The Authenticity Code

Authentic Presence Qualities

Service above and beyond

The APQs I want to work on are Passion & Inspiration

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The Authenticity Code

Day 2 Presentation – My Audience

Service above and beyond

Hello AerCap!



You are one of our largest customers, a major lessor…

You have been working with Mods for years and have slowly seen pain points like price, lead time, and quality improve…

You are specifically:

- **Eoin Fitzpatrick – Head of Engineering & New Aircraft Deliveries**
- **Will Kavanagh – VP of Engineering Services**

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Service above and beyond

Commercial Modifications

787-9 Interior Retrofit Solutions

Chris Mohl

Director – Customer Program Management

April 2, 2025

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> By failing to prepare,
> ~~you~~ we are preparing to fail.
>
> *- Benjamin Franklin*



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Executive Summary

787 Interiors Retrofits – Pre-Engineering for the Future

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BGS Mods has a new approach to 787 Interior Retrofits

- Share the first cataloged offerings of pre-engineered solutions
- Identify opportunities for AerCap to enable the catalog's success

Pre-engineering solutions can cut lead times by 70%

- Off-the-shelf engineering and parts significantly reduces project timelines
- Quicker aircraft transitions mean new lease opportunities, sooner

Prepare today so AerCap can leverage reduced lead times in the future

- To achieve full benefit, 1 full major cert project must be completed upfront
- Which come-from LOPA makes sense for AerCap to invest in?

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787 Interior Retrofits

Available Work Statement Channels

Service above and beyond

Life before mid-2024

FAA Service Bulletin

Fully customizable solution with a Boeing Service Bulletin

- One-stop-shop for full solution
- BGS Long Beach as Integrator
- OEM Amended Type Certificate / Service Bulletin

EASA Delegated Authority

Fully customizable solution with an EASA STC

- Leverage speed & lower-cost
- Full solution integration
- Supplemental Type Certificate with optional FAA validation

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787 Interior Retrofits

Available Work Statement Channels – Building Choice in the Market

Service above and beyond

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In-Work

Cataloged Modifications

Pre-engineered standard offerings via SB or STC

- Quick-turn offerings via Mods Marketplace
- Standard work, standard flow, standard pricing
- Strategically tackling long-lead part issues

Added 2024

Limited Licensing

BGS support of 3rd Party STC through Technical Consulting

- FAA & EASA STCs
- Solving supplier partner stand-up at scale
- Several BGS integration points

NAT™
NORTHWEST AEROSPACE TECHNOLOGIES, INC.

Boeing License Service Center

Full solution through BLSC licensing partnership

- Lufthansa Technik as Integrator
- Fully customizable solution via STC
- Minimal BGS integration

Lufthansa Technik

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787 Interior Retrofits

Available Work Statement Channels – Cataloged Modifications

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Lufthansa Technik

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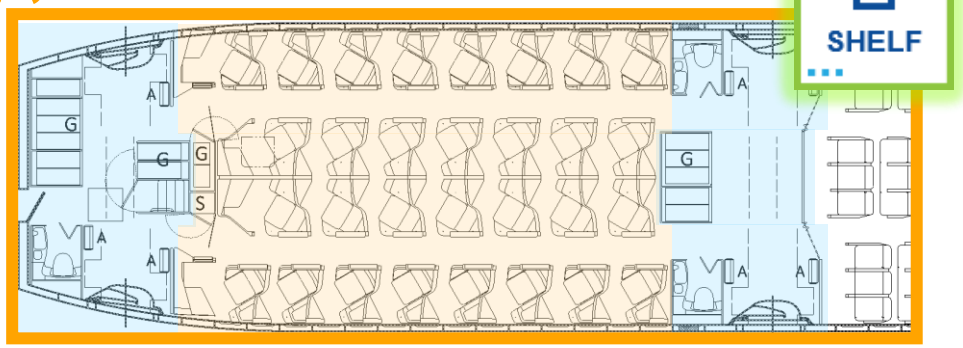
787-9 Catalog Configuration Matrix

