votes each.

Conversion: Convertible, at any time, at the option of the holder, into one Class B Share (subordinate voting).

Dividend: After payment of the priority dividend on the Class B Shares (subordinate voting) mentioned below, the Class A Shares (multiple voting) shall share equally, share for share, with respect to any additional dividends which may be declared in respect of the Class A Shares (multiple voting) and Class B Shares (subordinate voting). These dividends, if declared, shall be payable quarterly on the last day of March, June, September and December of each year.

Class B Shares (subordinate voting)

Voting rights: One vote each.

Conversion: Convertible, at the option of the holder, into one Class A Share (multiple voting): (i) if an offer made to Class A (multiple voting) shareholders is accepted by the present controlling shareholder (the Bombardier family); or (ii) if such controlling shareholder ceases to hold more than 50% of all outstanding Class A Shares (multiple voting) of the Corporation.

Dividend: The holders of Class B Shares (subordinate voting) are entitled, in priority to the holders of Class A Shares (multiple voting) to non-cumulative dividends of \$0.0015625 Cdn per share, payable quarterly on the last day of March, June, September and December of each year at a rate of \$0.000390625 Cdn per share, if declared. After payment of said priority dividend, the Class B Shares (subordinate voting) shall share equally, share for share, with respect to any additional dividends which may be declared in respect of the Class A Shares (multiple voting) and the Class B Shares (subordinate voting). These dividends, if declared, shall be payable quarterly on the last day of March, June, September and December of each year.

The change in the number of common shares issued and fully paid and in the number of common shares authorized was as follows as at:

Class A Shares (multiple voting)

| | December 31, 2017 | December 31, 2016 |
|-------------------------------|----------------------|----------------------|
| Issued and fully paid | | |
| Balance at beginning of year | 313,900,550 | 313,900,550 |
| Converted to Class B | (2,001) | — |
| Balance at end of year | 313,898,549 | 313,900,550 |
| Authorized | 3,592,000,000 | 3,592,000,000 |

Class B Shares (subordinate voting)

| | December 31, 2017 | December 31, 2016 |
|---|----------------------|----------------------|
| Issued and fully paid | | |
| Balance at beginning of year | 1,932,675,863 | 1,932,511,397 |
| Issuance of shares | 104,900 | 164,466 |
| Converted from Class A | 2,001 | — |
| | 1,932,782,764 | 1,932,675,863 |
| Held in trust under the PSU and RSU plans | | |
| Balance at beginning of year | (53,533,118) | (26,194,908) |
| Purchased | — | (27,338,210) |
| Distributed | 550,067 | — |
| | (52,983,051) | (53,533,118) |
| Balance at end of year | 1,879,799,713 | 1,879,142,745 |
| Authorized | 3,592,000,000 | 3,592,000,000 |

The change in the number of warrants exercisable was as follows as at:

| | December 31, 2017 | December 31, 2016 |
|-------------------------------|--------------------|--------------------|
| Balance at beginning of year | 205,851,872 | — |
| Issuance of warrants | — | 205,851,872 |
| Balance at end of year | 205,851,872 | 205,851,872 |

In February 2016, the Corporation issued, in the name of CDPQ, warrants exercisable for a total number of 105,851,872 Class B Shares (subordinate voting) in the capital of Bombardier Inc. (Class B Subordinate Voting Shares), exercisable for a period of seven years at an exercise price per share equal to \$1.66 U.S. dollars, being the equivalent of \$2.21 Canadian dollars using the exchange rate at the date of execution of the subscription agreement.

Also on June 30 and September 1, 2016 Bombardier issued, in the name of Investissement Québec, warrants exercisable for a total number of 100,000,000 Class B Subordinate Voting Shares in the capital of Bombardier Inc., exercisable for a period of five years at an exercise price per share equal to \$1.72 U.S. dollars, being the equivalent of \$2.21 Canadian dollars using the exchange rate at the date of execution of the subscription agreement.

Dividends

Dividends declared were as follows:

| | Dividends declared for fiscal years | | | | Dividends declared after | |
|---------------------------|-------------------------------------|-------------------------------|-------------------|-------------------------------|--------------------------|-------------------------------|
| | December 31, 2017 | | December 31, 2016 | | December 31, 2017 | |
| | Per share (Cdn\$) | Total (in millions of U.S.\$) | Per share (Cdn\$) | Total (in millions of U.S.\$) | Per share (Cdn\$) | Total (in millions of U.S.\$) |
| Class A common shares | 0.00 | \$ — | 0.00 | \$ — | 0.00 | \$ — |
| Class B common shares | 0.00 | — | 0.00 | — | 0.00 | — |
| | | — | | — | | — |
| Series 2 Preferred Shares | 0.72 | 4 | 0.68 | 5 | 0.13 | 1 |
| Series 3 Preferred Shares | 0.89 | 3 | 0.78 | 1 | 0.25 | 1 |
| Series 4 Preferred Shares | 1.56 | 11 | 1.56 | 11 | 0.39 | 3 |
| | | 18 | | 17 | | 5 |
| | \$ | 18 | \$ | 17 | \$ | 5 |

30. SHARE-BASED PLANS

PSU, DSU and RSU plans

The Board of Directors of the Corporation approved a PSU and a RSU plan under which PSUs and RSUs may be granted to executives and other designated employees. The PSUs and the RSUs give recipients the right, upon vesting, to receive a certain number of the Corporation's Class B Shares (subordinate voting). The RSUs also give certain recipients the right to receive a cash payment equal to the value of the RSUs. The Board of Directors of the Corporation has also approved a DSU plan under which DSUs may be granted to senior officers. The DSU plan is similar to the PSU plan, except that their exercise can only occur upon retirement or termination of employment. During fiscal year 2017, a combined value of \$47 million of DSUs, PSUs and RSUs were authorized for issuance (\$50 million during fiscal year 2016).

The number of PSUs, DSUs and RSUs has varied as follows, for fiscal years:

| | 2017 | | | 2016 | | |
|------------------------------|--------------|--------------------------|-------------|-------------|--------------------------|-------------|
| | PSU | DSU | RSU | PSU | DSU | RSU |
| Balance at beginning of year | 39,324,712 | 2,677,843 | 22,058,924 | 15,627,217 | 4,883,829 | 22,332,682 |
| Granted | 38,540,340 | 439 | — | 31,233,004 | — | 1,659,631 |
| Exercised | (495,307) | (151,671) | — | (65,790) | (351,061) | — |
| Forfeited | (10,238,393) | (1,372,230) | (1,260,823) | (7,469,719) | (1,854,925) | (1,933,389) |
| Balance at end of year | 67,131,352 | 1,154,381 ⁽¹⁾ | 20,798,101 | 39,324,712 | 2,677,843 ⁽¹⁾ | 22,058,924 |

⁽¹⁾ Of which 1,154,381 DSUs are vested as at December 31, 2017 (1,260,639 as at December 31, 2016).

PSUs and DSUs granted will vest if a financial performance threshold is met. The conversion ratio for vested PSUs and DSUs ranges from 50% to 150%. PSUs and DSUs generally vest three years following the grant date if the financial performance thresholds are met. For grants issued between January 1, 2016 and December 31, 2017, the vesting dates range from August 2019 to August 2020. RSUs granted will vest regardless of the performance. RSUs generally vest three years following the grant date. For grants issued in 2015, the vesting date will be in August 2018.

The weighted-average grant date fair value of PSUs and RSUs granted during fiscal year 2017 was \$2.04 (\$1.50 during fiscal year 2016). The fair value of each PSUs and RSUs granted was measured based on the closing price of a Class B Share (subordinate voting) of the Corporation on the Toronto Stock Exchange.

From time to time, the Corporation provides instructions to a trustee under the terms of a Trust Agreement to purchase Class B Shares (subordinate voting) of the Corporation in the open market (see Note 29 – Share capital) in connection with the PSU and/or RSU plan. These shares are held in trust for the benefit of the beneficiaries until the PSUs and RSUs become vested or are cancelled. The cost of these purchases has been deducted from share capital.

A compensation expense of \$29 million was recorded during fiscal year 2017 with respect to the PSU, DSU and RSU plans (a compensation expense of \$11 million during fiscal year 2016).

Share option plans

Under share option plans, options are granted to key employees to purchase Class B Shares (subordinate voting). Of the 224,641,195 Class B Shares (subordinate voting) reserved for issuance, 65,065,789 were available for issuance under these share option plans, as at December 31, 2017.

Current share option plan - Effective June 1, 2009, the Corporation amended the share option plan for key employees for options granted after this date. The most significant terms and conditions of the amended plan are as follows:

- the exercise price is equal to the weighted-average trading prices on the stock exchange during the five trading days preceding the date on which the options were granted;
- the options vest at the expiration of the third year following the grant date; and
- the options terminate no later than seven years after the grant date.

The summarized information on the current share option plan is as follows as at December 31, 2017:

| Exercise price range (Cdn\$) | Number of options | Issued and outstanding | | Number of options | Exercisable |
|------------------------------|-------------------|---|---|-------------------|---|
| | | Weighted-average remaining life (years) | Weighted-average exercise price (Cdn\$) | | Weighted-average exercise price (Cdn\$) |
| 1 to 2 | 68,964,473 | 5.00 | 1.74 | — | — |
| 2 to 4 | 41,421,459 | 5.49 | 2.84 | 9,957,695 | 3.72 |
| 4 to 6 | 4,009,793 | 2.53 | 4.83 | 4,009,793 | 4.83 |
| 6 to 8 | 1,912,000 | 0.43 | 7.01 | 1,912,000 | 7.01 |
| | 116,307,725 | | | 15,879,488 | |

No options were exercised during fiscal year 2017 and 2016.

