

# ASA Conference 2017

General Session D

Business Opportunities

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# Overview

## Boeing Global Services

A dedicated services business focused on the needs of global defense, space, and commercial customers

### Worldwide presence

	<b>300+</b> locations
<b>70+</b> countries	
	<b>40+</b> US states

	Headquartered in the Dallas, TX area
Approximately 20,000 employees	
	Government and commercial business areas

### Robust service capabilities

	
Digital Aviation & Analytics	Engineering, Modifications & Maintenance
	
Training & Professional Services	Supply Chain

### Efficient performance

Faster customer response	Operational agility	Competitive cost structures
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# Aviall at a Glance

25,000 customers			
240+ OEM product lines		~2 million part numbers	
40 global stocking locations		1,400 employees	
75,000 hose assemblies/yr.	5000 shipments daily	36,000 wheels and brakes overhauled/yr.	22,000 batteries serviced/yr.

# Aviall at a Glance

## Global Market Coverage

- General aviation
- Airlines
- Military

23%  
Military/Gov't



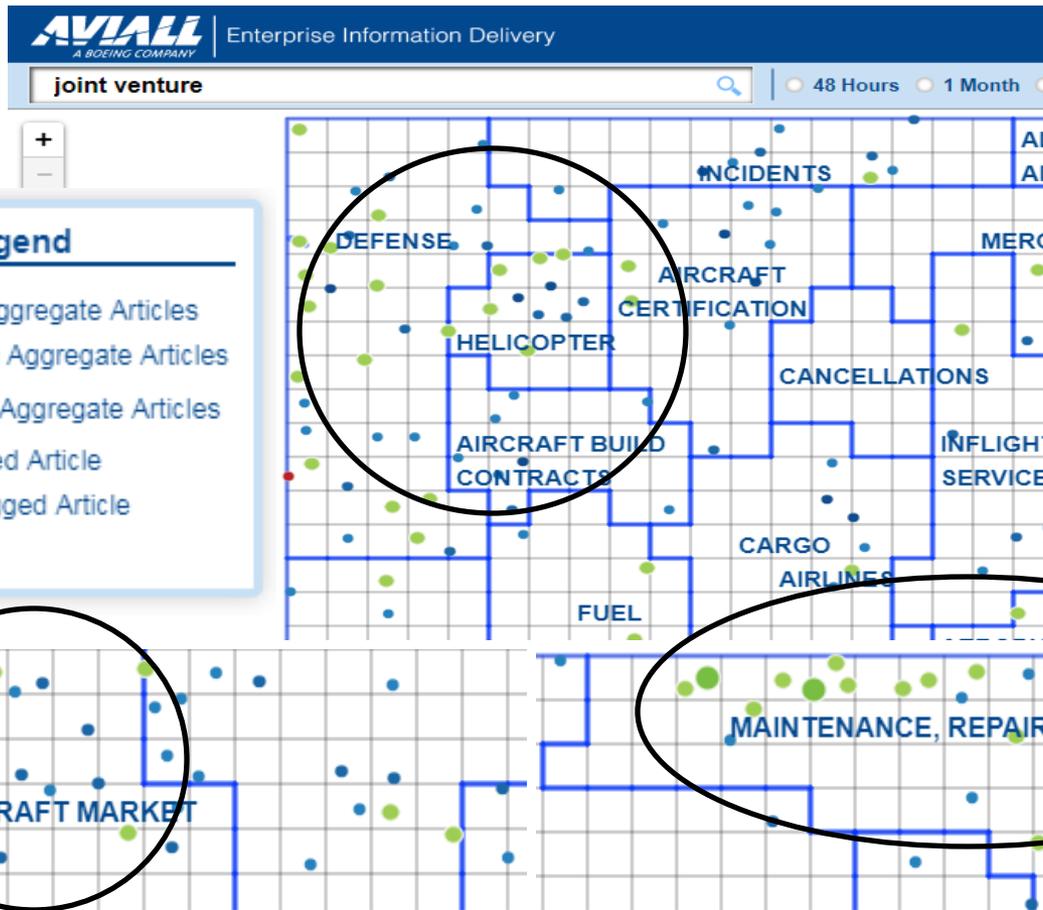
57%  
Airline

20%  
GA / BA

## Leading industry worldwide operations service and support

- Central Distribution Center in Dallas
- Multiple stocking locations in USA & Canada
- Seven stocking locations in Australia & New Zealand
- Stocking locations in Dubai, Singapore, Hong Kong and Netherlands
- Locations planned for mainland China

# Strong industry JV activity



- Airlines choosing JVs versus traditional alliance..Latin America and Asia-Pacific- pax and cargo
- MRO JVs addressing capacity constraints and market penetration
- MFR JVs in Defense and Commercial, many tied to offsets/customer fleet decisions
- JVs to leverage technology/market disrupters.....UAV, 3-D printing
  - Partnering and organic more prevalent in IoT, 'Big Data', Data insights....like Boeing AnalytX