Service above and beyond

Config #1: Door 1 Partitions

Being Worked

A



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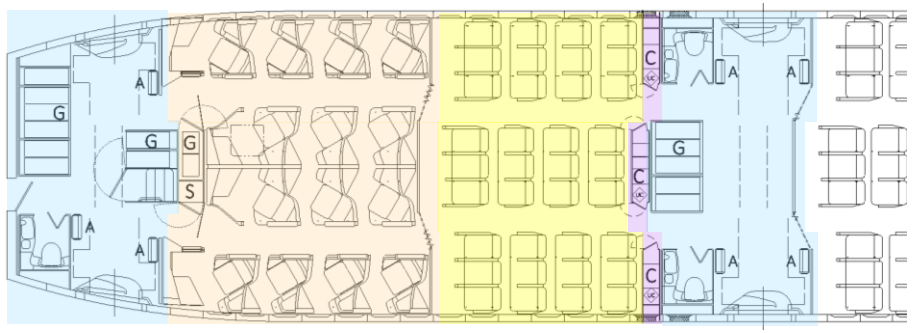
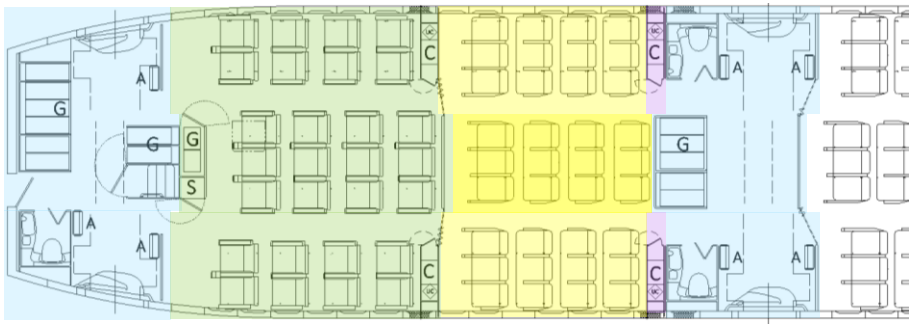


C

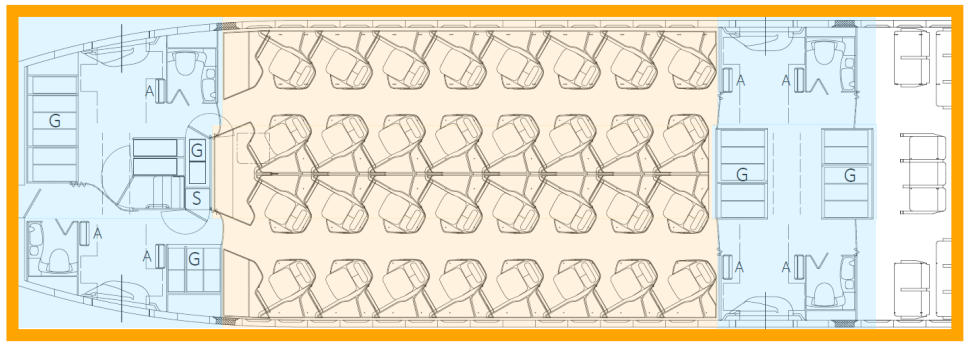


*Due to Adient seat delivery backlog, **Config #1-A** engineering has been **documented and shelved** until seats are offerable again*