The number of options issued and outstanding under the current share option plan has varied as follows, for fiscal years:

| | 2017 | | 2016 | |
|------------------------------------|-------------------|---|-------------------|---|
| | Number of options | Weighted-average exercise price (Cdn\$) | Number of options | Weighted-average exercise price (Cdn\$) |
| Balance at beginning of year | 97,039,186 | 2.38 | 74,347,206 | 2.61 |
| Granted | 27,745,712 | 2.55 | 29,195,107 | 1.94 |
| Forfeited | (5,577,590) | 3.27 | (4,486,127) | 2.76 |
| Expired | (2,899,583) | 4.72 | (2,017,000) | 3.45 |
| Balance at end of year | 116,307,725 | 2.32 | 97,039,186 | 2.38 |
| Options exercisable at end of year | 15,879,488 | 4.40 | 15,055,731 | 4.80 |

Share-based compensation expense for options

The weighted-average grant date fair value of stock options granted during fiscal year 2017 was \$0.90 per option (\$0.64 per option for fiscal year 2016). The fair value of each option granted was determined using a Black-Scholes option pricing model, which incorporates the share price at the grant date, and the following weighted-average assumptions, for fiscal years:

| | 2017 | 2016 |
|---|---------|---------|
| Risk-free interest rate | 1.48% | 0.58% |
| Expected life | 5 years | 5 years |
| Expected volatility in market price of shares | 50.38% | 49% |
| Expected dividend yield | 0% | 0% |

A compensation expense of \$16 million was recorded during fiscal year 2017 with respect to share option plans (\$11 million during fiscal year 2016).

31. NET CHANGE IN NON-CASH BALANCES

Net change in non-cash balances was as follows, for fiscal years:

| | 2017 ⁽¹⁾ | 2016 |
|--|---------------------|--------|
| Trade and other receivables | \$ 103 | \$ 155 |
| Inventories | (836) | 1,161 |
| Other financial assets and liabilities, net | 325 | (130) |
| Other assets | (72) | 200 |
| Trade and other payables | 1,042 | (699) |
| Provisions | (36) | 269 |
| Advances and progress billings in excess of long-term contract inventories | 338 | 183 |
| Advances on aerospace programs | (311) | (452) |
| Retirement benefits liability | 166 | (159) |
| Other liabilities | 56 | 74 |
| | \$ 775 | \$ 602 |

⁽¹⁾ For purpose of the statement of cash flows, net change in non-cash balances comprise all assets and liabilities of CSALP reclassified as asset held for sale. See Note 28 – Assets held for sale for more details on the CSALP assets and liabilities reclassification.

The following table presents the reconciliation of movements of liabilities to cash flows arising from financing activities:

| | Long-term debt |
|---|-----------------------|
| Balance as at December 31, 2016 | \$ 8,769 |
| Changes from financing cash flows | |
| Proceeds from long-term debt | 1,000 |
| Repayment of long-term debt | (631) |
| Transaction costs | (15) |
| Total changes from financing cash flows | 9,123 |
| The effect of changes in foreign exchange rates | 125 |
| Other | (30) |
| Balance as at December 31, 2017 | \$ 9,218 |

32. CREDIT FACILITIES

Letter of credit facilities

The letter of credit facilities and their maturities were as follows, as at:

| | Amount committed | Letters of credit issued | Amount available | Maturity |
|---|-------------------------|-----------------------------|---------------------|---------------------|
| December 31, 2017 | | | | |
| Transportation facility | \$ 4,270 ⁽¹⁾ | \$ 4,013 | \$ 257 | 2021 ⁽²⁾ |
| Corporation excluding Transportation facility | 400 | 169 | 231 | 2020 ⁽³⁾ |
| | \$ 4,670 | \$ 4,182 | \$ 488 | |
| December 31, 2016 | | | | |
| Transportation facility | \$ 3,489 ⁽¹⁾ | \$ 3,311 | \$ 178 | 2020 |
| Corporation excluding Transportation facility | 400 | 136 | 264 | 2019 |
| | \$ 3,889 | \$ 3,447 | \$ 442 | |
| January 1, 2016 | | | | |
| Transportation facility | \$ 3,963 ⁽¹⁾ | \$ 3,195 | \$ 768 | 2019 |
| Corporation excluding Transportation facility | 600 | 221 | 379 | 2018 |
| | \$ 4,563 | \$ 3,416 | \$ 1,147 | |

⁽¹⁾ €3,560 million as at December 31, 2017 (€3,310 million as at December 31, 2016 and €3,640 million as at January 1, 2016).

⁽²⁾ The facility has an initial three year availability period, when new letters of credit can be issued up to the maximum commitment amount of the facility, plus a one year amortization period during which new letters of credit cannot be issued. The final maturity date of the facility is 2021.

⁽³⁾ The facility has an initial three year availability period, when new letters of credit can be issued up to the maximum commitment of the facility. The facility can be extended annually on the anniversary date for an additional year subject to approval by a majority of the bank syndicate members.

In addition to the outstanding letters of credit shown in the above table, letters of credit of \$3,037 million were outstanding under various bilateral agreements and letters of credit of \$377 million under the PSG facility as at December 31, 2017 (\$1,869 million and \$206 million, respectively, as at December 31, 2016 and \$1,721 million and \$173 million, respectively, as at January 1, 2016).

The Corporation also uses numerous bilateral bonding facilities with insurance companies to support Transportation's operations. An amount of \$3.4 billion was outstanding under such facilities as at December 31, 2017 (\$2.9 billion as at December 31, 2016 and \$2.6 billion as at January 1, 2016).

Revolving credit facilities

The Corporation has a \$400-million unsecured revolving credit facility (“revolving credit facility”) that matures in June 2020 and bears interest at the applicable base rate (Libor, in the case of a U.S. dollar cash drawing) plus a margin. This facility is available for cash drawings for the general working capital needs of the Corporation excluding Transportation. In addition, the Corporation has an unsecured revolving credit facility (“Transportation revolving credit facility”) amounting to €640 million (\$768 million), available to Transportation for cash drawings. The facility matures in May 2020 and bears interest at Euribor plus a margin. These facilities were unused as of December 31, 2017.

Financial covenants

The Corporation is subject to various financial covenants under the letter of credit facilities, excluding the PSG facility, and the two unsecured revolving credit facilities, which must be met on a quarterly basis. The \$400-million letter of credit and \$400-million unsecured revolving credit facility, which are available for the Corporation excluding Transportation, include financial covenants requiring a minimum EBITDA to fixed charges ratio, as well as a maximum gross debt and minimum EBITDA thresholds, all calculated based on an adjusted consolidated basis i.e. excluding Transportation. The Transportation letter of credit and revolving credit facilities include financial covenants requiring minimum equity as well as a maximum debt to EBITDA ratio, all calculated based on Transportation stand-alone financial data. These terms and ratios are defined in the respective agreements and do not correspond to the Corporation’s global metrics as described in Note 33 – Capital management or to the specific terms used in the MD&A. In addition, the Corporation must maintain a minimum Transportation liquidity of €600 million (\$720 million). The \$400-million letter of credit and \$400-million unsecured revolving facilities, which are available for the Corporation excluding Transportation, require liquidity between \$750 million and \$850 million depending on the level of the EBITDA to fixed charges ratio, calculated based on an adjusted consolidated basis (i.e. excluding Transportation) at the end of each quarter of fiscal year 2017 (minimum liquidity of \$750 million for fiscal year 2016). Minimum liquidity required is not defined as comprising only cash and cash equivalents as presented in the consolidated statement of financial position. These conditions were all met on a quarterly basis and as at December 31, 2017 and 2016 and January 1, 2016.

The Corporation regularly monitors these ratios to ensure it meets all financial covenants, and has controls in place to ensure that contractual covenants are met.

33. CAPITAL MANAGEMENT

The Corporation analyzes its capital structure using global metrics, which are based on a broad economic view of the Corporation, in order to assess the creditworthiness of the Corporation. The Corporation manages and monitors its global metrics such that it can achieve an investment-grade profile.

The Corporation's objectives with regard to its global metrics are as follows:

- adjusted EBIT to adjusted interest ratio greater than 5.0; and
- adjusted debt to adjusted EBITDA ratio lower than 2.5.

Global metrics – The following global metrics do not represent the ratios required for bank covenants.

| | 2017 | 2016 |
|---|------------|------------|
| Adjusted EBIT ⁽¹⁾ | \$ 770 | \$ 498 |
| Adjusted interest ⁽²⁾ | \$ 631 | \$ 618 |
| Adjusted EBIT to adjusted interest ratio | 1.2 | 0.8 |
| Adjusted debt ⁽³⁾ | \$ 9,631 | \$ 9,184 |
| Adjusted EBITDA ⁽⁴⁾ | \$ 1,162 | \$ 943 |
| Adjusted debt to adjusted EBITDA ratio | 8.3 | 9.7 |

⁽¹⁾ Represents EBIT before special items plus interest adjustment for operating leases, and interest received as per the supplemental information provided in the consolidated statements of cash flows, adjusted, if needed, for the settlement of fair value hedge derivatives before their contractual maturity dates.

⁽²⁾ Represents interest paid as per the supplemental information provided in the consolidated statements of cash flows, plus accretion expense on sale and leaseback obligations and interest adjustment for operating leases.

