



# Backgrounder

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## **Boeing in Southeast Asia**

Boeing's relationship with Southeast Asia began in the late 1940s with the provision of commercial airplanes to fledgling national airlines. Today, Boeing's Southeast Asia activities have grown to encompass partnerships in commercial aviation, defense, space, services and research and technology.

Boeing maintains corporate offices in both Singapore and Malaysia that provide support to customers throughout the region. Businesses include Boeing Commercial Airplanes, Boeing Defense, Space & Security, Boeing Global Services and subsidiaries Aviall, Jeppesen and Insitu Pacific.

Ralph L. "Skip" Boyce has been president of Boeing Southeast Asia since February 2008. He is responsible for strengthening the company's presence across the region and supporting Boeing's growth and productivity opportunities.

## **Boeing in Singapore**

### *Boeing Commercial Airplanes*

Boeing Commercial Airplanes' relationship with Singapore dates back to the 1970s, when Singapore Airlines (SIA) embarked on a frequent fleet modernization strategy. Over the years, SIA has ordered more than 200 Boeing airplanes, including the McDonnell Douglas DC-10, 737, 747, 757, 777 and 787 Dreamliner.

Singapore Airlines introduced 777s into its fleet in 1995, beginning with an order for 34 777s and options for an additional 43 777s. In 2013, SIA helped launch the Boeing 787-10 with an order for 30 aircraft. Most recently in October 2017, Boeing and SIA formally announced a deal for 20 777-9s and 19 787-10s worth \$13.8 billion at list prices.

SilkAir, the regional wing of SIA, started its transition to an all-Boeing fleet after taking delivery of its first Next-Generation 737-800 in February 2014. The delivery was the first of a 54-airplane order, the largest in the airline's history, which included 737-800s and 737 MAX 8s. Silk took delivery of its first 737 MAX 8 in 2017.

SIA's other subsidiaries Scoot and SIA Cargo also operate Boeing airplanes. Scoot flies 787 Dreamliners and SIA Cargo operates 747-400 freighters.

BOC Aviation and Boeing have worked together for more than 20 years. The Singapore-based global aircraft leasing company placed its largest-ever order in August 2014 for 50 737 MAX 8s, 30 Next-Generation 737-800s and 2 777-300ERs (Extended Range), valued at \$8.8 billion at list prices. In March 2017, the lessor took delivery of its 200th Boeing airplane. In August 2017, BOC Aviation joined the new 737 MAX 10 launch group of customers with an order for 10 airplanes.

## *Boeing Global Services*

The Boeing Training & Professional Services Singapore campus opened in 2007 and is the company's largest aviation training facility in Asia. The facility supports training on the 737 MAX, Next-Generation 737, 777 and 787 Dreamliner training suites. Boeing's 2017 Pilot and Technician Outlook projects that Asia-Pacific will need 253,000 new pilots, 256,000 new technicians and 308,000 new cabin crew over the next 20 years through 2036.

In 2015, Boeing and SIA Engineering Company (SIAEC) formed Boeing Asia Pacific Aviation Services (BAPAS), a joint venture to provide industry-leading engineering, repair and maintenance services for Boeing airplanes. BAPAS combines Boeing's design, manufacturing and engineering knowledge with SIAEC's maintenance, repair and overhaul expertise to deliver Global Fleet Care Solutions to customers in the Asia-Pacific region. Boeing holds a 51 percent equity stake in the joint venture with the remaining 49 percent owned by SIAEC. The joint venture currently services 737s, 747s, 777s

and 787s. BAPAS offers a total fleet maintenance solution that incorporates a suite of knowledge-based maintenance and engineering services. These one-stop services include fleet engineering services, fleet material services and maintenance, repair and overhaul (MRO) services, specifically formulated to cover airline customer needs from inception to entry into service to ongoing operations to the decommission or sale of an aircraft.

Boeing Global Services also provides maintenance support for Scoot's fleet of 20 787 Dreamliners and Singapore Airlines' fleet of 27 777-300ERs through its Global Fleet Care program. In November 2017, BAPAS entered into an agreement with SIA Cargo to provide Global Fleet Care services to its entire fleet of 747-400 freighters.