Config #2: Door 1 Monuments

Being Worked

A



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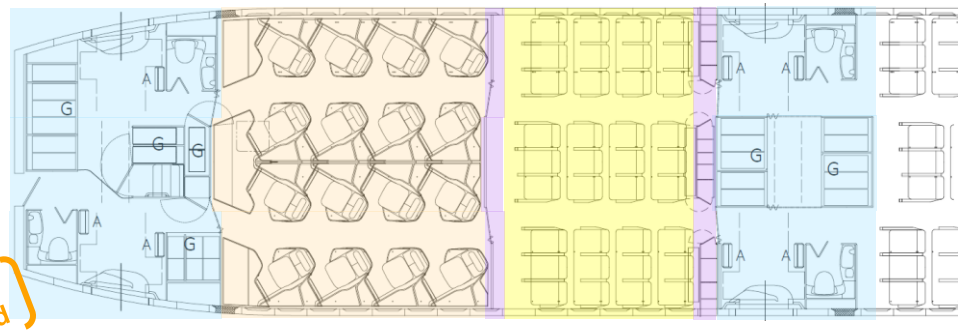
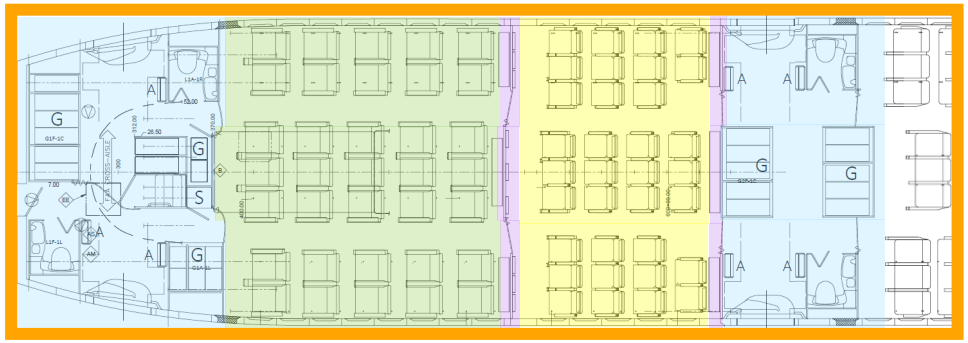


Being Worked

C



*Concurrent pre-engineering for **Config #2-A & #2-C** is on-going, utilizing **other business class** seat suppliers*

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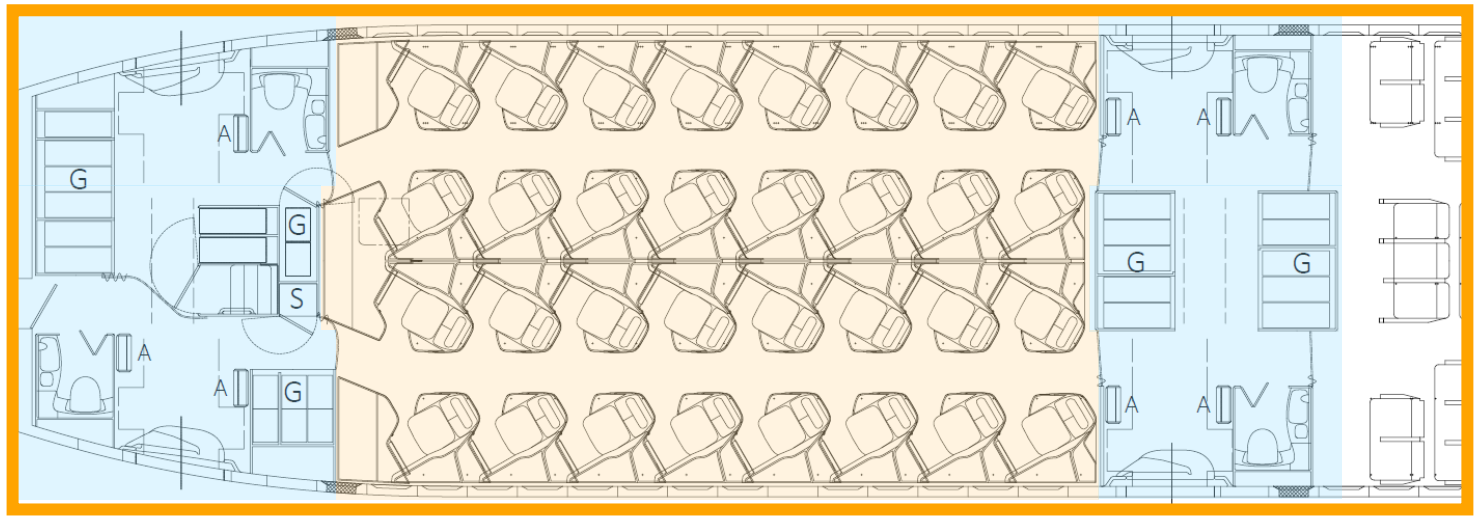
787 Interior Retrofits