⁽³⁾ Represents long-term debt adjusted for the fair value of derivatives (or settled derivatives) designated in related hedge relationships plus sale and leaseback obligations and the net present value of operating lease obligations.

⁽⁴⁾ Represents adjusted EBIT plus amortization and impairment charges of PP&E and intangible assets and amortization adjustment for operating leases.

In addition to the above global level metrics, the Corporation separately monitors its net retirement benefit liability which amounted to \$2.3 billion as at December 31, 2017 (\$2.5 billion as at December 31, 2016). The measurement of this liability is dependent on numerous key long-term assumptions such as discount rates, future compensation increases, inflation rates and mortality rates. In recent years, this liability has been particularly volatile due to changes in discount rates. Such volatility is exacerbated by the long-term nature of the obligation. The Corporation closely monitors the impact of the net retirement benefit liability on its future cash flows and has introduced significant risk mitigation initiatives in recent years in this respect.

In order to adjust its capital structure, the Corporation may issue or reduce long-term debt, make discretionary contributions to pension funds, repurchase or issue share capital, or vary the amount of dividends paid to shareholders.

See Note 32 – Credit facilities for a description of bank covenants.

34. FINANCIAL RISK MANAGEMENT

The Corporation is primarily exposed to credit risk, liquidity risk and market risk as a result of holding financial instruments.

| | |
|-----------------------|---|
| Credit risk | Risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. |
| Liquidity risk | Risk that an entity will encounter difficulty in meeting its obligations associated with financial liabilities. |
| Market risk | Risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices, whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The Corporation is primarily exposed to foreign exchange risk and interest rate risk. |

Credit risk

The Corporation is exposed to credit risk through its normal treasury activities on its derivative financial instruments and other investing activities. The Corporation is also exposed to credit risk through its trade receivables arising from its normal commercial activities. Credit exposures arising from lending activities relate primarily to aircraft loans and lease receivables provided to aerospace customers in connection with the sale of commercial aircraft.

The effective monitoring and controlling of credit risks is a key component of the Corporation's risk management activities. Credit risks arising from the treasury activities are managed by a central treasury function in accordance with the Corporate Foreign Exchange Risk Management Policy and Corporate Investment Management Policy (the "Policy"). The objective of the policy is to minimize the Corporation's exposure to credit risk from its treasury activities by ensuring that the Corporation transacts strictly with investment-grade financial institutions and money market funds based on pre-established consolidated counterparty risk limits per financial institution and fund.

Credit risks arising from the Corporation's normal commercial activities, lending activities and under indirect financing support are managed and controlled by the four reportable segments, Business Aircraft, Commercial Aircraft, Aerostructures and Engineering Services and Transportation. The main credit exposure managed by the segments arises from customer credit risk. Customer credit ratings and credit limits are analyzed and established by internal credit specialists, based on inputs from external rating agencies, recognized rating methods and the Corporation's experience with the customers. The credit risks and credit limits are dynamically reviewed based on fluctuations in the customer's financial results and payment behaviour.

These customer credit risk assessments and credit limits are critical inputs in determining the conditions under which credit or financing will be offered to customers, including obtaining collateral to reduce the Corporation's exposure to losses. Specific governance is in place to ensure that financial risks arising from large transactions are analyzed and approved by the appropriate management level before financing or credit support is offered to the customer.

Credit risk is monitored on an ongoing basis using different systems and methodologies depending on the underlying exposure. Various accounting and reporting systems are used to monitor trade receivables, lease receivables and other direct financings.

Maximum exposure to credit risk – The maximum exposures to credit risk for financial instruments is usually equivalent to their carrying value, as presented in Note 14 – Financial instruments, except for the financial instruments in the table below, for which the maximum exposures were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|--------------------------------------|-------------------|-------------------|-----------------|
| Aircraft loans and lease receivables | \$ 29 | \$ 46 | \$ 59 |
| Investments in financing structures | \$ 193 | \$ 181 | \$ 169 |
| Derivative financial instruments | \$ 310 | \$ 326 | \$ 362 |
| Investments in securities | \$ 306 | \$ 319 | \$ 304 |

Credit quality – The credit quality, using external and internal credit rating system, of financial assets that are neither past due nor impaired is usually investment grade, except for aerospace segments' receivables, aircraft loans and lease receivables and certain investments in financing structures. Aerospace segments' receivables are usually not externally or internally quoted, however the credit quality of customers are dynamically reviewed and is based on the Corporation's experience with the customers and payment behaviour. The Corporation usually holds underlying assets or security deposits as collateral or letters of credit for the receivables. The Corporation's customers for aircraft loans and lease receivables are mainly regional airlines with a credit rating below investment grade. The credit quality of the Corporation's aircraft loans and lease receivables portfolio is strongly correlated to the credit quality of the regional airline industry. The financed aircraft is used as collateral to reduce the Corporation's exposure to credit risk.

Refer to Note 39 – Commitment and Contingencies for the Corporation's off-balance sheet credit risk, including credit risk related to support provided for sale of aircraft.

Liquidity risk

The Corporation manages liquidity risk by maintaining detailed cash forecasts, as well as long-term operating and strategic plans. The management of consolidated liquidity requires a constant monitoring of expected cash inflows and outflows, which is achieved through a detailed forecast of the Corporation's liquidity position, as well as long-term operating and strategic plans, to ensure adequacy and efficient use of cash resources. The Corporation uses scenario analyses to stress-test cash flow projections. Liquidity adequacy is continually monitored, taking into consideration historical volatility and seasonal needs, stress-test results, the maturity profile of indebtedness, access to capital markets, the level of customer advances, working capital requirements, the funding of product development and other financial commitments. The Corporation also monitors any financing opportunities to optimize its capital structure and maintain appropriate financial flexibility. In addition, the Corporation engages in certain working capital financing initiatives such as the sale of receivables, aircraft and flight simulators sale and leaseback transactions and the negotiation of extended payment terms with certain suppliers. The Corporation also routinely reviews its debt profile with a view to managing or extending maturities and/or negotiating more favourable terms and conditions with respect to its bank facilities. The Corporation also routinely reviews the terms and conditions of its bank facilities and seeks annual extensions of the availability periods thereunder. In this respect, the Corporation is currently in negotiations for the annual extensions of each of its principal bank facilities as well as for certain other amendments, including amendments to its financial covenants and other technical amendments. These amendments are subject to prevailing market and other conditions that are beyond its control and there can be no assurance that the Corporation will be able to successfully negotiate such amendments on commercially reasonable terms, or at all. However, failure to successfully negotiate such amendments is not currently expected to have a material adverse effect on its business, financial condition, cash flows and results of operations.

Maturity analysis – The maturity analysis of financial assets and financial liabilities, excluding derivative financial instruments, was as follows, as at December 31, 2017:

| | Carrying amount | Undiscounted cash flows (before giving effect to the related hedging instruments) | | | | | | Total |
|--|-----------------|--|--------------|--------------|---------------|---------------|---------------------------|-------------|
| | | Less than 1 year | 1 to 3 years | 3 to 5 years | 5 to 10 years | Over 10 years | With no specific maturity | |
| Cash and cash equivalents | \$ 2,988 | \$ 2,988 | \$ — | \$ — | \$ — | \$ — | \$ — | \$ 2,988 |
| Trade and other receivables | \$ 1,231 | 1,202 | 2 | — | 1 | 3 | 23 | 1,231 |
| Other financial assets ⁽¹⁾ | \$ 908 | 126 | 155 | — | 674 | 166 | 54 | 1,175 |
| Assets | | 4,316 | 157 | — | 675 | 169 | 77 | 5,394 |
| Trade and other payables | \$ 4,194 | 4,184 | 4 | — | — | — | 6 | 4,194 |
| Other financial liabilities ⁽¹⁾ | \$ 751 | 113 | 164 | 197 | 499 | 299 | — | 1,272 |
| Long-term debt | | | | | | | | |
| Principal | \$ 9,218 | 18 | 893 | 4,041 | 3,887 | 250 | — | 9,089 |
| Interest | | 643 | 1,283 | 1,151 | 887 | 139 | — | 4,103 |
| Liabilities | | 4,958 | 2,344 | 5,389 | 5,273 | 688 | 6 | 18,658 |
| Net amount | | \$ (642) | \$ (2,187) | \$ (5,389) | \$ (4,598) | \$ (519) | \$ 71 | \$ (13,264) |

⁽¹⁾ The carrying amount of other financial assets excludes the carrying amount of derivative financial instruments and the carrying amount of other financial liabilities excludes the carrying amount of derivative financial instruments and the current portion of long-term debt.

Other financial assets include long-term contract receivables maturing in March 2033. Under the respective agreements, the Corporation will receive incentive payments related to the reliability of manufactured trains. Due to future variations in the relevant index and reassessment of the achievement of the reliability targets, the amounts shown in the table above may vary. Also, termination of a related service contract in case of our non-performance would extinguish our right to future payments.

The Corporation negotiated extended payment terms of 240 days after delivery with certain of its suppliers. Trade payables with these extended terms totaled €479 million (\$575 million) and bore interest at a weighted average rate of 1.96% as at December 31, 2017 (€272 million (\$287 million) and 1.75%, respectively, as at December 31, 2016).

Other financial liabilities include government refundable advances. Under the respective agreements, the Corporation is required to pay amounts to governments at the time of the delivery of aircraft. Due to uncertainty about the number of aircraft to be delivered and the timing of delivery of aircraft, the amounts shown in the table above may vary.