## *Boeing Defense, Space & Security*

Boeing has been a defense supplier to Singapore since the early 1990s. The island state was the first country in Southeast Asia to select the AH-64D Apache Longbow helicopter. The Republic of Singapore Air Force's (RSAF) inventory also includes F-15SG multirole fighter jets and the CH-47 Chinook heavy-life helicopter, which has played a significant role in disaster relief operations around the world.

In 2017, four RSAF CH-47 Chinooks from the Peace Prairie detachment in Grand Prairie, Texas, provided assistance in the Texas Army National Guard's Hurricane Harvey disaster relief operations. The RSAF's Peace Prairie detachment has worked together with the Texas Army National Guard in the past, including relief operations after Hurricane Katrina in 2005, fire-fighting and flood relief operations in Texas in 2000 and Hurricane Floyd relief operations in North Carolina in 1999. The RSAF also flew missions to provide food, water and shelter to survivors of the 2004 tsunami in Indonesia and Thailand.

The Ministry of Defence, Republic of Singapore Navy, and Defence Science and Technology Agency are also customers of Boeing Defense, Space & Security.

## **Boeing in Malaysia**

### *Boeing Commercial Airplanes*

In 1968, Boeing delivered three 707 jetliners to the national carrier Malaysia-Singapore Airlines (formerly Malayan Airways Limited).

In 1969, Malaysia Airlines Bhd. (formerly Malaysian Airline System Bhd.) became the first 737-100 Southeast Asian customer when it purchased five of these aircraft to replace the de Havilland Comet 4.

Malaysia Airlines was also one of Boeing's first 777 customers in Southeast Asia. The airline's first 777 — the Super Ranger — set world records for speed and distance in April 1997, flying around the world in 41 hours, 59 minutes, covering more than 23,000 miles (37,030 kilometers).

Over the years, Malaysia Airlines has taken delivery of more than 140 Boeing airplanes, including 100 737s. In July 2016, it announced an order for up to 50 737 MAX airplanes.

In September 2017, the airline signed a memorandum of understanding for 16 airplanes. The announcement, in the presence of the Honorable Dato' Sri Muhammad Najib Bin Tun Abdul Razak, prime minister of Malaysia, included eight 787-9 Dreamliners and eight additional purchase rights of 737 MAX 8s.

Malindo Air, a joint venture between the National Aerospace and Defence Industries of Malaysia and Lion Air of Indonesia, operates Next-Generation 737-800s and 737-900ERs (Extended Range). Malindo took delivery of the first 737 MAX 8 in May 2017 and conducted the very first commercial flight with a 737 MAX 8 on May 22, 2017, with a flight from Kuala Lumpur to Singapore.

### *Boeing Global Services*

In September 2017, Malaysia Airlines Bhd. announced that Boeing's Global Fleet Care service will maintain the national carrier's current and future Boeing airplanes.

### *Boeing Defense, Space & Security*

In 1993, Malaysia ordered eight F/A-18D Hornets from Boeing to strengthen the airpower capability of the Royal Malaysian Air Force (RMAF). As part of Boeing's industrial participation commitment stemming from the F/A-18D purchase, Boeing completed a planned 10-year, \$271 million offset program within seven years.

## **Boeing in Indonesia**

### *Boeing Commercial Airplanes*

Boeing supports Indonesia's commercial aviation sector with the most innovative and fuel-efficient airplanes. Garuda Indonesia, throughout its history, has ordered more than 150 Boeing airplanes. During a time of growth and expansion in the 1960s, Garuda took delivery of Douglas DC-8 jets, followed by the introduction of the DC-9, DC-10 and 747-200 in the 1970s and 1980s. Today, Garuda operates a mixed fleet that includes Next-Generation 737-800s and 777-300ERs (Extended Range) and the new 737 MAX 8.

The Lion Air Group began operations in June 2000 with a leased 737-200 and is today the largest domestic operator in Indonesia. The privately owned company was the 737-900ER launch customer and received the world's first 737-900ER in April 2007. The Lion Air Group is also the launch customer for the 737 MAX 9, which will enter service in 2018.

