The Authenticity Code

Authentic Presence Qualities

Service above and beyond

I am a **thoughtful leader** who works to perfect **teaming** to optimize output. I follow through on my commitments. I give this by **connecting** with others to make them feel seen and heard through **empathetic acceptance** and **positive coaching**.

The APQs I want to work on are Passion & Inspiration

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

The Authenticity Code

Day 3 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 a Party-Point audience:

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

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

BOEING

Service above and beyond

Commercial Modifications

787-9 Interior Retrofit Solutions

Chris Mohl

Director – Customer Program Management

April 2, 2025

Proprietary: The information contained herein is proprietary to The Boeing Company and shall not be reproduced or disclosed in whole or in part except when such user possesses direct written authorization from The Boeing Company.

The statements contained herein are based on good faith assumptions are to be used for general information purposes only. These statements do not constitute an offer, promise, warranty or guarantee of performance.

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY



By failing to prepare,
we ~~you~~ are preparing to fail.

- Benjamin Franklin

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

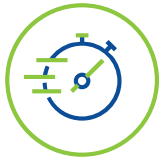
Executive Summary

787 Interiors Retrofits – Pre-Engineering for the Future



Share innovative approach to 787 Interior Retrofits

- What are the first cataloged offerings of pre-engineered solutions?



Pre-engineering solutions can cut lead times by 70%

- How can you get to the next lease opportunity sooner?



Prepare today for reduced lead times in the future

- Which come-from LOPA makes sense for AerCap to invest in?

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

Agenda

- 787 Interior Retrofit Channels
- 787-9 Interior Retrofit Catalog
- AerCap Fleet Assessment
- Catalog Enablement



Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

787 Interior Retrofits

Available Work Statement Channels

"H" = Highlight the Point,
"O" = OK, So What beyond
"R" = Relevant Information

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

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

787 Interior Retrofits

Available Work Statement Channels – Building Choice in the Market

Service above and beyond

"R" = Relevant Information

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

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

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

787 Interior Retrofits

Available Work Statement Channels – Building Choice in the Market

Service above and beyond

"R" = Relevant Information

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

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

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

787 Interior Retrofits

Available Work Statement Channels – Cataloged Modifications

Service above and beyond

"R" = Relevant Information

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

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

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

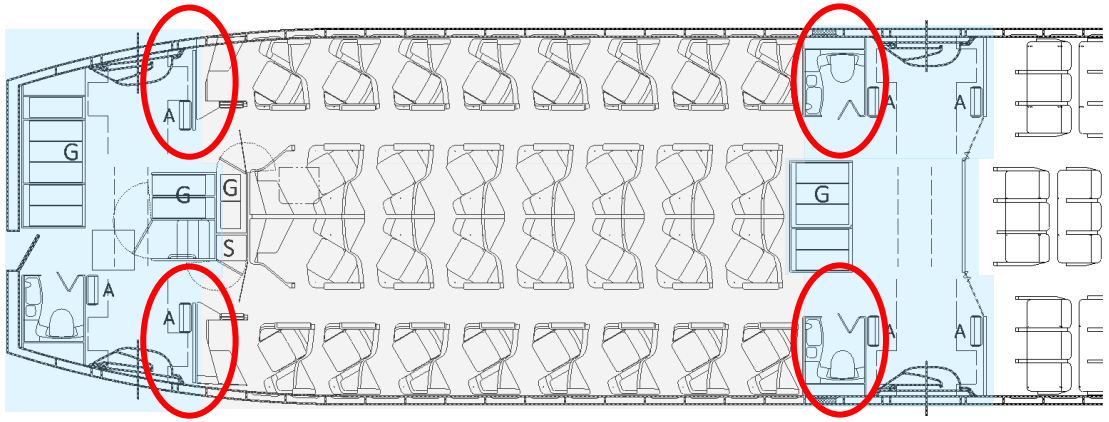
787-9 Interior Retrofit Catalog

XXXXX

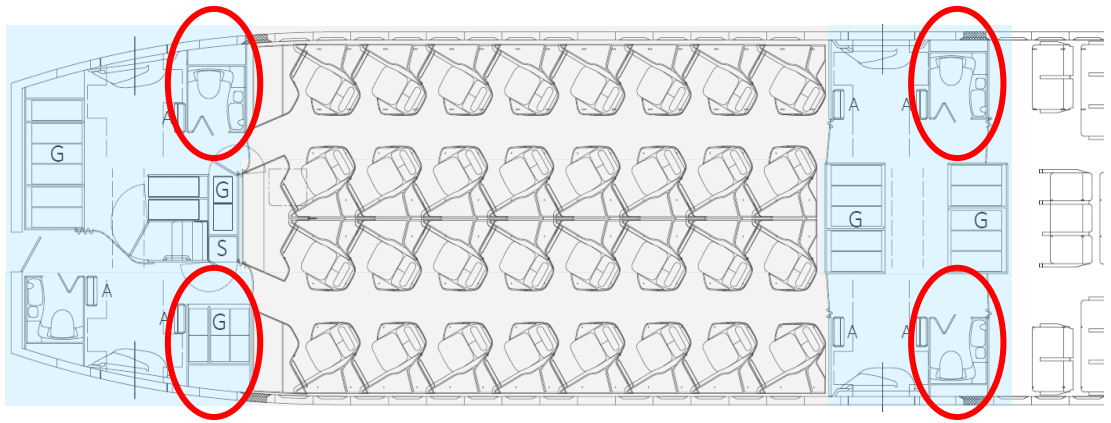
"H" = Highlight the Point,
"O" = OK, So What
"R" = Relevant Information

- Pre-engineered solutions
- Focused on Door 1 to Door 2 changes
- Minimized certification effort from incoming to outgoing LOPA

Config #1: Door 1 Partitions



Config #2: Door 1 Monuments



Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

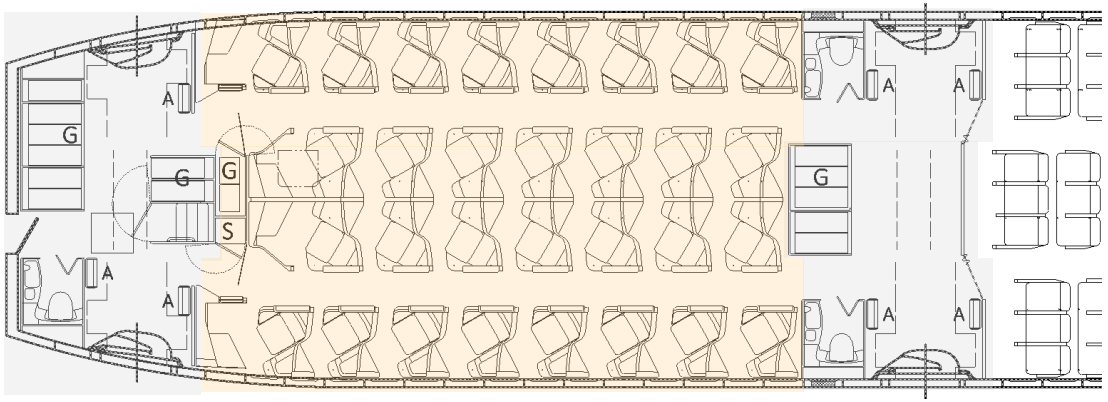
787-9 Interior Retrofit Catalog

XXXXX

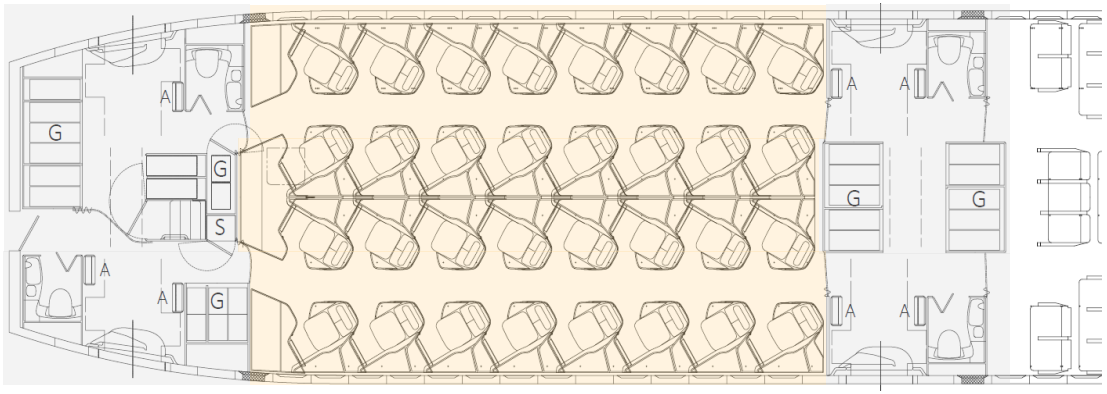
Service above and beyond

- **Pre-engineered solutions**
- **Focused on Door 1 to Door 2 changes**
- **Minimized certification effort from incoming to outgoing LOPA**