Offerable Configurations

Service above and beyond

Config #2: Door 1 Monuments

A



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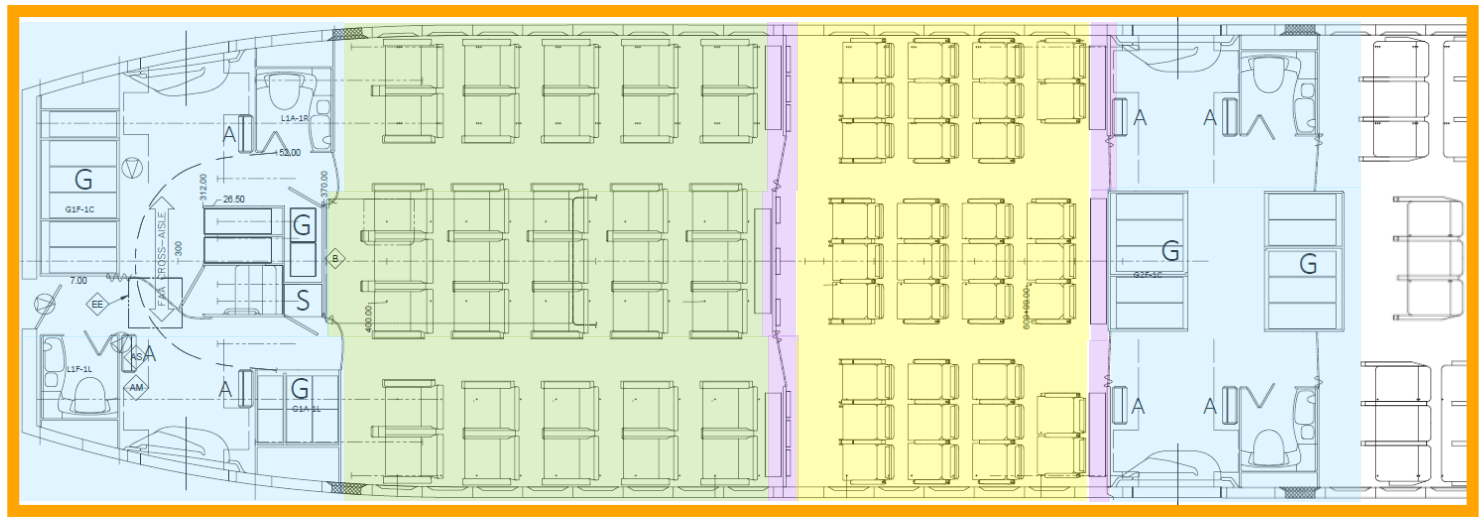