At the 2012 Singapore Airshow, Boeing and Lion Air finalized an historic order for up to 230 737s, including 201 737 MAXs and 29 Next-Generation 737-900ERs worth \$22.4 billion at list price. At the time, this was the largest commercial airplane order in Boeing history by both dollar value and total number of airplanes.

Lion Air Group subsidiary Malindo Air took delivery of the first 737 MAX 8 in May 2017. At the 2017 Paris Air Show, Lion Air Group announced a commitment for 50 737 MAX 10s and became a part of the launch group for the newest version of the 737 MAX family.

Today, the Lion Air Group, through its mainline Lion Air and its subsidiaries Malindo Air, Batik Air and Thai Lion, operate more than 180 Boeing airplanes, including the Next-Generation 737-800, 737-900ER and the new 737 MAX 8.

Sriwijaya Air, the third largest airline in Indonesia, operates an all-Boeing fleet of 737 Classic and Next-Generation 737 airplanes. The privately held airline took delivery of its first two all-new 737-900ERs in August 2015.

In 2014, the government of Indonesia took delivery of the country's first-ever presidential plane, a Boeing Business Jet 2 (BBJ 2). With a range of more than 5,500 nautical miles (10,200 kilometers), the airplane enables government officials to comfortably and securely complete cross-continental trips.

Indonesia's manufacturing support for Boeing commercial airplanes includes suppliers producing avionics systems, composite parts and precision machined parts.

## *Boeing Defense, Space & Security*

The government of Indonesia signed a letter of offer and acceptance with the U.S. government in August 2013 for eight AH-64E Apache helicopters. Deliveries of eight Apache AH64E helicopters to Indonesia started in December 2017 and will continue through the first quarter of 2018.

## **Boeing in Vietnam**

### *Boeing Commercial Airplanes*

Boeing's relationship with Vietnam began in 1995 when Vietnam Airlines leased three Boeing 767-300ERs (Extended Range). The first business transaction between Vietnam and the U.S., under the historic Bilateral Trade Agreement, was Vietnam Airlines' purchase of four Boeing 777-200ERs in January 2001. Boeing delivered the 777-200ERs to Vietnam Airlines in 2003 and 2004.

Vietnam Airlines currently operates 11 787-9 Dreamliners that serve international routes between Vietnam and Europe as well as domestic routes.

VietJet Air, a privately held, low-cost airline in Vietnam, finalized an order with Boeing for 100 737 MAX 8 airplanes (200-seat version) in May 2016, marking the single largest commercial airplane purchase in Vietnamese aviation history. Vietnam President Trần Đại Quang and U.S. President Barack Obama witnessed the signing agreement.

Boeing has continued its commitment to develop Vietnam's commercial aviation sector through facilitating new airplane leases, sourcing parts from companies based in Vietnam, working with the Civil Aviation Administration of Vietnam (CAAV) and Vietnam Airlines to provide on-the-job training as well as helping Vietnam integrate itself into the global aviation environment to meet International Civil Aviation Organization (ICAO) standards.

### *Boeing Global Services*

Boeing Global Services is a dedicated services business focused on providing global defense, space and commercial customers with uncompromising service capabilities. It is focused on bringing innovative service solutions to market quickly within four capability focus areas: Supply Chain; Engineering, Modifications & Maintenance; Digital Aviation & Analytics; and Training & Professional Services.

In 2015, Boeing and Vietnam Airlines signed a pilot-training agreement for the new 787 Dreamliner fleet as well as a memorandum of collaboration (MOC) toward the goal of Vietnam Airlines' fleet replacement and expansion with Boeing airplanes.

## **Boeing in Thailand**

### *Boeing Commercial Airplanes*

For nearly 60 years, Boeing has been a strong partner and advocate of Thailand and its aviation industry. Over the years, THAI has ordered more than 75 airplanes from Boeing, including DC-10s, MD-11s, 737s, 747s, 777s and 787 Dreamliners. THAI was a launch customer for the 777 program and was the first airline in Southeast Asia to operate the 777. THAI currently operates more than 50 Boeing airplanes and took delivery of its first 787-9 Dreamliner in September 2017.

In 2011, THAI Airways used a 777-200 to conduct Asia's first passenger biofuel flight, underlining the commitment of both Boeing and the airline to advance the use of alternative, sustainable aviation fuel.