The maturity analysis of derivative financial instruments, excluding embedded derivatives, was as follows, as at December 31, 2017:

| | Nominal value (USD equivalent) | | Undiscounted cash flows ⁽¹⁾ | | | | | Total | | | | | | |
|---|--------------------------------|--------|--|--------|--------------|--------------|--------------|-------|----|---|----|---|----|-------|
| | | | Less than 1 year | 1 year | 2 to 3 years | 3 to 5 years | Over 5 years | | | | | | | |
| Derivative financial assets | | | | | | | | | | | | | | |
| Forward foreign exchange contracts | \$ | 12,374 | \$ | 280 | \$ | 24 | \$ | — | \$ | — | \$ | — | \$ | 304 |
| Interest-rate derivatives | | 300 | | 3 | | 1 | | — | | 1 | | — | | 5 |
| | \$ | 12,674 | \$ | 283 | \$ | 25 | \$ | — | \$ | 1 | \$ | — | \$ | 309 |
| Derivative financial liabilities | | | | | | | | | | | | | | |
| Forward foreign exchange contracts | \$ | 10,035 | \$ | (224) | \$ | (6) | \$ | — | \$ | — | \$ | — | \$ | (230) |
| Net amount | | | \$ | 59 | \$ | 19 | \$ | — | \$ | 1 | \$ | — | \$ | 79 |

⁽¹⁾ Amounts denominated in foreign currency are translated at the period end exchange rate.

Market risk

Foreign exchange risk

The Corporation is exposed to significant foreign exchange risks in the ordinary course of business through its international operations, in particular to the Canadian dollar, Pound sterling, Swiss franc, Swedish krona and Euro. The Corporation employs various strategies, including the use of derivative financial instruments and by matching asset and liability positions, to mitigate these exposures.

The Corporation's main exposures to foreign currencies are identified by the segments and covered by the central treasury function. Foreign currency exposures are mitigated in accordance with the Corporation's Foreign Exchange Risk Management Policy (the "FX Policy"). The objective of the FX Policy is to mitigate the impact of foreign exchange movements on the Corporation's consolidated financial statements. Under the FX Policy, potential losses from adverse movements in foreign exchange rates should not exceed Board authorized pre-set limits. Potential loss is defined as the maximum expected loss that could occur if an unhedged foreign currency exposure was exposed to an adverse change of foreign exchange rates over a one-quarter period. The FX Policy also strictly prohibits any speculative foreign exchange transactions that would result in the creation of an exposure in excess of the maximum potential loss approved by the Board of Directors of the Corporation.

Under the FX Policy, it is the responsibility of the segments' management to identify all actual and potential foreign exchange exposures arising from their operations. This information is communicated to the central treasury group, which has the responsibility to execute the hedge transactions in accordance with the FX Policy.

In order to properly manage their exposures, each segment maintains long-term cash flow forecasts in each currency. The aerospace segments have adopted a progressive hedging strategy while Transportation hedges all its identified foreign currency exposures to limit the effect of currency movements on their results. The segments

also mitigate foreign currency risks by maximizing transactions in their functional currency for their operations such as material procurement, sale contracts and financing activities.

In addition, the central treasury function manages balance sheet exposures to foreign currency movements by matching asset and liability positions. This program consists mainly in matching the long-term debt in foreign currency with long-term assets denominated in the same currency.

The Corporation mainly uses forward foreign exchange contracts to manage the Corporation's exposure from transactions in foreign currencies and to synthetically modify the currency of exposure of certain balance sheet items. The Corporation applies hedge accounting for a significant portion of anticipated transactions and firm commitments denominated in foreign currencies, designated as cash flow hedges. Notably, the Corporation enters into forward foreign exchange contracts to reduce the risk of variability of future cash flows resulting from forecasted sales and purchases and firm commitments.

The Corporation's foreign currency hedging programs are typically unaffected by changes in market conditions, as related derivative financial instruments are generally held to maturity, consistent with the objective to lock in currency rates on the hedged item. These programs are reviewed annually and amended as necessary to reflect current market conditions or practices.

Sensitivity analysis

Foreign exchange risk arises on financial instruments that are denominated in foreign currencies. The foreign exchange rate sensitivity is calculated by aggregation of the net foreign exchange rate exposure of the Corporation's financial instruments recorded in its statement of financial position. The following impact on EBT for fiscal year 2017 is before giving effect to cash flow hedge relationships.

| | Variation | Effect on EBT | | | | | |
|-------------|-----------|---------------|---------|---------|---------|---------|-------|
| | | CAD/USD | GBP/USD | EUR/USD | EUR/GBP | EUR/CHF | Other |
| Gain (loss) | +10% | \$ 48 | \$ (6) | \$ (15) | \$ 12 | \$ (23) | 16 |

The following impact on OCI for fiscal year 2017 is for derivatives designated in a cash flow hedge relationship. For these derivatives, any change in fair value is mostly offset by the re-measurement of the underlying exposure.

| | Variation | Effect on OCI before income taxes | | | | | |
|------|-----------|-----------------------------------|---------|---------|---------|---------|-------|
| | | CAD/USD | GBP/USD | EUR/USD | EUR/GBP | EUR/CHF | Other |
| Gain | +10% | \$ 201 | \$ 47 | \$ 85 | \$ 91 | \$ 89 | 135 |

Interest rate risk

The Corporation is exposed to fluctuations in its future cash flows arising from changes in interest rates through its variable-rate financial assets and liabilities, including fixed-rate long-term debt synthetically converted to variable interest rates (see Note 27 – Long-term debt). For these items, cash flows could be impacted by a change in benchmark rates such as Libor, Euribor or Banker's Acceptance. These exposures are predominantly managed by a central treasury function as part of an overall risk management policy, including the use of financial instruments, such as interest-rate swap agreements. Derivative financial instruments used to synthetically convert interest-rate exposures consist mainly of interest-rate swap agreements.

In addition, the Corporation is exposed to gains and losses arising from changes in interest rates, which includes marketability risks, through its financial instruments carried at fair value. These financial instruments include certain aircraft loans and lease receivables, investments in securities, investments in financing structures, lease subsidies and certain derivative financial instruments.

The Corporation's interest rate hedging programs are typically unaffected by changes in market conditions, as related derivative financial instruments are generally held to maturity to ensure proper assets/liabilities management matching, consistent with the objective to reduce risks arising from interest rates movements. These programs are reviewed annually and amended as necessary to reflect current market conditions or practices.

Sensitivity analysis

The interest rate risk primarily relates to financial instruments carried at fair value. Assuming a 100-basis point increase in interest rates impacting the measurement of these financial instruments, excluding derivative financial instruments in a hedge relationship, as of December 31, 2017 and 2016, the impact on EBT would have been a negative adjustment of \$27 million as at December 31, 2017 (\$22 million as at December 31, 2016).

35. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value amounts disclosed in these consolidated financial statements represent the Corporation's estimate of the price at which a financial instrument could be exchanged in a market in an arm's length transaction between knowledgeable, willing parties who are under no compulsion to act. They are point-in-time estimates that may change in subsequent reporting periods due to market conditions or other factors. Fair value is determined by reference to quoted prices in the principal market for that instrument to which the Corporation has immediate access. However, there is no active market for most of the Corporation's financial instruments. In the absence of an active market, the Corporation determines fair value based on internal or external valuation models, such as stochastic models, option-pricing models and discounted cash flow models. Fair value determined using valuation models requires the use of assumptions concerning the amount and timing of estimated future cash flows, discount rates, the creditworthiness of the borrower, the aircraft's expected future value, default probability, generic industrial bond spreads and marketability risk. In determining these assumptions, the Corporation uses primarily external, readily observable market inputs, including factors such as interest rates, credit ratings, credit spreads, default probabilities, currency rates, and price and rate volatilities, as applicable. Assumptions or inputs that are not based on observable market data are used when external data are unavailable. These calculations represent management's best estimates. Since they are based on estimates, the fair values may not be realized in an actual sale or immediate settlement of the instruments.

Methods and assumptions

The methods and assumptions used to measure fair value for items recorded at FVTP&L and AFS are as follows:

Aircraft loans and lease receivables and investments in financing structures – The Corporation uses an internal valuation model based on stochastic simulations and discounted cash flow analysis to estimate fair value. Fair value is calculated using market data for interest rates, published credit ratings when available, yield curves and default probabilities. The Corporation uses market data to determine the marketability adjustments and also uses internal assumptions to take into account factors that market participants would consider when pricing these financial assets. The Corporation also uses internal assumptions to determine the credit risk of customers without published credit rating. In addition, the Corporation uses aircraft residual value curves reflecting specific factors of the current aircraft market and a balanced market in the medium and long term.

Investments in securities – The Corporation uses discounted cash flow models to estimate the fair value of unquoted investments in fixed-income securities, using market data such as interest-rate.

Lease subsidies – The Corporation uses an internal valuation model based on stochastic simulations to estimate fair value of lease subsidies incurred in connection with the sale of commercial aircraft. Fair value is calculated using market data for interest rates, published credit ratings when available, default probabilities from rating agencies and the Corporation's credit spread. The Corporation also uses internal assumptions to determine the credit risk of customers without published credit rating.

Derivative financial instruments – Fair value of derivative financial instruments generally reflects the estimated amounts that the Corporation would receive to sell favourable contracts i.e. taking into consideration the counterparty credit risk, or pays to transfer unfavourable contracts i.e. taking into consideration the Corporation's credit risk, at the reporting dates. The Corporation uses discounted cash flow analyses and market data such as interest rates, credit spreads and foreign exchange spot rate to estimate the fair value of forward agreements and interest-rate derivatives.