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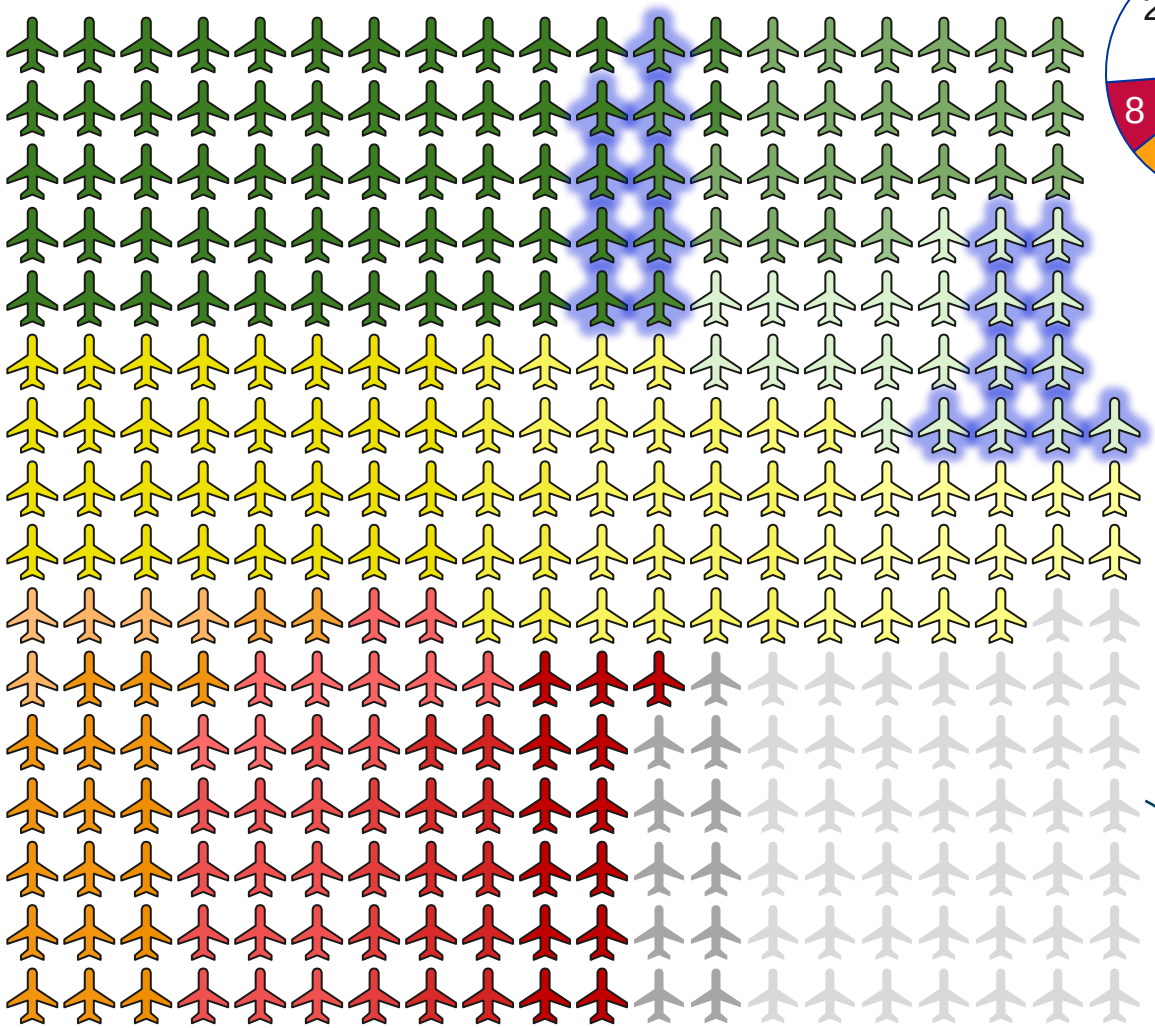
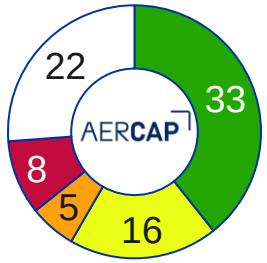
787 Interior Retrofits

Market Assessment – Incoming Configuration Complexity

Service above and beyond

314 TOTAL LEASED 787-9 AIRCRAFT*





(102) Aligns Well to Config 2
Small changes with dry monuments & prox. Lighting (not included previously modded)