In 2014, the Royal Thai Air Force purchased an additional 737-800 Boeing Business Jet (BBJ) to serve as Thailand's head-of-state aircraft. This is the second 737 to serve in this capacity.

Nok Air, the low-cost, Thailand-based carrier, currently operates more than 20 Next-Generation 737-800s. In May 2014, the low-cost carrier finalized an order for seven Next-Generation 737-800s and eight 737 MAX 8s.

Thai Lion Air, a low-cost carrier of the Lion Air Group, operates Next-Generation 737-800s and 737-900ERs (Extended Range).

### *Boeing Global Services*

In 2005, THAI became one of the first airlines in the world to implement Boeing's Airplane Health Management (AHM) system, a new-age, analytics-based predictive maintenance system powered by Boeing AnalytX. AHM supports long-term fleet reliability by helping airlines identify recurring faults and trends, and by serving as an early-warning system for potential future challenges.

In 2016, Boeing and Nok Air created a world-class flight-training program to strengthen the capabilities of Nok Air's rapidly expanding flight crew.

### *Boeing Defense, Space & Security*

Boeing has been partnering with Thailand on its defense and security needs for almost half a century. The recent Harpoon anti-ship weapon system for the Royal Thai Navy represents a significant step forward for Boeing and U.S. Navy defense cooperation with Thailand.

## **Boeing in the Philippines**

### *Boeing Commercial Airplanes*

Boeing has a long relationship with the Philippines and its national carrier Philippine Airlines (PAL) as well as the Philippines' largest domestic carrier, Cebu Pacific Air.

Philippine Airlines was officially incorporated in February 1941 as Philippines Airways, making it the longest-running airline in Asia today. On March 15, 1941, PAL conducted its first flight using a Beech Model 18. In 1946, the airline operated a fleet of five Douglas DC-3s and also chartered a DC-4 to ferry 40 American servicemen from Manila to Oakland, California, making PAL the first Asian airline to fly across the Pacific.

Since 1946, PAL has operated DC-3/-4, DC-8, DC-10, MD-11, 727-100, 737-300/-400, 747-200B and 747-400 models. Most recently, the airline took delivery of two additional leased 777-300ERs in December 2017.

The national carrier currently operates several widebody 777-300ERs (Extended Range) on routes including those between the Philippines, North America and Europe.

Cebu Pacific Air launched its original service with Boeing airplanes and has operated the DC-9 and 757-200.

## **Boeing in Brunei**

### *Boeing Commercial Airplanes*

Boeing's relationship with Brunei dates back more than 40 years.

In 1974, Royal Brunei Airlines (RBA), the country's flag carrier, purchased its first two Boeing 737-200s. Royal Brunei Airlines inaugurated its first commercial flight with the 737-200 on May 14, 1975, bearing the nation's colors as it took off from Brunei International Airport en route to Singapore.

Over its more than four-decade history, RBA has operated 757-200s, 767-200s, 767-300ERs (Extended Range), 777-200ERs and the 787 Dreamliner.

In July 2007, RBA placed an order for five 787-8 Dreamliners and became the first airline in Southeast Asia to take delivery of the 787, with commercial service commencing in October 2013. In 2015, Boeing and RBA celebrated the airline's 40th anniversary of its first revenue flight. The Sultan of Brunei also operates a 747-8 VIP airplane.

Moreover, Boeing has field service technical teams in Brunei providing on-the-ground, real-time support.

## **Boeing in Myanmar**

### *Boeing Commercial Airplanes*

Boeing's relationship with Myanmar's aviation industry spans several decades.

In 2014, Myanmar's national flag carrier, Myanmar National Airlines (MNA), announced it would lease 10 737s, a mix of both Next-Generation 737s and 737 MAXs, through the leasing company General Electric Capital Aviation Services (GECAS).

The national carrier took delivery of the country's first all-new Boeing aircraft, a Next-Generation 737-800, in June 2015.

Boeing, GECAS and the airline also partnered together in 2015 to deliver more than 2,300 pounds (1,043 kilograms) of medical supplies to those affected by a flood within Myanmar.

Boeing has a field service technical representative based in Yangon who provides dedicated support to local customers.

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