

## 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 229 Boeing airplanes, including the McDonnell Douglas DC-10, 737, 747, 757, 777 and 787 Dreamliner. SIA's latest order was announced at a ceremonial signing at the White House in Washington, D.C., on October 23, 2017, in the presence of both nations' leaders. The order for 20 777-9s and 19 787-10s will begin delivery in 2020.

SIA introduced 777s into its fleet in 1995, beginning with an order for 34 777s and options for an additional 43 777s. Today, Singapore Airlines is among the largest 777 operators in the world. The airline's cargo division, Singapore Airlines Cargo, operates several 747-400 Freighters.

In 2013, SIA helped launch the Boeing 787-10 with an order for 30 aircraft. The national carrier also ordered 20 787s that were transferred to Scoot, its long-haul, low-cost subsidiary. Scoot took delivery of its first 787-9 Dreamliner in January 2015.

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 — that included 737-800s and 737 MAX 8s.

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 two 777-300ERs (Extended

Range), valued at \$8.8 billion at list prices. In March 2017, the lessor took delivery of its 200<sup>th</sup> 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 Asia-Pacific. Boeing holds a 51 percent equity stake in the joint venture with the remaining 49 percent owned by SIAEC.

Boeing Global Services also provides maintenance support for Scoot's 787 Dreamliners and Singapore Airlines' 777-300ERs through its Global Fleet Care program.

### *Boeing Defense, Space & Security*

Boeing has been a defense supplier to Singapore since the early 1990s when Singapore acquired the CH-47 Chinook, a heavy-lift helicopter that has played a significant role in disaster relief operations around the world.

In November 2016, Singapore agreed to buy new CH-47F heavy-lift helicopters to replace its aging fleet of military helicopters.

Most recently, four Republic of Singapore Air Force (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.

Singapore was the first country in Southeast Asia to select the AH-64D Apache Longbow. The Singapore Air Force's inventory also includes F-15SG multirole fighters.

## **Boeing in Malaysia**

### *Boeing Commercial Airplanes*

In 1968, Boeing delivered three 707 jetliners to the national carrier Malaysia-Singapore Airlines Ltd. (Originally Malayan Airways Limited, Malaysia-Singapore Airlines ceased operations in 1972 and was succeeded by Singapore Airlines (SIA) and Malaysia Airlines System (MAS)).

In 1969, Malaysia Airlines became the first 737-100 Southeast-Asian customer when it purchased five of these aircraft to replace the Comet 4. Malaysia Airlines was also one of Boeing's first 777 customers in Southeast Asia. The airline's first 777 — named 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 km).

Malaysia Airlines Berhad has taken delivery of more than 140 Boeing airplanes, including 100 737s. Over the years, Malaysia Airlines has operated almost every derivative of the 737 airplane family. It took delivery of its 100<sup>th</sup> 737 in December 2014. Malaysia Airlines currently operates 56 737-800s. In July 2016, it announced an order for up to 50 737 MAX airplanes: 25 737 MAX 8s with purchase rights for additional 737 MAX 8s and 737 MAX 9s.

In September 2017, the airline signed a memorandum of understanding (MOU) for 16 new Boeing airplanes. The MOU, announced in the presence of Malaysian Prime Minister Datuk Seri Najib Razak during his visit to the U.S., includes eight 787-9 Dreamliners (by converting eight of Malaysia Airlines' existing order of 737 MAX aircraft) and eight additional purchase rights of the 737 MAX 8s as well as Global Fleet Care service. Malaysia Airlines is committed to 25 737 MAX 10s with plans to add 25 more 737 MAX 10s in the near future.

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) as well as the 737 MAX 8. 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 7 years.

In 2012, Insitu Pacific signed a contract with Composites Technology Research Malaysia (CTRM) for the provision of ScanEagle hardware and services to the RMAF. The unmanned aircraft systems were to be operated by CTRM subsidiary Unmanned Systems Technology (UTS). In February 2013, Malaysian defense supplier DEFTECH acquired CTRM, and UTS continues to operate the ScanEagle.