The Corporation uses option-pricing models and discounted cash flow models to estimate the fair value of embedded derivatives using applicable market data.

The Corporation uses an internal valuation model based on stochastic simulations to estimate the fair value of the conversion option embedded in the BT Holdco convertible shares. The fair value of the embedded conversion option is based on the difference in present value between: the convertible shares' accrued liquidation preference based on the minimum return entitlement; and the fair value of the common shares on an as converted basis. This value is dependent on the Transportation segment meeting the performance incentives agreed upon with the CDPQ, the timing of exercise of the conversion rights and the applicable conversion rate. The simulation model generates multiple Transportation performance scenarios over the expected term of the option. Fair value of the shares on an as converted basis is calculated using an EBIT multiple, which is based on market data, to determine the enterprise value. The discount rate used is also determined using market data. The Corporation uses internal assumptions to determine the term of the instrument and the future performance of the Transportation segment.

The methods and assumptions used to measure fair value for items recorded at amortized cost are as follows:

Financial instruments whose carrying value approximates fair value – The fair values of trade and other receivables, certain aircraft loans and lease receivables, certain investments in securities, certain investments in financing structures, restricted cash, trade and other payables and sales and leaseback obligations measured at amortized cost, approximate their carrying value due to the short-term maturities of these instruments, because they bear variable interest-rate or because the terms and conditions are comparable to current market terms and conditions for similar items.

Long-term contract receivables – The Corporation uses discounted cash flow analyses to estimate the fair value using market data for interest rates.

Long-term debt – The fair value of long-term debt is estimated using public quotations, when available, or discounted cash flow analyses, based on the current corresponding borrowing rate for similar types of borrowing arrangements.

Government refundable advances and vendor non-recurring costs – The Corporation uses discounted cash flow analyses to estimate the fair value using market data for interest rates and credit spreads.

Fair value hierarchy

The following tables present financial assets and financial liabilities measured at fair value on a recurring basis categorized using the fair value hierarchy as follows:

- quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1);
- inputs from observable markets other than quoted prices included in Level 1, including indirectly observable data (Level 2); and
- inputs for the asset or liability that are not based on observable market data (Level 3).

Assessing the significance of a particular input to the fair value measurement in its entirety requires judgment. The fair value of financial assets and liabilities by level of hierarchy was as follows, as at December 31, 2017:

| | Total | Level 1 | Level 2 | Level 3 |
|---|--------------------|--------------|-----------------|-----------------|
| Financial assets | | | | |
| Aircraft loans and lease receivables | \$ 47 | \$ — | \$ — | \$ 47 |
| Derivative financial instruments ⁽¹⁾ | 332 | — | 332 | — |
| Investments in securities | 357 ⁽²⁾ | 50 | 307 | — |
| Investments in financing structures | 169 | — | — | 169 |
| | \$ 905 | \$ 50 | \$ 639 | \$ 216 |
| Financial liabilities | | | | |
| Trade and other payables | \$ (6) | \$ — | \$ — | \$ (6) |
| Lease subsidies | (74) | — | — | (74) |
| Derivative financial instruments ⁽¹⁾ | (538) | — | (234) | (304) |
| | \$ (618) | \$ — | \$ (234) | \$ (384) |

⁽¹⁾ Derivative financial instruments consist of forward foreign exchange contracts, interest-rate swap agreements and embedded derivatives.

⁽²⁾ Excludes \$4 million of AFS investments carried at cost.

Changes in the fair value of Level 3 financial instruments were as follows, for fiscal years 2017 and 2016:

| | Aircraft loans and lease receivables | Investments in financing structures | Trade and other payables | Lease subsidies | Conversion option |
|--|--------------------------------------|-------------------------------------|--------------------------|-----------------|-------------------|
| Balance as at January 1, 2016 | \$ 79 | \$ 151 | \$ (1) | \$ (135) | \$ — |
| Net gains (losses) and interest included in net income ⁽¹⁾ | 2 | 23 | — | (28) | (61) |
| Issuances | — | — | (11) | — | (120) |
| Settlements | (19) | (9) | 6 | 22 | — |
| Effect of foreign currency exchange rate changes | — | — | — | — | 11 |
| Balance as at December 31, 2016 | 62 | 165 | (6) | (141) | (170) |
| Net gains (losses) and interest included in net income ⁽¹⁾ | 5 | 8 | — | (5) | (108) |
| Issuances | — | — | (3) | — | — |
| Settlements | (20) | (4) | 3 | 24 | — |
| Effect of foreign currency exchange rate changes | — | — | — | — | (26) |
| Balance as at December 31, 2017 | \$ 47 | \$ 169 | \$ (6) | \$ (122) | \$ (304) |
| Reclassified as liabilities directly associated with assets held for sale ⁽²⁾ | — | — | — | 48 | — |
| Balance as at December 31, 2017 | \$ 47 | \$ 169 | \$ (6) | \$ (74) | \$ (304) |

⁽¹⁾ Of which an amount of \$1 million represents realized gains for fiscal year 2017, which is recorded in financing income (\$2 million represents realized gains for fiscal year 2016, which is recorded in financing income).

⁽²⁾ See Note 28 – Assets held for sale for more details on the CSALP assets and liabilities reclassification.

Main assumptions developed internally for Level 3 hierarchy

When measuring Level 3 financial instruments at fair value, some assumptions are not derived from an observable market. The main assumptions developed internally for aerospace segments' level 3 financial instruments relate to credit risks of customers without published credit rating and marketability adjustments to discount rates specific to our financial assets.

These main assumptions are as follows as at December 31, 2017:

| Main assumptions (weighted average) | Aircraft loans and lease receivables | Investments in financing structures | Lease subsidies |
|---|--------------------------------------|-------------------------------------|-------------------------|
| Internally assigned credit rating | Between BB to CCC (B) | Between BB- to CCC+ (B+) | Between BB- to CCC (B+) |
| Discount rate adjustments for marketability | 9.84% | Between 1.75% and 8.17% (6.46%) | n/a |

Also, aircraft residual value curves are important inputs in assessing the fair value of certain financial instruments. These curves are prepared by management based on information obtained from external appraisals and reflect specific factors of the current aircraft market and a balanced market in the medium and long term.

The projected future performance of the Transportation segment is an important input for the determination of the fair value of the embedded derivative option in the convertible shares issued to the CDPQ. The projected future performance of the Transportation segment is prepared by management based on budget and strategic plan.

Sensitivity to selected changes of assumptions for Level 3 hierarchy

These assumptions, not derived from an observable market, are established by management using estimates and judgments that can have a significant effect on revenues, expenses, assets and liabilities. Changing one or more of these assumptions to other reasonably possible alternative assumptions, for which the impact on their fair value would be significant, would change their fair value as follows as at December 31, 2017:

| Impact on EBT | | Change of assumptions | | | |
|--------------------------------------|---|--|---|---|--|
| Gain (loss) | Change in fair value recognized in EBT for fiscal year 2017 | Decrease in aircraft residual value curves by 5% | Downgrade the internally assigned credit rating of unrated customers by 1 notch | Increase the marketability adjustments by 100 bps | |
| Aircraft loans and lease receivables | \$ (2) | \$ (1) | \$ (1) | \$ (2) | |
| Investment in financing structures | \$ (6) | \$ (4) | \$ (11) | \$ (9) | |
| Lease subsidies | \$ (1) | n/a | \$ 1 | n/a | |

n/a: Not applicable

Conversion option

Sensitivity analysis

A 5% decrease in the expected future performance of the Transportation segment would have resulted in a decrease in the fair value with a corresponding gain recognized in EBT for fiscal year 2017 of \$23 million.

A 5% increase in the expected future performance of the Transportation segment would have resulted in an increase in the fair value with a corresponding loss recognized in EBT for fiscal year 2017 of \$30 million.

Fair value hierarchy for items recorded at amortized cost

The following table presents financial assets and financial liabilities measured at amortized cost on a non-recurring basis categorized using the fair value hierarchy as follows:

- quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1);
- inputs from observable markets other than quoted prices included in Level 1, including indirectly observable data (Level 2); and
- inputs for the asset or liability that are not based on observable market data (Level 3).

The fair value of financial assets and liabilities by level of hierarchy was as follows, as at December 31, 2017:

| | Total | Level 1 | Level 2 | Level 3 |
|-------------------------------------|-------------|---------|-------------|----------|
| Financial assets | | | | |
| Trade and other receivables | \$ 1,231 | \$ — | \$ 1,231 | \$ — |
| Other financial assets | | | | |
| Investments in financing structures | 46 | — | — | 46 |
| Other | 323 | — | — | 323 |
| | \$ 1,600 | \$ — | \$ 1,231 | \$ 369 |
| Financial liabilities | | | | |
| Trade and other payables | \$ (4,188) | \$ — | \$ (4,188) | \$ — |
| Long-term debt | (9,354) | — | (9,354) | — |
| Other financial liabilities | | | | |
| Government refundable advances | (585) | — | — | (585) |
| Other | (132) | — | — | (132) |
| | \$ (14,259) | \$ — | \$ (13,542) | \$ (717) |

36. INVESTMENTS IN JOINT VENTURES AND ASSOCIATES

In the normal course of business, the Corporation carries out a portion of its businesses through joint ventures and associates, mainly in Transportation.

