Jan 10, 2017

Huntsville team,

We had our second day of negotiations with IAM local 2766 today. The company and union each
made multiple non-economic proposals to the other. Each team explained its proposals and the
reasons behind each proposal. The teams also began to explore mutually agreeable solutions.

More than a dozen proposals were shared today. Some of the proposals had the intent of reducing
risk of workplace injuries and reducing inefficiencies that limit our productivity and affordability. We
also discussed employee involvement in newer technologies, awareness of future job opportunities,
and more.

Given the volume of non-economic proposals, the two teams met separately in the latter part of the
day to review them in more detail and prepare responses.

Tomorrow, we expect to continue the dialogue on non-economic issues, seeking common ground.
Later in the week, we will transition to discussing more of the economic issues such as pay and
benefits.

This update will be posted to our Huntsville negotiation website: boeing.com/iam2766. More
information and details on proposals and an eventual offer will be posted as the talks progress. You
can also submit questions.

-Jeff