Config #1: Door 1 Partitions



Config #2: Door 1 Monuments



Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

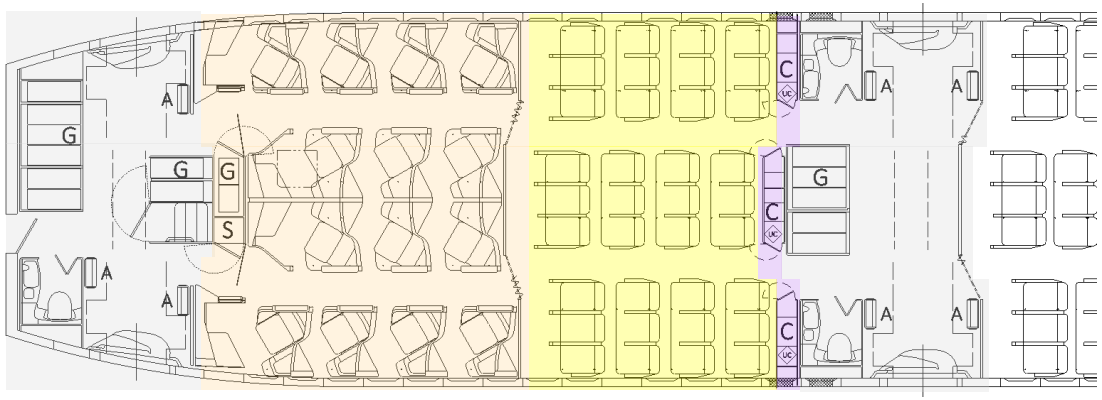
787-9 Interior Retrofit Catalog

XXXXX

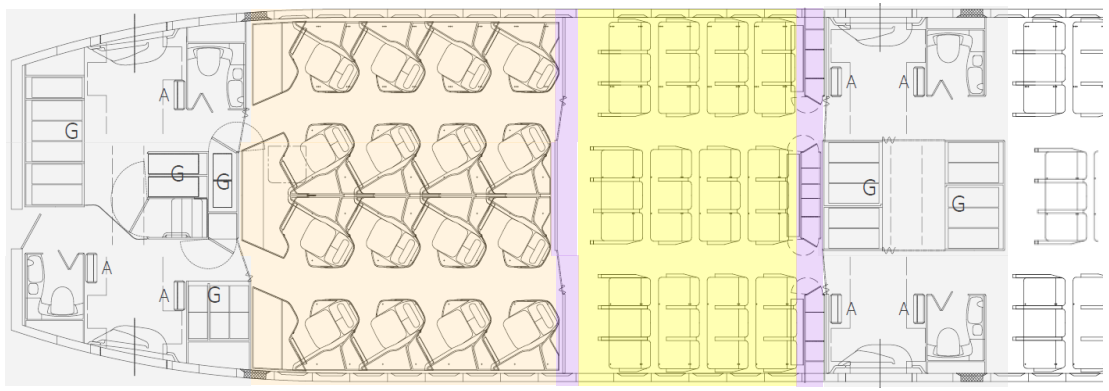
Service above and beyond

- **Pre-engineered solutions**
- **Focused on Door 1 to Door 2 changes**
- **Minimized certification effort from incoming to outgoing LOPA**