The Corporation's aggregate pro rata shares of net income of joint ventures and associates, were as follows, for fiscal years:

| | 2017 | | 2016 | |
|----------------|------|-----|------|-----|
| Joint ventures | \$ | 108 | \$ | 65 |
| Associates | | 67 | | 61 |
| Net income | \$ | 175 | \$ | 126 |

The Corporation has pledged shares in associates, with a carrying value of nil as at December 31, 2017 (\$24 million as at December 31, 2016 and \$18 million as at January 1, 2016).

37. TRANSACTIONS WITH RELATED PARTIES

The Corporation's related parties are its joint ventures, associates and key management personnel.

Joint ventures and associates

The Corporation buys and sells products and services on arm's length terms with some of its joint ventures and associates in the ordinary course of business. The following table presents the portion of these transactions that is attributable to the interests of the other venturers, and transaction with associates, for fiscal years:

| | 2017 | | | | 2016 | | | |
|---|----------------|----|------------|----|----------------|----|------------|----|
| | Joint ventures | | Associates | | Joint ventures | | Associates | |
| Sales of products and services, and other income | \$ | 41 | \$ | 16 | \$ | 47 | \$ | 23 |
| Purchase of products and services, and other expenses | \$ | 21 | \$ | — | \$ | 59 | \$ | — |

The following table presents the Corporation's outstanding balances with joint ventures and associates, as at:

| | December 31, 2017 | | | | December 31, 2016 | | | | January 1, 2016 | | | |
|---|-------------------|----|------------|----|-------------------|----|------------|---|-----------------|----|------------|---|
| | Joint ventures | | Associates | | Joint ventures | | Associates | | Joint ventures | | Associates | |
| Receivables | \$ | 20 | \$ | 12 | \$ | 22 | \$ | 8 | \$ | 31 | \$ | 8 |
| Payables | \$ | 11 | \$ | 2 | \$ | 2 | \$ | 4 | \$ | 3 | \$ | 2 |
| Advances and progress billing in excess of long-term contract inventories | \$ | 8 | \$ | — | \$ | 7 | \$ | — | \$ | 4 | \$ | — |

Compensation paid to key management personnel

The annual remuneration and related compensation costs of the executive and non-executive board members and key Corporate management, defined as the President and Chief Executive Officer of Bombardier Inc., the Presidents and Chief Operating Officers of aerospace segments and Transportation, and the Senior Vice Presidents of Bombardier Inc., were as follows, for fiscal years:

| | 2017 | | 2016 | |
|---|------|----|------|----|
| Share-based benefits | \$ | 24 | \$ | 23 |
| Salaries, bonuses and other short-term benefits | | 23 | | 17 |
| Retirement benefits | | 1 | | 3 |
| Termination and other long-term benefits | | — | | 1 |
| | \$ | 48 | \$ | 44 |

38. UNCONSOLIDATED STRUCTURED ENTITIES

The following table presents the assets and liabilities of unconsolidated structured entities in which the Corporation had a significant exposure, as at:

| | December 31, 2017 | | December 31, 2016 | | January 1, 2016 | |
|---|-------------------|-------------|-------------------|-------------|-----------------|-------------|
| | Assets | Liabilities | Assets | Liabilities | Assets | Liabilities |
| Financing structures related to the sale of commercial aircraft | \$ 4,705 | \$ 2,315 | \$ 5,625 | \$ 3,014 | \$ 6,612 | \$ 4,102 |

The Corporation has provided credit and/or residual value guarantees to certain structured entities created solely to provide financing related to the sale of commercial aircraft.

Typically, these structured entities are financed by third-party long-term debt and by third-party equity investors who benefit from tax incentives. The aircraft serve as collateral for the structured entities long-term debt. The Corporation retains certain interests in the form of credit and residual value guarantees, subordinated debt and residual interests. Residual value guarantees typically cover a percentage of the first loss from a guaranteed value upon the sale of the underlying aircraft at an agreed upon date. The Corporation also provides administrative services to certain of these structured entities in return for a market fee.

The Corporation's maximum potential exposure was \$1.5 billion, of which \$370 million was recorded as provisions and related liabilities as at December 31, 2017 (\$1.6 billion and \$371 million, respectively, as at December 31, 2016 and \$1.7 billion and \$354 million, respectively, as at January 1, 2016). The Corporation's maximum exposure under these guarantees is included in Note 39 – Commitments and contingencies.

The Corporation concluded that it did not control these structured entities.

39. COMMITMENTS AND CONTINGENCIES

The Corporation enters into various sale support arrangements, including credit and residual value guarantees and financing rate commitments, mostly provided in connection with sales of commercial aircraft and related financing commitments. The Corporation is also subject to other off-balance sheet risks described in the following table. These off-balance sheet risks are in addition to the commitments and contingencies described elsewhere in these consolidated financial statements. Some of these off-balance sheet risks are also included in Note 38 – Unconsolidated structured entities. The maximum potential exposure does not reflect payments expected to be made by the Corporation.

The table below presents the maximum potential exposure for each major group of exposure, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|--|-------------------|-------------------|-----------------|
| Aircraft sales | | | |
| Residual value (a) | \$ 1,060 | \$ 1,300 | \$ 1,669 |
| Credit (a) | 1,221 | 1,233 | 1,248 |
| Mutually exclusive exposure ⁽¹⁾ | (540) | (557) | (598) |
| Total credit and residual value exposure | \$ 1,741 | \$ 1,976 | \$ 2,319 |
| Trade-in commitments (b) | \$ 1,437 | \$ 1,721 | \$ 1,818 |
| Conditional repurchase obligations (c) | \$ 143 | \$ 207 | \$ 192 |
| Other⁽²⁾ | | | |
| Credit (d) | \$ 52 | \$ 48 | \$ 48 |

⁽¹⁾ Some of the residual value guarantees can only be exercised once the credit guarantees have expired without exercise. Therefore, the guarantees must not be added together to calculate the combined maximum exposure for the Corporation.

⁽²⁾ The Corporation has also provided other guarantees (see section f) below).

The Corporation's maximum exposure in connection with credit and residual value guarantees related to the sale of aircraft represents the face value of the guarantees before giving effect to the net benefit expected from the estimated value of the aircraft and other assets available to mitigate the Corporation's exposure under these guarantees. Provisions for anticipated losses amounting to \$554 million as at December 31, 2017 (\$562 million as at December 31, 2016 and \$670 million as at January 1, 2016) have been established to cover the risks from these guarantees after considering the effect of the estimated resale value of the aircraft, which is based on information obtained from external appraisals and reflect specific factors of the current aircraft market and a balanced market in the medium and long-term, and the anticipated proceeds from other assets covering such exposures. In addition, lease subsidies, which would be extinguished in the event of credit default by certain customers, amounted to \$122 million as at December 31, 2017 (\$141 million as at December 31, 2016 and \$135 million as at January 1, 2016). The provisions for anticipated losses are expected to cover the Corporation's total credit and residual value exposure, after taking into account the anticipated proceeds from the sale of underlying aircraft and the extinguishment of certain lease subsidies obligations.

Aircraft sales

a) Credit and residual value guarantees - The Corporation has provided credit guarantees in the form of lease and loan payment guarantees, as well as services related to the remarketing of aircraft. These guarantees, which are mainly issued for the benefit of providers of financing to customers, mature in different periods up to 2027. Substantially all financial support involving potential credit risk lies with regional airline customers. The credit risk relating to three regional airline customers accounted for 73% of the total maximum credit risk as at December 31, 2017 (72% as at December 31, 2016 and 71% as at January 1, 2016).

In addition, the Corporation may provide a guarantee for the residual value of aircraft at an agreed-upon date, generally at the expiry date of related financing and lease arrangements. The arrangements generally include operating restrictions such as maximum usage and minimum maintenance requirements. The guarantee provides for a contractually limited payment to the guaranteed party, which is typically a percentage of the first loss from a guaranteed value. In most circumstances, a claim under such guarantees may be made only upon resale of the underlying aircraft to a third party.

The following table summarizes the outstanding residual value guarantees, at the earliest exercisable date, and the period in which they can be exercised, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|---------------------|-------------------|-------------------|-----------------|
| Less than 1 year | \$ 106 | \$ 57 | \$ 90 |
| From 1 to 5 years | 856 | 845 | 991 |
| From 5 to 10 years | 98 | 398 | 580 |
| From 10 to 15 years | — | — | 8 |
| | \$ 1,060 | \$ 1,300 | \$ 1,669 |

b) Trade-in commitments - In connection with the signing of firm orders for the sale of new aircraft, the Corporation enters into specified-price trade-in commitments with certain customers. These commitments give customers the right to trade-in their pre-owned aircraft as partial payment for the new aircraft purchased.

The Corporation's trade-in commitments were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|-------------------|-------------------|-------------------|-----------------|
| Less than 1 year | \$ 102 | \$ 231 | \$ 271 |
| From 1 to 3 years | 863 | 600 | 204 |
| Thereafter | 472 | 890 | 1,343 |
| | \$ 1,437 | \$ 1,721 | \$ 1,818 |

c) Conditional repurchase obligations - In connection with the sale of new aircraft, the Corporation enters into conditional repurchase obligations with certain customers. Under these obligations, the Corporation agrees to repurchase the initial aircraft at predetermined prices, during predetermined periods or at predetermined dates, conditional upon mutually acceptable agreement for the sale of a new aircraft. At the time the Corporation enters into an agreement for the sale of a subsequent aircraft and the customer exercises its right to partially pay for the

subsequent aircraft by trading-in the initial aircraft to the Corporation, a conditional repurchase obligation is accounted for as a trade-in commitment.