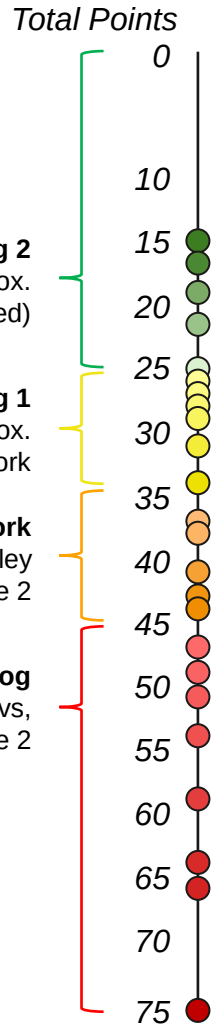
(77) Aligns More to Config 1
Add monuments at Door 1, prox. lighting, and galley work

(25) Significant Monument Work
Many monument movements, galley additions, BC seats in Zone 2

(50) Does Not Align with Catalog
No OFCR, add galleys & lavs, BC seats in Zone 2

(55) Disqualified from Catalog
- *80" OFCR (44)*
- *Jamco seats (11)*

COMPLEXITY SCALE



Additive Point Rating

- ***3*** *– Dry Monument Change*
- ***6*** *– Dr 1 Monument Addition*
- ***6*** *– Small Wet Monument Change*
- ***10*** *– No OFCR Incoming*
- ***10*** *– Dr 2 Gal. Not at STA 622 or 625*
- ***15*** *– Prox Lighting Inclusion*
- ***20*** *– BC Seats Aft of Dr 2*
- ***DQ*** *– 80" OFCR*

**Production LOPA as In-Coming Configuration*

(19) Previously Completed Mod

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787 Interior Retrofits

Service above and beyond

AerCap Fleet Assessment – Estimated Transition Timeline (12-year Lease Terms)



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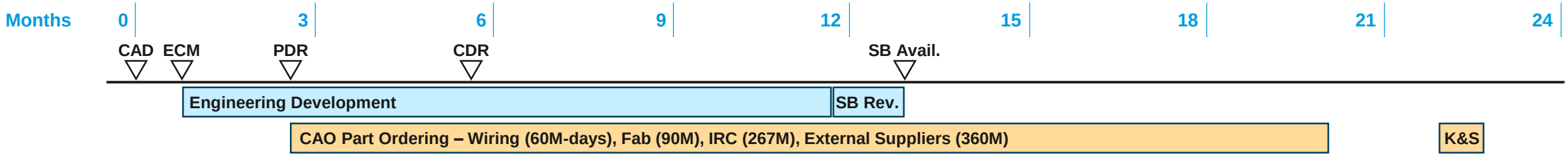
787 Interior Retrofits