Config #1: Door 1 Partitions



Config #2: Door 1 Monuments



Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

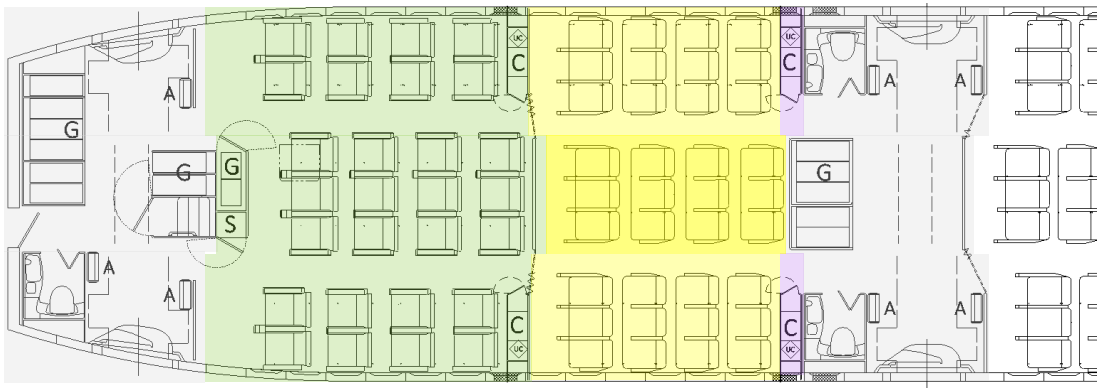
787-9 Interior Retrofit Catalog

XXXXX

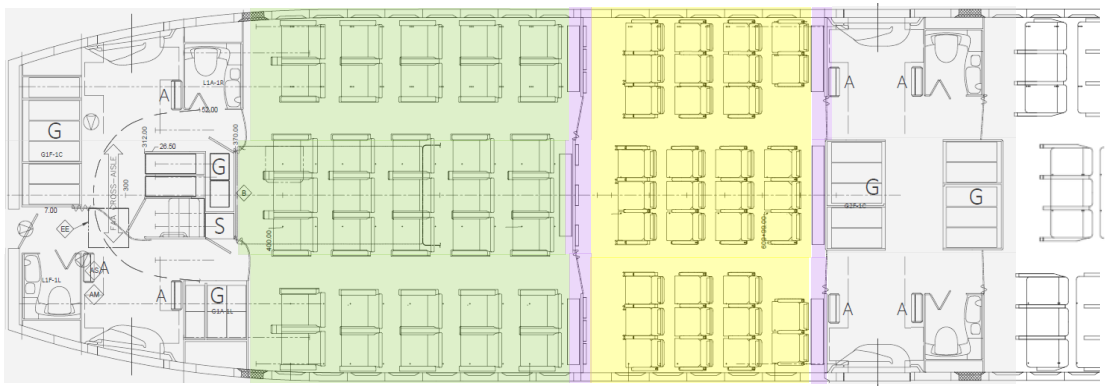
Service above and beyond

- **Pre-engineered solutions**
- **Focused on Door 1 to Door 2 changes**
- **Minimized certification effort from incoming to outgoing LOPA**