The Corporation's conditional repurchase obligations, as at the earliest exercise date, were as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|-------------------|-------------------|-------------------|-----------------|
| Less than 1 year | \$ 96 | \$ 158 | \$ 173 |
| From 1 to 3 years | 47 | 49 | 19 |
| Thereafter | — | — | — |
| | \$ 143 | \$ 207 | \$ 192 |

Other guarantees

d) Credit and residual value guarantees - In connection with the sale of certain transportation rail equipment, the Corporation has provided a credit guarantee of lease payments amounting to \$52 million as at December 31, 2017 (\$48 million as at December 31, 2016 and January 1, 2016). This guarantee matures in 2025.

e) Performance guarantees - In certain projects carried out through consortia or other partnership vehicles in Transportation, partners may be jointly and severally liable to the customer for a default by the other partners. In such cases partners would normally provide counter indemnities to each other. These obligations and guarantees typically extend until final product acceptance by the customer and in some cases to the warranty period.

The Corporation's maximum net exposure to projects for which the exposure of the Corporation is capped, assuming all counter indemnities are fully honoured. For projects where the Corporation's exposure is not capped, such exposure has been determined in relation to the Corporation's partners' share of the total contract value. Under this methodology, the Corporation's net exposure is not significant, assuming all counter indemnities are fully honoured. Such joint and several obligations and guarantees have been rarely called upon in the past.

f) Other - In the normal course of its business, the Corporation has entered into agreements that include indemnities in favour of third parties, mostly tax indemnities. These agreements generally do not contain specified limits on the Corporation's liability and therefore, it is not possible to estimate the Corporation's maximum liability under these indemnities.

Operating leases

The Corporation leases buildings and equipment and assumes aircraft operating lease obligations in connection with the sale of new aircraft. Future minimum lease payments, mostly related to buildings and equipment, under non-cancellable operating leases are due as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|----------------------|-------------------|-------------------|-----------------|
| Within 1 year | \$ 124 | \$ 143 | \$ 146 |
| Between 1 to 5 years | 357 | 361 | 346 |
| More than 5 years | 473 | 475 | 346 |
| | \$ 954 | \$ 979 | \$ 838 |

Rent expense was \$113 million for fiscal year 2017 (\$170 million for fiscal year 2016).

Other commitments

The Corporation also has purchase obligations, under various agreements, made in the normal course of business. The purchase obligations are as follows, as at:

| | December 31, 2017 | December 31, 2016 | January 1, 2016 |
|----------------------|-------------------|-------------------|-----------------|
| Within 1 year | \$ 8,844 | \$ 4,120 | \$ 6,485 |
| Between 1 to 5 years | 5,467 | 8,280 | 3,925 |
| More than 5 years | 34 | 46 | 56 |
| | \$ 14,345 | \$ 12,446 | \$ 10,466 |

The purchase obligations of the Corporation include capital commitments for the purchase of PP&E and intangible assets amounting to \$306 million and \$164 million, respectively, as at December 31, 2017 (\$373 million and \$415 million as at December 31, 2016 and \$176 million and \$489 million as at January 1, 2016).

Litigation

In the normal course of operations, the Corporation is a defendant in certain legal proceedings currently pending before various courts in relation to product liability and contract disputes with customers and other third parties. The Corporation intends to vigorously defend its position in these matters.

While the Corporation cannot predict the final outcome of all legal proceedings pending as at December 31, 2017, based on information currently available, management believes that the resolution of these legal proceedings will not have a material adverse effect on its financial position.

Transportation

Since the fourth quarter of 2016, the Swedish police authorities are conducting an on-going investigation in relation to allegations concerning a 2013 contract for the supply of signaling equipment to Azerbaijan Railways ADY. The Corporation's subsidiary has launched an internal review into the allegations which is conducted by external advisors under the supervision of counsel. Both the investigation and the internal review are ongoing. On August 18, 2017, charges were laid against a then employee of the subsidiary for aggravated bribery and, alternatively, influence trafficking. The trial on these charges took place from August 29 to September 20, 2017. No charges were laid against the subsidiary of the Corporation. In a decision rendered on October 11, 2017, the then employee was acquitted of all charges. The decision was appealed on October 25, 2017 by the Prosecution Authority. The underlying contract that gave rise to this matter is being audited by the World Bank Group pursuant to its contractual audit rights. The audit is still ongoing and no results have been communicated so far regarding the same. The Corporation's policy is to comply with all applicable laws and it is cooperating to the extent possible with the investigation and the audit. Due to the nature of these proceedings, it is not possible at this time to identify potential outcomes.

Investigation in Brazil

On March 20, 2014, Bombardier Transportation Brasil Ltda ("BT Brazil"), a subsidiary of the Corporation, received notice that it was among the 18 companies and over 100 individuals named in administrative proceedings initiated by governmental authorities in Brazil, including the Administrative Council for Economic Protection ("CADE"), and the Sao Paulo Public Prosecutor's office, following previously disclosed investigations carried on by such governmental authorities with respect to allegations of cartel activity in the public procurement of railway equipment and the construction and maintenance of railway lines in Sao Paulo and other areas. Since the service of process in 2014 on BT Brazil, the competition authority has decided to detach the proceedings against 43 individuals whom it claims to have been difficult to serve process and has also issued additional technical notes dealing with various procedural objections raised by the defendant corporations and individuals. BT Brazil is currently contesting before the courts both the decision to detach the proceedings against 43 individuals and decisions by CADE restricting physical access to some of the forensic evidence.

BT Brazil as a result of the administrative proceedings initiated by CADE in 2014 became a party as defendant to legal proceedings brought by the Sao Paulo State prosecution service against it and other companies for alleged 'administrative improbity' in relation to refurbishment contracts awarded in 2009 by the Sao Paulo metro operator CMSP and for 'cartel' in relation to a five year-maintenance contract with the Sao Paulo urban transit operator CPTM signed in 2002. In September 2015, the prosecution service of Sao Paulo announced a second public civil action for 'cartel' in relation to the follow-on five year maintenance contract covering the period 2007 to 2012. In addition, BT Brazil was served notice and joined in December 2014 a civil suit as co-defendant first commenced by the Sao Paulo state government against Siemens AG in the fall of 2013 and with which the State government seeks to recover loss for alleged cartel activities.

Companies found to have engaged in unlawful cartel conduct are subject to administrative fines, state actions for repayment of overcharges and potentially disqualification for a certain period. The Corporation and BT Brazil continue to cooperate with investigations relating to the administrative proceedings and intend to defend themselves vigorously.

Triumph litigation

Triumph Aerostructures LLC (“Triumph”), a supplier to the Corporation on the *Global 7000* and *Global 8000* aircraft program, filed a lawsuit against the Corporation with the Québec Superior Court, District of Montréal on December 22, 2016 seeking approximately \$340 million in compensation for alleged directed changes by the Corporation to the wing requirements that Triumph claims are outside the scope of the contract as well as for alleged delays and disruption in connection with the contract.

In May 2017, Triumph and the Corporation entered into a comprehensive settlement agreement that resolves all outstanding commercial disputes between them, including all pending litigation, related to the design, manufacture and supply of wing components for the *Global 7000* and *Global 8000* aircraft program. The settlement resets the commercial relationship between the companies and allows each company to better achieve its business objectives going forward. The settlement did not have a material impact on earnings.

Metrolinx

In July 2016, Bombardier Transportation Canada Inc. (BTCl), a subsidiary of Bombardier Inc., received a notice of default in respect of its contract to supply 182 Light vehicles to Metrolinx. The contract was entered into on June 14, 2010. The value of the contract is \$770 million CDN (\$614 million).

In December 2017, Metrolinx and BTCl entered into a contract amendment which resolves outstanding commercial disputes and settles the outstanding arbitration between the parties. The agreement reduces the number of Light Rail Vehicles (LRV) to be delivered to Metrolinx from 182 LRV to 76 LRV and includes an additional option for 106 LRV. In addition, the GO Transit Operations and Maintenance contract was extended by 18 months.

Petition before the U.S. Department of Commerce and the U.S. International Trade Commission

On April 27, 2017, The Boeing Company filed a petition before the U.S. Department of Commerce and the U.S. International Trade Commission seeking the imposition of antidumping and countervailing duties on imports from Canada to the U.S. of large civil aircraft with 100 to 150 seats. The petition was filed pursuant to sections 701 and 731 of the Tariff Act of 1930, 19 U.S.C. § 1671 and 1673. The Boeing petition alleged that the Corporation’s *C Series* aircraft program has received government subsidies, that the Corporation is “dumping” the *C Series* aircraft into the U.S. market, and that such sales represent a threat to the domestic aerospace industry in the U.S. The Corporation is responding to the petition in the U.S. Department of Commerce and the U.S. International Trade Commission proceedings. On June 9, 2017, the U.S. International Trade Commission made a preliminary affirmative determination, finding that there is a reasonable indication that an industry in the U.S. is threatened with material injury by reason of imports of 100- to 150-seat large civil aircraft from Canada that are allegedly sold in the U.S. at less than fair value and that are allegedly subsidized by the Governments of Canada, Québec and the United Kingdom. On September 25, 2017, the U.S. Department of Commerce issued a preliminary affirmative countervailing duty determination of 219.63%, and on October 4, 2017, the U.S. Department of Commerce issued a preliminary affirmative antidumping duty determination of 79.82%. On December 18, 2017, the U.S. Department of Commerce issued a final affirmative countervailing duty determination of 212.39% and a final affirmative antidumping duty determination of 79.82%. The Corporation disagrees with these final determinations of the U.S. Department of Commerce. On January 16, 2018, and January 24, 2018, the Corporation filed notices of its intention to appeal the final U.S. Department of Commerce determinations. On January 26, 2018, the U.S. International Trade Commission issued its final determination on the threat of injury, finding that the U.S. industry is not injured or threatened with material injury by reason of imports of 100- to 150-seat large civil aircraft from Canada. This decision means that the U.S. Commerce Department will not publish antidumping or countervailing duty orders against imports of such aircraft from Canada. However, it remains possible that The Boeing Company will appeal the U.S. International Trade Commission decision through the judicial system.

