Boeing 737 MAX Overview

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Single-aisle market demand drivers

Emerging and developing economies

Global expansion of Low Cost model

Replacement
Single-aisle seats per aircraft growing slightly

Mix of higher density seating and slightly larger aircraft
Airlines will need 24,670 new single-aisle airplanes valued at $2.3 trillion to 2032.

**Share of fleet**
- 2012 Airplanes: 13,040
- 2032 Airplanes: 29,130

**Delivery units**
- Asia Pacific: 36%
- North America: 20%
- Europe: 23%
- Middle East: 5%
- Latin America: 10%
- C.I.S.: 3%
- Africa: 3%
- C.I.S. to 2032 New airplanes: 24,670
737 is the best ever

Most successful program in aviation history

11,275 orders and 7,789 deliveries
Through October 31, 2013

Market Leader

10,128 orders since A320 launch
Through October 31, 2013

MAX selling at record pace

1,635 firm MAX orders from 28 customers
As of November 14, 2013
Orders - MAX vs. neo
Months since first order

MAX=1,567 orders in first 22 months
neo=1,469 orders in first 22 months
1,635 firm orders for the MAX

<table>
<thead>
<tr>
<th>Customer</th>
<th>Orders</th>
</tr>
</thead>
<tbody>
<tr>
<td>UNITED</td>
<td>100</td>
</tr>
<tr>
<td>norwegian.com</td>
<td>100</td>
</tr>
<tr>
<td>AVOLON</td>
<td>15</td>
</tr>
<tr>
<td>Alaska Airlines</td>
<td>37</td>
</tr>
<tr>
<td>SILKAIR</td>
<td>31</td>
</tr>
<tr>
<td>ICELANDAIR</td>
<td>16</td>
</tr>
<tr>
<td>TUI</td>
<td>60</td>
</tr>
<tr>
<td>UNIDENTIFIED CUSTOMERS</td>
<td>245</td>
</tr>
<tr>
<td>Lion Air</td>
<td>201</td>
</tr>
<tr>
<td>SOUTHWEST.COM</td>
<td>200</td>
</tr>
<tr>
<td>Virgin Australia</td>
<td>23</td>
</tr>
<tr>
<td>GE Capital Aviation</td>
<td>75</td>
</tr>
<tr>
<td>AIR LEASE CORPORATION</td>
<td>84</td>
</tr>
<tr>
<td>GOL</td>
<td>60</td>
</tr>
<tr>
<td>AEROMEXICO</td>
<td>60</td>
</tr>
<tr>
<td>American Airlines</td>
<td>100</td>
</tr>
<tr>
<td>AVIATION CAPITAL GROUP</td>
<td>60</td>
</tr>
<tr>
<td>TURKISH AIRLINES</td>
<td>50</td>
</tr>
<tr>
<td>CIT</td>
<td>30</td>
</tr>
<tr>
<td>WEST JET I</td>
<td>65</td>
</tr>
</tbody>
</table>

As of November 14, 2013
737 MAX continues to improve

- 1% improvement in fuel-efficiency, now 14% more fuel efficient
- Early delivery (one-quarter) to our customers
- 51% of market in first 22 months vs. neo
- Cleaner and quieter
737 MAX schedule
Early entry into service – 3rd quarter 2017

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phase</td>
<td>Firm Concept</td>
<td>Firm Configuration</td>
<td>Design</td>
<td>Build</td>
<td>First Flight</td>
<td>Entry into Service</td>
</tr>
</tbody>
</table>

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## Program progress-to-date
### Key accomplishments achieved per plan

<table>
<thead>
<tr>
<th>Configuration</th>
<th>Detailed Design</th>
<th>Production Integration</th>
<th>Program Integration</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Major trades</td>
<td>✓ Detailed requirements</td>
<td>✓ Production ramp plan</td>
<td>✓ Integrated test plans</td>
</tr>
<tr>
<td>✓ New winglet</td>
<td>✓ Design-to loads</td>
<td>✓ Preliminary build plan</td>
<td>✓ FAA application submit</td>
</tr>
<tr>
<td>✓ Performance guarantees</td>
<td>✓ Engine design-to loads</td>
<td>✓ First part release</td>
<td>✓ Engine contract signed</td>
</tr>
<tr>
<td>✓ Low/high speed lines</td>
<td>✓ Design concepts started</td>
<td></td>
<td>✓ EASA application submit</td>
</tr>
<tr>
<td>✓ Systems prelim definition</td>
<td>✓ Long lead 50% design release</td>
<td></td>
<td>✓ MAX catalog</td>
</tr>
<tr>
<td>✓ Key suppliers on contract</td>
<td></td>
<td></td>
<td>✓ Airplane spatial integration</td>
</tr>
<tr>
<td>✓ Firm concept</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
737 MAX designed for maximum advantage

- Aft body aerodynamic improvements
- Electronic bleed air system
- Boeing Sky Interior
- Advanced flight deck displays
- Advanced Technology winglet
- Fly by wire spoilers
- CFM LEAP-1B engine
- Nose landing gear lengthening
Boeing Sky Interior standard on 737 MAX
Next-Generation 737 flight deck
737 MAX flight deck
Larger displays, cross-model commonality
LEAP-1B optimized specifically for 737 MAX

- Optimized and more efficient core
- Fan diameter increased to 69.4”
- Negligible impact to nacelle shape
- Same ground clearance
New AT winglet
Most advanced winglet technology

- Reduces fuel use more than an additional 1.5%
  - Nearly 1% at 500nmi
  - More than 1.5% at longer ranges

- Additional benefit opportunity for customers
  - Natural Laminar Flow
737 MAX will have lower CAROC than neo

12 seat advantage

162 seats

150 seats

% operating costs

A320neo

737 MAX 8

737 MAX 8

1%
lower per trip

8%
lower per seat
737 MAX is cleaner, quieter, and more efficient

14% reduction in fuel and carbon emissions*

50% below CAEP/6 limits for NOx

40% smaller community noise footprint*

*Compared to Next-Generation 737
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- Cleaner and quieter