Config #1: Door 1 Partitions



Config #2: Door 1 Monuments



Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

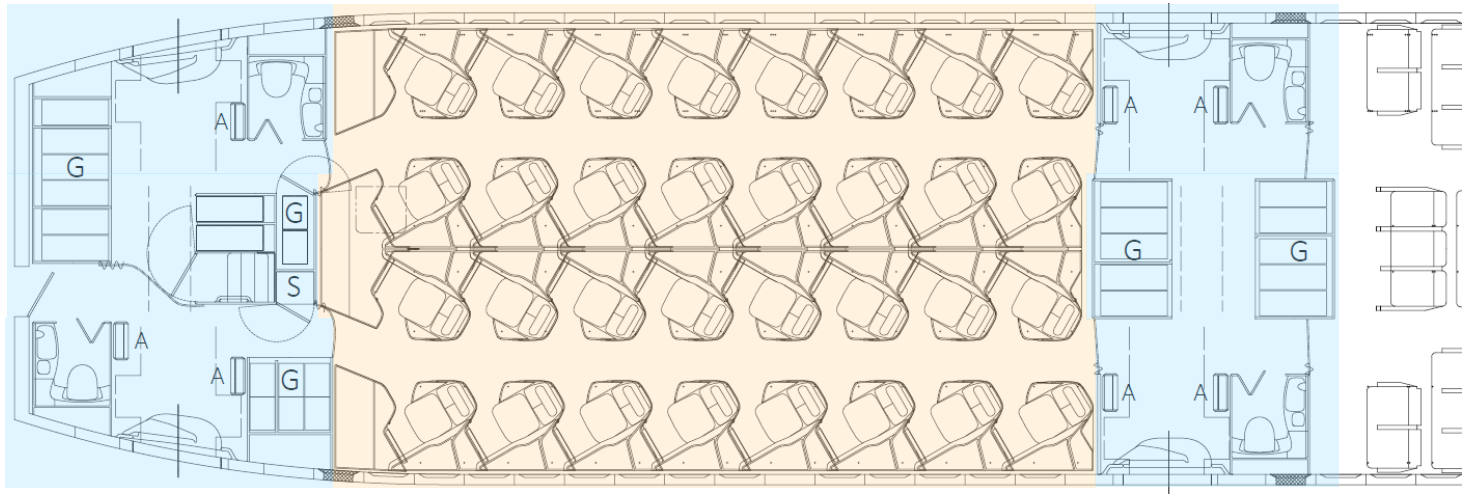
787-9 Interior Retrofit Catalog

Offerable Configurations

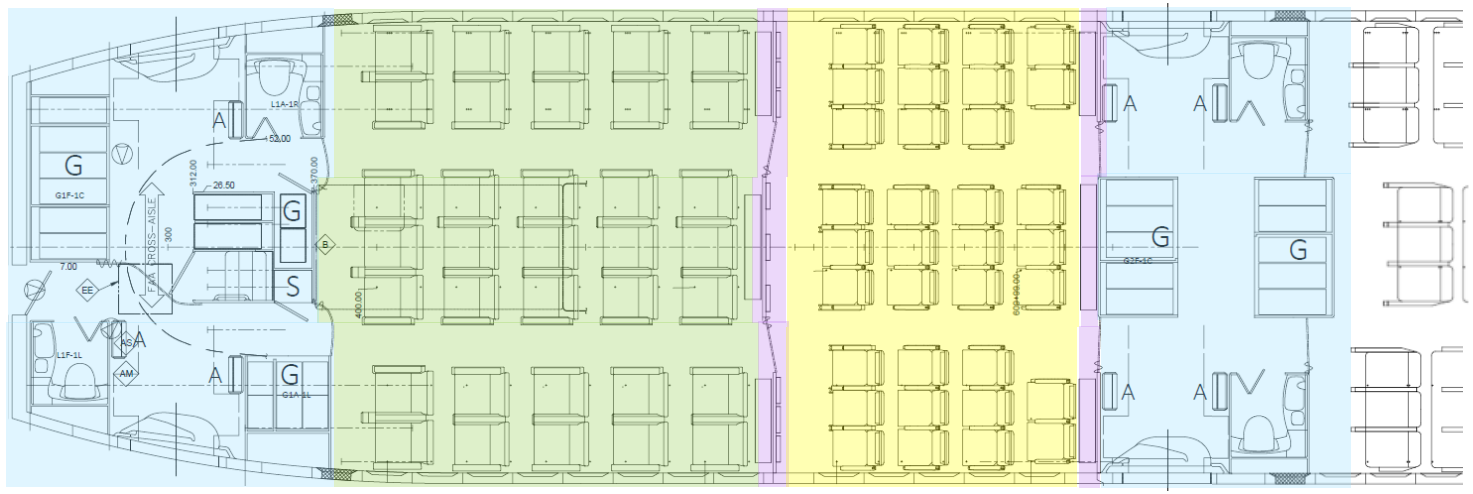
Service above and beyond

Config #2: Door 1 Monuments

A



C



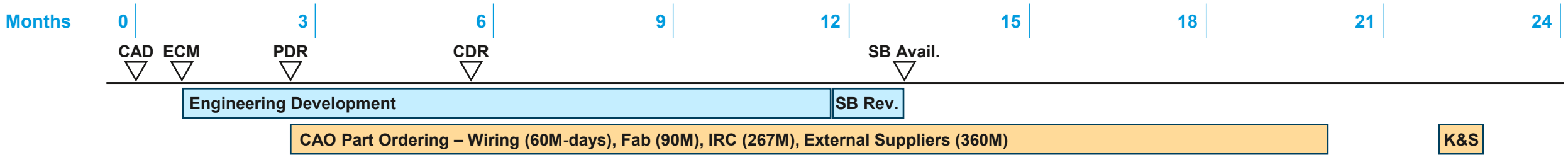
Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

787-9 Interior Retrofit Catalog

Pre-Engineering Benefits

Service above and beyond

Typical (Non-Cataloged) Project:



- 94 weeks to deliver SB & T/K
- Significant engineering required to analyze and certify
- No optimization within part procurement process

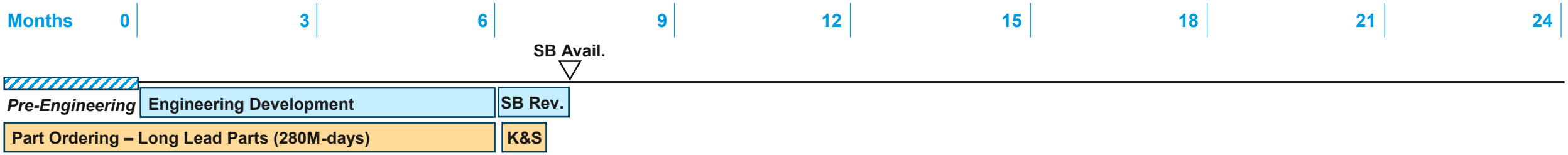
Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