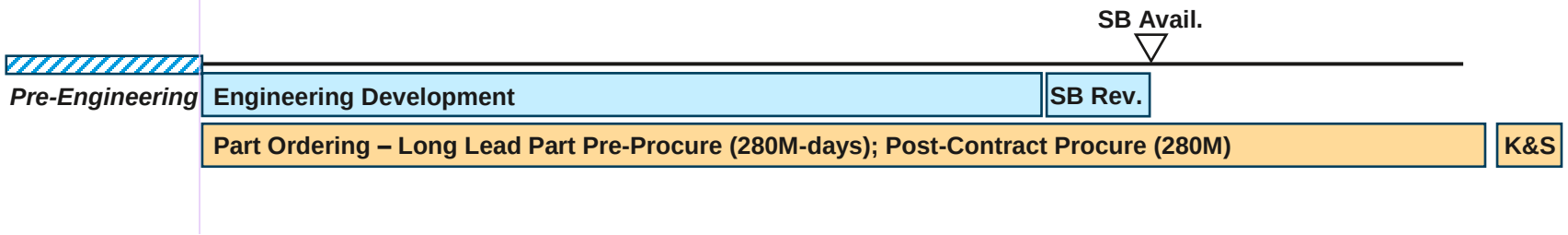
Service above and beyond

Tier 1 Schedule Comparisons – "Current Projects" Compared to Catalog Projects

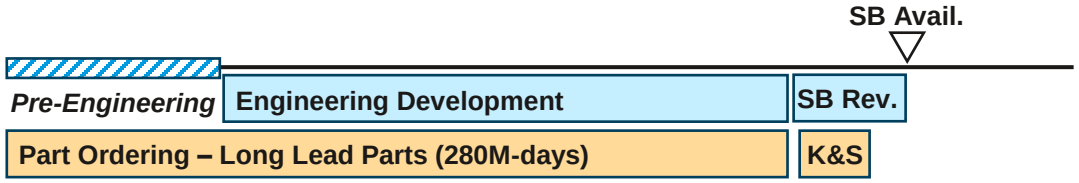
Typical (Non-Cataloged) Project: 94.2 weeks to deliver SB & T/K



1st Config #2-A Project: ~60 weeks to deliver SB & T/K (Requires Major Cert Effort)



2->N Config #2-A Projects: ~30 weeks to deliver SB & T/K (Leverages Previous Cert Effort)



Estimated engineering timeline

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787 Interior Retrofits

Service above and beyond

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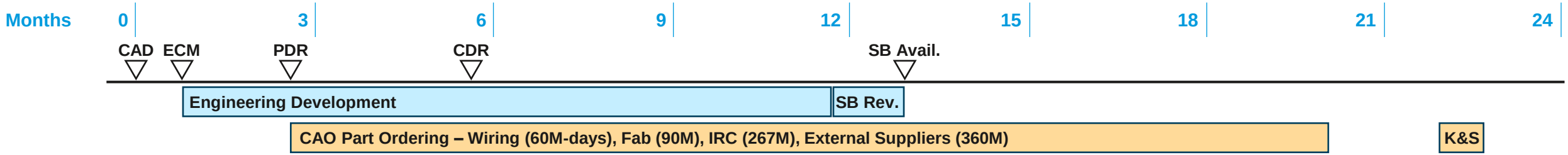

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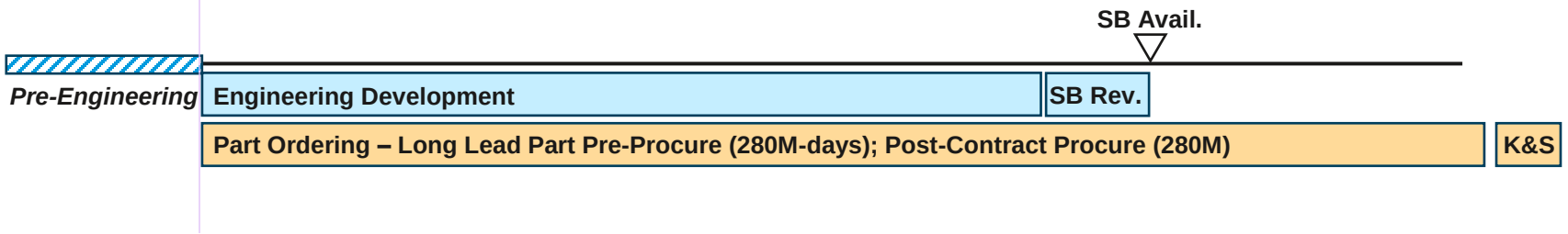
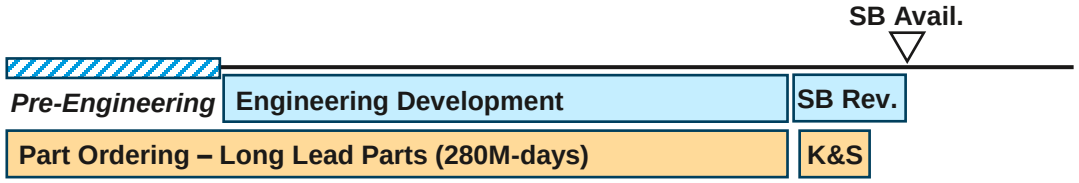


Which AerCap LOPA can we leverage to kick-start the Catalog?

2->N Config #2-A Projects: ~30 weeks to deliver SB & T/K (Leverages Previous Cert Effort)



Estimated engineering timeline

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