Transnet

The Corporation has learned through relevant media reports of the appointment of a *Judicial Commission of Inquiry into Allegations of State Capture, Corruption and Fraud in the Public Sector, including organs of state* (“Inquiry”) for which the terms of reference were published by presidential proclamation on January 25, 2018. Before and after the Inquiry, the media made allegations of irregularities with respect to multiple procurements regarding the supply of 1,064 locomotives by South African train operator Transnet Freight Rail. The Corporation has not received any communication or request for information from the authorities conducting the inquiry. Based on information known to the Corporation at this time, there is no reason to believe that the Corporation has been involved in any wrongdoing with respect to the procurement by Transnet of 240 TRAXX locomotives from Bombardier Transportation in one of numerous aforementioned procurements.

Spain

In December, 2017, the Spanish Competition Authority (“CNMC”) conducted an inspection at the offices of Bombardier European Investments, S.L.U. (“BEI”) in Madrid. According to the Inspection Order, CNMC’s inspection follows information it learned about possible irregularities in public tenders with the Railway Infrastructures Administrator (“ADIF”). There are currently no charges nor allegations that BEI breached any law. Under Spanish law, the inspection is referred to as a “preliminary investigation”, and not as a formal investigation. On January 2, 2018, BEI received an information request from the CNMC regarding the legal and operational organization of BEI. BEI is cooperating with the authorities to the extent possible and responded to the information request. There is no formal next step as yet determined by the CNMC in this preliminary investigation. The Corporation’s policy is to comply with all applicable laws, including antitrust and competition laws. In light of the early stage of the preliminary investigation, management is unable to predict its duration or outcome, including whether any operating division of the Corporation could be found liable for any violation of law or the extent of any fine, if found to be liable.

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INVESTOR INFORMATION

Our Board of Directors

BOARD MEMBERS⁽¹⁾

| | |
|------------------------------|---|
| Laurent Beaudoin | Chairman Emeritus of the Board of Directors of Bombardier |
| Pierre Beaudoin | Chairman of the Board of Directors of Bombardier |
| Alain Bellemare | President and Chief Executive Officer of Bombardier |
| Joanne Bissonnette | Corporate Director |
| J. R. André Bombardier | Vice Chairman of the Board of Directors of Bombardier |
| Martha Finn Brooks | Corporate Director |
| Jean-Louis Fontaine | Vice Chairman of the Board of Directors of Bombardier |
| Diane Giard | Executive Vice President - Personal - Commercial Banking and Marketing of National Bank of Canada |
| August W. Henningsen | Corporate Director |
| Pierre Marcouiller | Executive Chairman of the Board of Directors of Camso Inc. (a manufacturing business of off-road tires) |
| Douglas (Doug) R. Oberhelman | Corporate Director |
| Vikram Pandit | Chairman and Chief Executive Officer of The Orogen Group (a company leveraging opportunities for the financial services industry) |
| Carlos Represas | Corporate Director |
| Antony N. Tyler | Corporate Director |
| Beatrice Weder di Mauro | Professor of International Macroeconomics, Johannes Gutenberg University Mainz and fellow-in-residence at INSEAD in Singapore |

BOARD COMMITTEES

| Board committees | Board representation ⁽¹⁾ | Responsibilities |
|---|---|---|
| Audit Committee | Vikram Pandit (Chair) Martha Finn Brooks Pierre Marcouiller Beatrice Weder di Mauro | <ul style="list-style-type: none"> • Help the directors meet their responsibilities with respect to accountability • Assist in maintaining good communication between the directors and Ernst & Young, Bombardier's independent auditors • Assist in maintaining the independence of Ernst & Young • Maintain the credibility and objectivity of our financial reports • Investigate and assess any material risk |
| Finance and Risk Management Committee | Martha Finn Brooks (Co-Chair) August W. Henningsen (Co-Chair) Carlos E. Represas Antony N. Tyler | <ul style="list-style-type: none"> • Review Bombardier's material financial risks and its monitoring, control and risk management • Review adequacy of policies, procedures and controls in place for risk management • Review and monitor significant or unusual transactions and/or projects related to ongoing activities, business opportunities, mergers, acquisitions, divestitures, significant asset sales or purchases and equity investments • Monitor matters or activities related to or involving Bombardier's financial |
| Corporate Governance and Nomination Committee | Carlos E. Represas (Chair) Pierre Marcouiller Vikram Pandit Antony N. Tyler | <ul style="list-style-type: none"> • Monitor selection criteria and credentials for Board candidates • Monitor Board and Committees' composition and performance • Monitor Board remuneration |
| Human Resources and Compensation Committee | Vikram Pandit (Chair) August W. Henningsen Pierre Marcouiller Carlos Represas | <ul style="list-style-type: none"> • Oversee succession planning of the President and CEO and other selected senior positions • Assess performance of the President and CEO • Review and approve total executive compensation policy accounting for base salary, short-term and long-term incentives as well as pension, benefits and perquisites |

⁽¹⁾ As at December 31, 2017. Supplemental information regarding our Board of Directors can be found on our website at bombardier.com.

STOCK EXCHANGE LISTINGS

| | |
|--|------------------|
| Class A Shares and Class B Subordinate Voting Shares | Toronto (Canada) |
| Preferred Shares, Series 2, Series 3 and Series 4 | Toronto (Canada) |
| Stock listing ticker | BBD (Toronto) |

FISCAL YEAR 2018 FINANCIAL RESULTS

| | |
|------------------------------|-------------------|
| First quarterly report | May 3, 2018 |
| Second quarterly report | August 2, 2018 |
| Third quarterly report | November 8, 2018 |
| 2018 Annual Financial Report | February 14, 2019 |

PREFERRED DIVIDEND PAYMENT DATES

Payment subject to approval by the Board of Directors

Series 2

| Record date | Payment date | Record date | Payment date |
|--------------------|---------------------|--------------------|---------------------|
| 2017-12-29 | 2018-01-15 | 2018-06-29 | 2018-07-15 |
| 2018-01-31 | 2018-02-15 | 2018-07-31 | 2018-08-15 |
| 2018-02-28 | 2018-03-15 | 2018-08-31 | 2018-09-15 |
| 2018-03-29 | 2018-04-15 | 2018-09-28 | 2018-10-15 |
| 2018-04-30 | 2018-05-15 | 2018-10-31 | 2018-11-15 |
| 2018-05-31 | 2018-06-15 | 2018-11-30 | 2018-12-15 |

Series 3

| Record date | Payment date |
|--------------------|---------------------|
| 2018-01-12 | 2018-01-31 |
| 2018-04-13 | 2018-04-30 |
| 2018-07-13 | 2018-07-31 |
| 2018-10-12 | 2018-10-31 |

Series 4

| Record date | Payment date |
|--------------------|---------------------|
| 2018-01-12 | 2018-01-31 |
| 2018-04-13 | 2018-04-30 |
| 2018-07-13 | 2018-07-31 |
| 2018-10-12 | 2018-10-31 |

Please note that unless stated otherwise, all dividends paid by Bombardier since January 2006 on all of its common and preferred shares are considered "eligible dividends" as per the Canadian Income Tax Act and any corresponding provincial or territorial legislation. The same designation applies under the Quebec Taxation Act for dividends declared after March 23, 2006.

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DUPLICATION

Although Bombardier strives to ensure that registered shareholders receive only one copy of corporate documents, duplication is unavoidable if securities are registered under different names and addresses. If this is the case, please call Computershare Investor Services at one of the following numbers: +1 514 982 7555 or +1 800 564 6253 (toll-free, North America only) or send an email to service@computershare.com.

ONLINE INFORMATION

For additional information, we invite you to visit our websites at:
bombardier.com and ir.bombardier.com

TRANSFER AGENT AND REGISTRAR

Shareholders with inquiries concerning their shares should contact:

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(toll-free, North America only)
Fax: +1 416 263 9394 or +1 888 453 0330
(toll-free, North America only)
Email: service@computershare.com

AUDITORS

Ernst & Young LLP
800 René-Lévesque Blvd. West
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Canada H3B 1X9

ANNUAL MEETING

The annual meeting of shareholders will be held on Thursday, May 3, 2018, at 10:30 a.m. at the following address:

Alexandra Pier
200 de la Commune Street West
Montréal, QC, Canada H2Y 4B2

The annual meeting will also be broadcast live on our website at bombardier.com.

Global 7000 and Global 8000 aircraft program is currently in development, and as such is subject to changes in family strategy, branding, capacity, performance, design and/or systems. All specifications and data are approximate, may change without notice and are subject to certain operating rules, assumptions and other conditions. This document does not constitute an offer, commitment, representation, guarantee or warranty of any kind.

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56
mature trees,
equivalent to the
area of 4 tennis
courts



2,520 kg
of waste, or the
contents of 51
garbage cans



8,280 kg
of CO₂,
equivalent to
the annual
emissions of 3 cars



205,566 litres
of water, equal to
one person's
consumption of
water in 587 days

⁽¹⁾ Data issued by the paper manufacturer.



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