787-9 Interior Retrofit Catalog

Pre-Engineering Benefits

Service above and beyond

Future Full-Benefit Catalog Project:



- Target 6-to-9-month delivery timeline
- Optimized kits leveraging off-the-shelf parts
- Minimized engineering effort based on minor cert

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

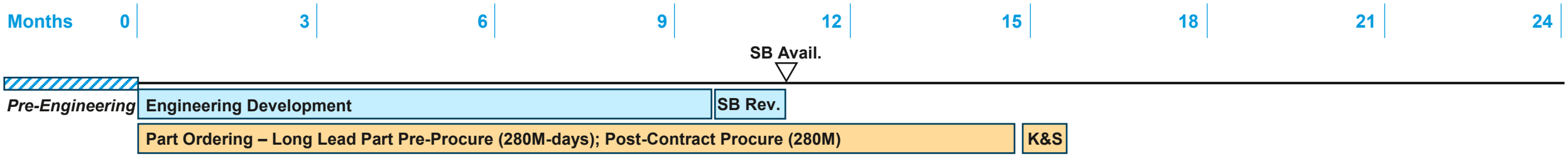
787-9 Interior Retrofit Catalog

Pre-Engineering Benefits

Service above and beyond

"R" = Relevant Information

First Cataloged Project:



- A full major cert project must be completed upfront
- Target ~60 weeks to complete engineering & cert
- Leverage some pre-engineering with limited parts off-the-shelf

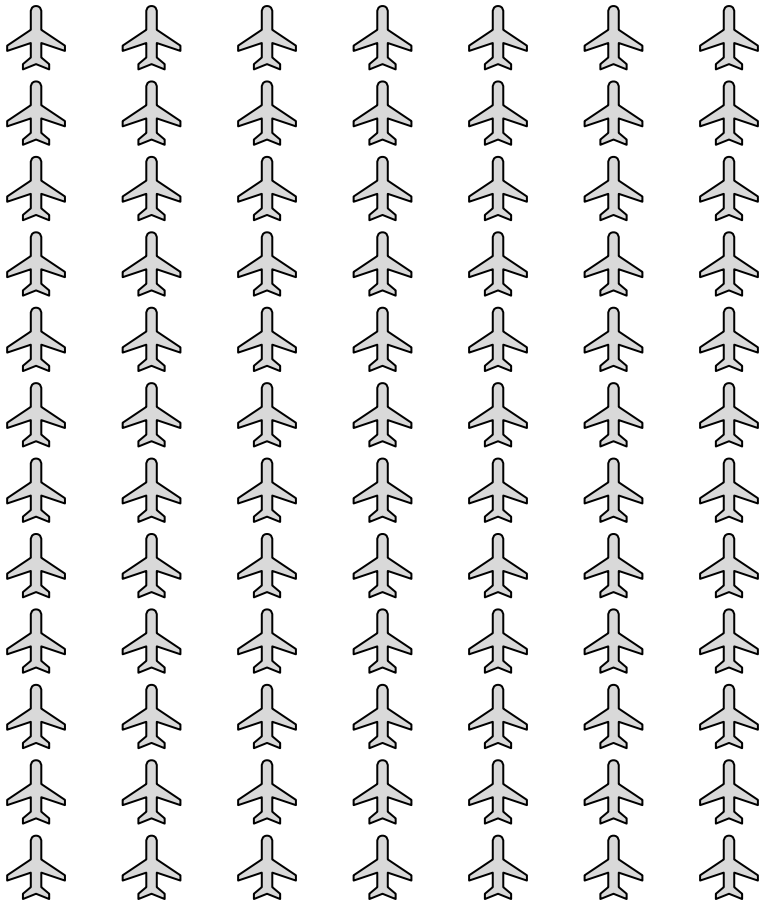
Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

AerCap Fleet Assessment

Incoming Configuration Alignment with the Catalog

"H" = Highlight the Point,
"O" = OK, So What
"R" = Relevant Information

AerCap 787-9 Fleet



- Analyzed 92 LOPAs across global 787-9 leased fleet of 314 aircraft
- Determined aircraft best positioned to leverage the catalog offerings

