Forward-looking statements

This presentation contains forward-looking statements, which are not guaranteed, and are subject to risks, uncertainties, and changes in circumstances that are difficult to predict.

Certain statements in this document may be "forward-looking" 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 are used to 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 our current expectations and assumptions, which 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. As a result, these statements speak to events only as of the date they are made and we assume no obligation to update or revise any forward-looking statement, except as required by law. Specific factors that could cause actual results to differ materially from forward-looking statements include, but are not limited to, the effect of economic conditions in the United States and globally, general industry conditions as they may impact us or our customers, the ability of the Export-Import Bank of the United States to approve the issuance of guarantees to support our aircraft sales, and our reliance on our commercial customers, our U.S. government customers, our suppliers and the worldwide market, as well as the other important factors disclosed previously and from time to time in The Boeing Company’s filings with the Securities and Exchange Commission.
Strong aircraft financing environment

LEASING
CAPITAL MARKETS
COMMERCIAL BANKS
EXPORT CREDIT AGENCIES
PRIVATE EQUITY & HEDGE FUNDS
TAX EQUITY
INSURANCE
NEW SOURCES OF FUNDING
AIRFRAME & ENGINE MANUFACTURERS


- Satisfactory
- Cautionary
- Major Concern
Supporting industry fleet growth

2018
- B7: 2 percent
- C7: 27 percent
- B7: 28 percent
- C7: 39 percent
- B7: 4 percent
- C7: 3 percent

2019F
- B7: 26 percent
- C7: 30 percent
- B7: 34 percent
- C7: 7 percent
- B7: 3 percent
- C7: 27 percent
- B7: 30 percent
- C7: 34 percent
- B7: 7 percent
- C7: 30 percent
- B7: 28 percent
- C7: 39 percent
- B7: 4 percent
- C7: 3 percent

2020F
- $154B

2021F
- $165B

2022F
- $174B

2023F
- $181B
Balanced funding for Boeing deliveries

- Manufacturer: 5%
- Export Credit: 35%
- Bank Debt: 29%
- Capital Markets: 26%
- Insurance: 5%
Funding distribution differs region to region
Source of financing for Boeing deliveries 2010-2018

North America: $128B
- Sale-leaseback
- Export credit
- Bank debt
- Capital markets
- Cash

Asia (Excl. China): $79B
- Sale-leaseback
- Export credit
- Bank debt
- Capital markets
- Cash

China: $74B
- Sale-leaseback
- Export credit
- Bank debt
- Capital markets
- Cash

Europe: $72B
- Sale-leaseback
- Export credit
- Bank debt
- Capital markets
- Cash

Middle East: $57B
- Sale-leaseback
- Export credit
- Bank debt
- Capital markets
- Cash

Latin America: $14B
- Sale-leaseback
- Export credit
- Bank debt
- Capital markets
- Cash

Central Asia: $12B
- Sale-leaseback
- Export credit
- Bank debt
- Capital markets
- Cash

Africa: $10B
- Sale-leaseback
- Export credit
- Bank debt
- Capital markets
- Cash
North America

Source of financing for Boeing deliveries

- INSURANCE
- CASH
- CAPITAL MARKETS
- BANK DEBT
- EXPORT CREDIT
- SALE-LEASEBACK

Years:
- 2009
- 2010
- 2011
- 2012
- 2013
- 2014
- 2015
- 2016
- 2017
- 2018
Asia, excluding China
Source of financing for Boeing deliveries
China
Source of financing for Boeing deliveries

- CASH
- CAPITAL MARKETS
- BANK DEBT
- EXPORT CREDIT
- SALE-LEASEBACK

Years: 2009 to 2018
Europe
Source of financing for Boeing deliveries
Middle East
Source of financing for Boeing deliveries

- INSURANCE
- CASH
- CAPITAL MARKETS
- BANK DEBT
- EXPORT CREDIT
- SALE-LEASEBACK
Latin America
Source of financing for Boeing deliveries
Central Asia
Source of financing for Boeing deliveries

MANUFACTURER
CAPITAL MARKETS
CASH
BANK DEBT
EXPORT CREDIT
SALE-LEASEBACK
Africa

Source of financing for Boeing deliveries
Industry share of global fleet on operating lease surpasses 40%

Source: Ascend and Boeing analysis. 2018 ascend data only.
Lessors look to capital markets and bank debt for financing

Source of financing for Boeing deliveries to lessors
Regional distribution of lessor-funded deliveries by structure

Operator region for Boeing deliveries in 2018

- **LESSEOR DIRECT PURCHASES**
- **SALE-LEASEBACKS**

Source: Boeing analysis as of December 2018. Amounts rounded.
Lessors’ strong ratings drive strength in unsecured borrowing

Source: Boeing analysis as of December 2018. Amounts rounded.
Steady Asset-backed security momentum

Structured debt transaction volume ($mm)

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount ($mm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$1.3B</td>
</tr>
<tr>
<td>2014</td>
<td>$3.3B</td>
</tr>
<tr>
<td>2015</td>
<td>$3.7B</td>
</tr>
<tr>
<td>2016</td>
<td>$4.1B</td>
</tr>
<tr>
<td>2017</td>
<td>$6.2B</td>
</tr>
<tr>
<td>2018</td>
<td>$6.7B</td>
</tr>
</tbody>
</table>

Lessor fragmentation


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Capital markets dominated by lessors in 2018

Source: Boeing analysis. Amounts rounded.

