Current Market Outlook
Randy Tinseth | Vice President, Commercial Marketing
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The statements contained herein are based on good faith assumptions and are to be used for general information purposes only. These statements do not constitute an offer, promise, warranty or guarantee of performance.
Forward-Looking Statements

This document contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as “may,” “should,” “expects,” “intends,” “projects,” “plans,” “believes,” “estimates,” “targets,” “anticipates,” and similar expressions generally identify these forward-looking statements. Examples of forward-looking statements include statements relating to our future financial condition and operating results, as well as any other statement that does not directly relate to any historical or current fact. Forward-looking statements are based on expectations and assumptions that we believe to be reasonable when made, but that may not prove to be accurate. These statements are not guarantees and are subject to risks, uncertainties, and changes in circumstances that are difficult to predict. Many factors could cause actual results to differ materially and adversely from these forward-looking statements. Among these factors are risks related to: (1) general conditions in the economy and our industry, including those due to regulatory changes; (2) our reliance on our commercial airline customers; (3) the overall health of our aircraft production system, planned production changes, our commercial development and derivative aircraft programs, and our aircraft being subject to stringent performance and reliability standards; (4) changing budget and appropriation levels and acquisition priorities of the U.S. government; (5) our dependence on U.S. government contracts; (6) our reliance on fixed-price contracts; (7) our reliance on cost-type contracts; (8) uncertainties concerning contracts that include in-orbit incentive payments; (9) our dependence on our subcontractors and suppliers, as well as the availability of raw materials; (10) changes in accounting estimates; (11) changes in the competitive landscape in our markets; (12) our non-U.S. operations, including sales to non-U.S. customers; (13) threats to the security of our or our customers’ information; (14) potential adverse developments in new or pending litigation and/or government investigations; (15) customer and aircraft concentration in our customer financing portfolio; (16) changes in our ability to obtain debt on commercially reasonable terms and at competitive rates in order to fund our operations and contractual commitments; (17) realizing the anticipated benefits of mergers, acquisitions, joint ventures/strategic alliances or divestitures; (18) the adequacy of our insurance coverage to cover significant risk exposures; (19) potential business disruptions, including those related to physical security threats, information technology or cyber-attacks or natural disasters; (20) work stoppages or other labor disruptions; (21) substantial pension and other postretirement benefit obligations; (22) potential environmental liabilities.

Additional information concerning these and other factors can be found in our filings with the Securities and Exchange Commission, including our most recent Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. Any forward-looking statement speaks only as of the date on which it is made, and we assume no obligation to update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law.
Very strong market in 2017

4.1B* passengers carried

7.6% RPK growth

3.1% economic growth

81.2%* load factor

$35B net profit

9% FTK growth

SOURCE: BCA Market Analysis with data from ICAO preliminary, IATA, IHS Markit

*Record
Strong 2017 for Boeing

Orders
- 19% Single-aisle
- 82% Twin-aisle
- 912 Total

Deliveries
- 31% Single-aisle
- 69% Twin-aisle
- 763 Total
Industry-leading delivery performance
Six years in a row plus a new industry record!
Strong market expected in 2018

4.3B passengers carried

+6.0% RPK growth

~81% load factor

+4.5% FTK growth

3.2% economic growth

$38B net profit

SOURCE: BCA Market Analysis with data from IATA, IHS Markit
Airlines will need 41,030 new airplanes valued at $6.1T

Airplane deliveries: 41,030

New airplane values by region

<table>
<thead>
<tr>
<th>Region</th>
<th>Airplanes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia</td>
<td>$2,500B</td>
</tr>
<tr>
<td>North America</td>
<td>$1,040B</td>
</tr>
<tr>
<td>Europe</td>
<td>$1,110B</td>
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<tr>
<td>Middle East</td>
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<tr>
<td>Latin America</td>
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<tr>
<td>C.I.S.</td>
<td>$140B</td>
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<tr>
<td>Africa</td>
<td>$180B</td>
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<tr>
<td>World Total</td>
<td>$6,050B</td>
</tr>
</tbody>
</table>

Region Airplanes

- Asia: 29.530
- North America: 5,050
- Europe: 3,160
- Middle East: 920
- Latin America: 2,370
- C.I.S.: 5,050
- Africa: 3,160
- World Total: 41,030

Airplane types:

- Regional jets: 6%
- Single-aisle: 72%
- Small pax: 12%
- Med/Lg pax widebody: 12%
- Freighters: 2%

Airplane values by region:

- Asia: $2,500B
- North America: $1,040B
- Europe: $1,110B
- Middle East: $730B
- Latin America: $350B
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Boeing product strategy – a complete airplane family

Superior value, efficient market coverage