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

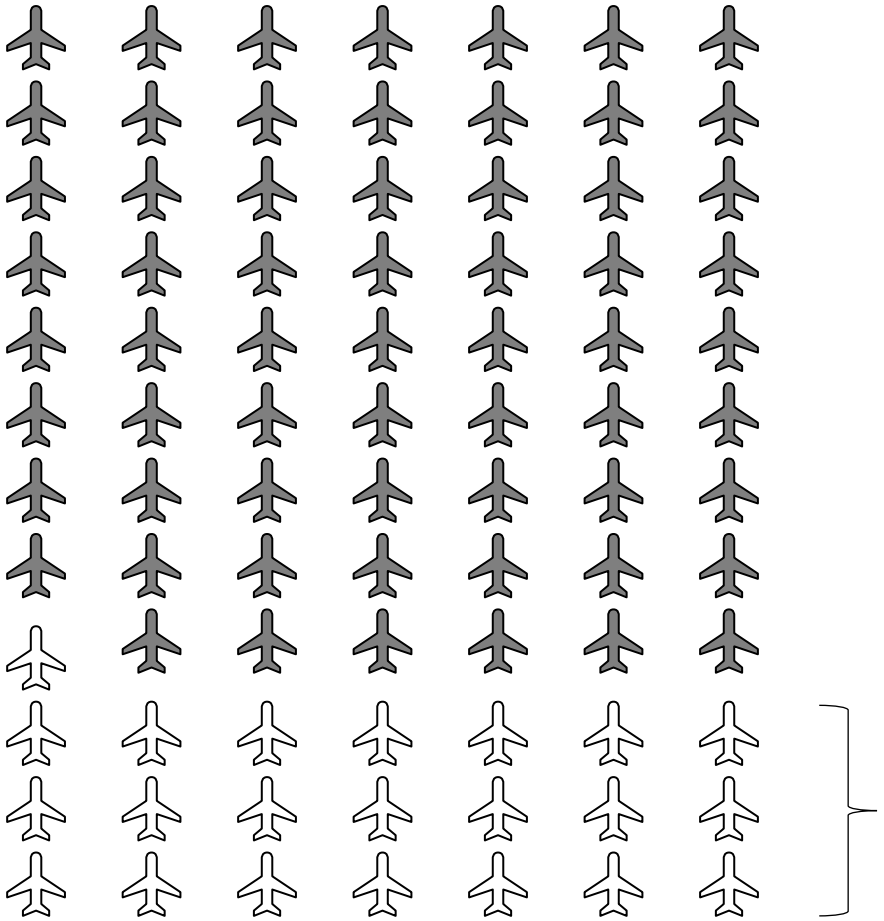
AerCap Fleet Assessment

Incoming Configuration Alignment with the Catalog

Service above and beyond

"R" = Relevant Information

AerCap 787-9 Fleet



- **22 aircraft do not qualify for the catalog due to major structural challenges**
- **Can utilize a fully bespoke retrofit project**