- **LELESSOR**
  - $21B

- **US AIRLINE**
  - $2.8B

- **NON-US AIRLINE**
  - $5.8B

Secured
Unsecured
Airline EETC volume slowed in 2018

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Cape Town Convention with Aircraft Protocol

73 NATIONS HAVE ACCEDED AS OF DECEMBER 2018

Source: Unidroit

Eligible for OECD Discount
29 countries

Awaiting OECD review
9 countries

Qualifying declarations not adopted
25 countries

Qualifying declarations, but implementation issues
10 countries
Cape Town compliance

- **2012**: 180+ DAYS | NO CAPE TOWN
- **2011**: 90 DAYS
- **2014**: 17 DAYS
- **2015**: 79 DAYS
- **2016**: 60 DAYS
- **2017**: 35 DAYS

Cape Town Compliance ensures timely return of aircraft

Source: AWG Analysis
Bank debt

Source: Boeing analysis as of December 2018. Amounts rounded.

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US Ex-Im usage has fallen sharply since 2012

Percentage of Boeing deliveries supported by US Ex-Im Bank (USD)

Source: Boeing analysis as of December 2018. Amount rounded.
Boeing’s global Export Credit Agency strategy
SECONDARY MARKET
Robust secondary aircraft financing market

$870B
Total value of projected commercial aircraft in operation in 2019

$43B
Estimated 2019 refinancing requirement

Secondary market represents attractive financing opportunity

Lessors are a vital part of the aviation industry

Bank debt is geographically balanced with unprecedented volume

Capital markets are providing inexpensive liquidity for select lessors and airlines
What is the Current Aircraft Finance Market Outlook (CAFMO)?

- Assessment of the current state of the aircraft financing environment
- Forecast of new airplane financing for the coming year
- Projection of industry delivery financing requirements over next five years
Methodology and definitions

The Current Aircraft Finance Market Outlook considers permanent financing for new commercial airplanes, either at or post-delivery. Refinancing activity more than twelve months post-delivery is generally not considered.

<table>
<thead>
<tr>
<th>Methodology</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>Cash</td>
<td>Funded with cash reserves or operating cash flow; not expected to be refinanced or leveraged. Includes cash equity for other financing structures.</td>
</tr>
<tr>
<td>Capital Markets</td>
<td>Secured by structured debt transaction, such as enhanced equipment trust certificates (EETC) or unsecured debt raised by an airline, lessor, or parent companies that may be used to directly or indirectly finance a delivery. May be issued in either the public or private markets.</td>
</tr>
<tr>
<td>Bank Debt</td>
<td>Financed with aircraft-secured or unsecured commercial bank debt that may be used to directly or indirectly finance a delivery.</td>
</tr>
<tr>
<td>Export Credit</td>
<td>Supported by a guarantee from an export credit agency, including both commercial bank loans and bond transactions funded in the capital markets. Direct export credit lending also included.</td>
</tr>
<tr>
<td>Insurance</td>
<td>Backed with a non-payment insurance policy (such as AFIC) through a commercial bank loan or capital markets structure</td>
</tr>
<tr>
<td>Secondary Market</td>
<td>Total market is equivalent to Boeing &amp; Airbus in service aircraft valued based on the median of five independent appraisers plus the estimated delivery value of 2019 aircraft. The annual financing requirement for airlines and lessors is calculated based on the age of the aircraft and the average financing lifecycle of the aircraft.</td>
</tr>
</tbody>
</table>
### Sources of industry delivery financing

#### Historical share of funding by capital provider

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<tr>
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<td>14%</td>
<td>15%</td>
<td>18%</td>
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<td>34%</td>
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<tr>
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<td></td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td>Manufacturer</td>
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<td>0%</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$62</strong></td>
<td><strong>$77</strong></td>
<td><strong>$96</strong></td>
<td><strong>$104</strong></td>
<td><strong>$115</strong></td>
<td><strong>$122</strong></td>
<td><strong>$122</strong></td>
<td><strong>$122</strong></td>
<td><strong>$126</strong></td>
<td><strong>$143</strong></td>
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#### Commercial Deliveries

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<tr>
<td>Bombardier*</td>
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<td>78</td>
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<td>86</td>
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<td>17**</td>
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</table>

- Bombardier deliveries for 2009-2011 are for the respective fiscal years.
- **C Series deliveries**.
- Historical numbers subject to revision.
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Historical share of funding by capital provider

Historical numbers subject to revision