## **Boeing in Indonesia**

### *Boeing Commercial Airplanes*

Garuda Indonesia, the national carrier, has ordered more than 150 Boeing airplanes, including 50 737 MAX 8s. At the 2015 Paris Air Show, Boeing and Garuda announced the airline's intent to purchase 30 787-9s and up to 30 737 MAX 8s. Today, Garuda operates a mixed fleet that includes Next-Generation 737-800s and 777-300ERs.

Lion Air began operations in June 2000 with a leased 737-200 and is today the largest domestic operator in Indonesia. The privately owned low-cost carrier was the 737-900ER launch customer and received the world's first 737-900ER in April 2007. Today, the Lion Air Group, through its main line Lion Air and its subsidiaries Malindo Air, Batik Air and Thai Lion, operates more than 180 Boeing airplanes including the Next-Generation 737-800, 737-900ER and 737 MAX 8.

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

Lion Air is the launch customer for the 737 MAX 9, which will enter service in 2018. Lion Air Group subsidiary, Malindo Air took delivery of the first 737 MAX 8 in May 2017. Lion Air took delivery of its first 737 MAX 8 in June 2017.

At the 2017 Paris Air Show, the 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.

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 also 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 km), the airplane enables government officials to comfortably and securely complete cross-continental trips.

## *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. First deliveries are expected between 2017 and 2018.

## **Boeing in Vietnam**

Boeing first established its Vietnam presence in 1995 when Vietnam Airlines leased three Boeing 767-300ER (Extended Range) airplanes.

Boeing has been a strong advocate for the normalization of ties between Vietnam and the U.S from the very beginning. The signing of the first business transaction to be finalized between companies in Vietnam and the U.S. under the historic Bilateral Trade Agreement was Vietnam Airlines' purchase of four Boeing 777-200ER aircraft in January 2001. The 777-200ERs were delivered to Vietnam Airlines in 2003 and 2004.

Vietnam Airlines currently operates several 777-200ERs serving international routes between Vietnam and Europe, plus domestic routes.

In June 2005, Vietnam Airlines became a 787 Dreamliner launch customer, and it took delivery of its first 787-9 Dreamliner in July 2015.

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.

In May 2016, VietJet Air, a privately held, low-cost airline in Vietnam, and Boeing finalized an order for 100 737 MAX 200 airplanes, the largest single commercial airplane purchase in Vietnam aviation. Trần Đại Quang, president of the Socialist Republic of Vietnam, and then U.S. President Barack Obama witnessed the historic agreement.

## **Boeing in Thailand**

Boeing's partnership with Thailand dates back to 1960, when Thai Airways Company, now named Thai Airways International (THAI), launched its first service flights with a Douglas DC-6B from Bangkok to Hong Kong, Taipei and Tokyo.

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 received its first 787-9 Dreamliner in September 2017. THAI has had six 787-8 Dreamliners enter its fleet since 2014.

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, part of the Lion Air Group, was launched in December 2013. The low-cost carrier currently operates 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 for 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 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.

On March 15, 1941, PAL conducted its first flight using a Beech Model 18 and has been operating for more than 75 years — longer than any other airline in Asia. As early as 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. PAL currently operates several widebody 777-300ERs between the Philippines and North America.

In 1996, Cebu Pacific Air launched service with Boeing airplanes, including the DC-9 and 757-200.

There are five suppliers in the Philippines who produce parts for all of Boeing's commercial airplane programs, including precision-machined parts, galley panels and lavatory modular systems.

## Boeing in Brunei

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. RBA 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 40-year history, RBA has also operated 757-200s, 767-200s, 767-300ERs and 777-200ERs.

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 40<sup>th</sup> anniversary of its first revenue flight.

The Sultan of Brunei also operates a 747-8 VIP airplane.

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Updated in October 2017.