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY

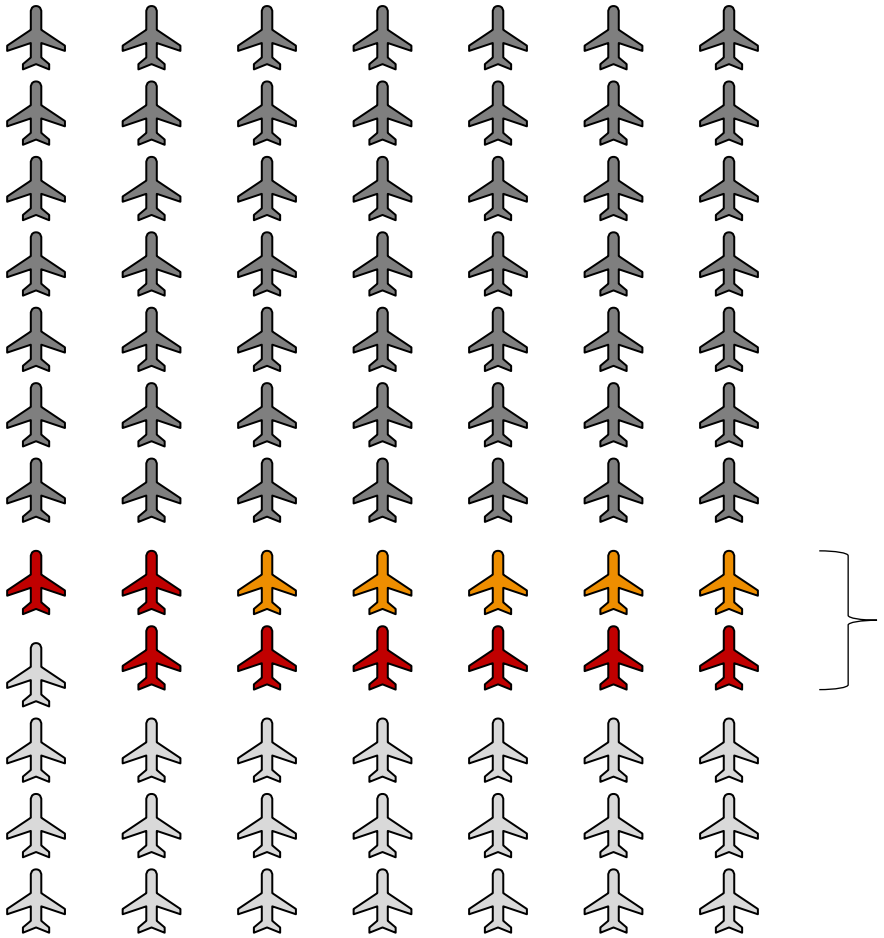
AerCap Fleet Assessment

Incoming Configuration Alignment with the Catalog

Service above and beyond

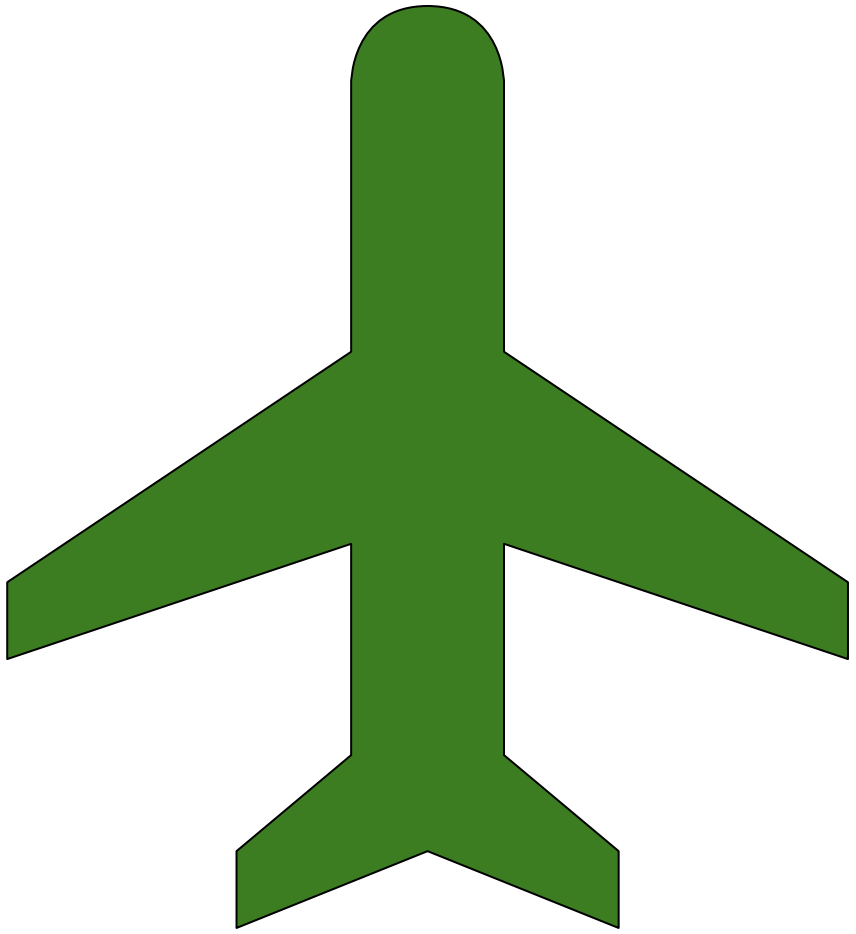
"R" = Relevant Information

AerCap 787-9 Fleet



- **13 aircraft would require significant engineering to utilize the catalog**
- **Highest risk to achieve a minimized lead time**

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY



Which aircraft will AerCap invest in to enable the Interiors Catalog?

Copyright © Boeing. All rights reserved. | BOEING PROPRIETARY