



# Latin America Market Outlook

Donna Hrinak  
President, Boeing Brazil  
Boeing Commercial Airplanes  
December 11, 2013

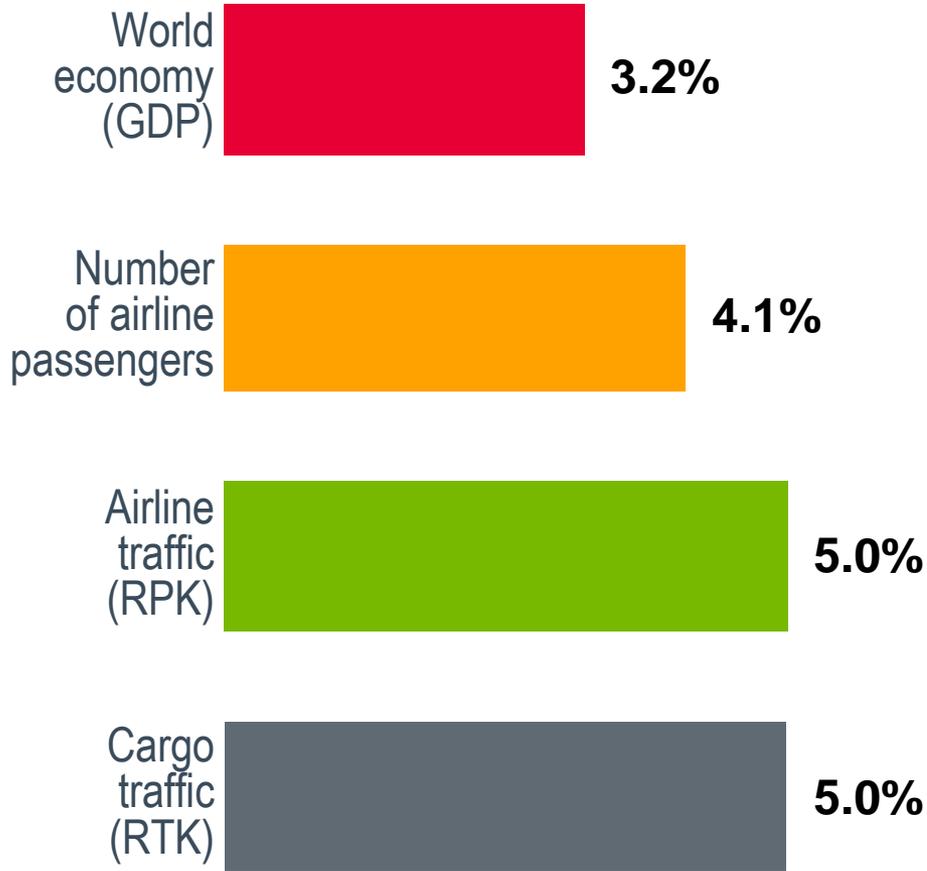
The statements contained herein are based on good faith assumptions and provided for general information purposes only. These statements do not constitute an offer, promise, warranty or guarantee of performance. Actual results may vary depending on certain events or conditions. This document should not be used or relied upon for any purpose other than that intended by Boeing.

Boeing is a trademark of The Boeing Company.

Copyright © 2013 Boeing. All rights reserved.

# 20-year forecast: strong long-term growth

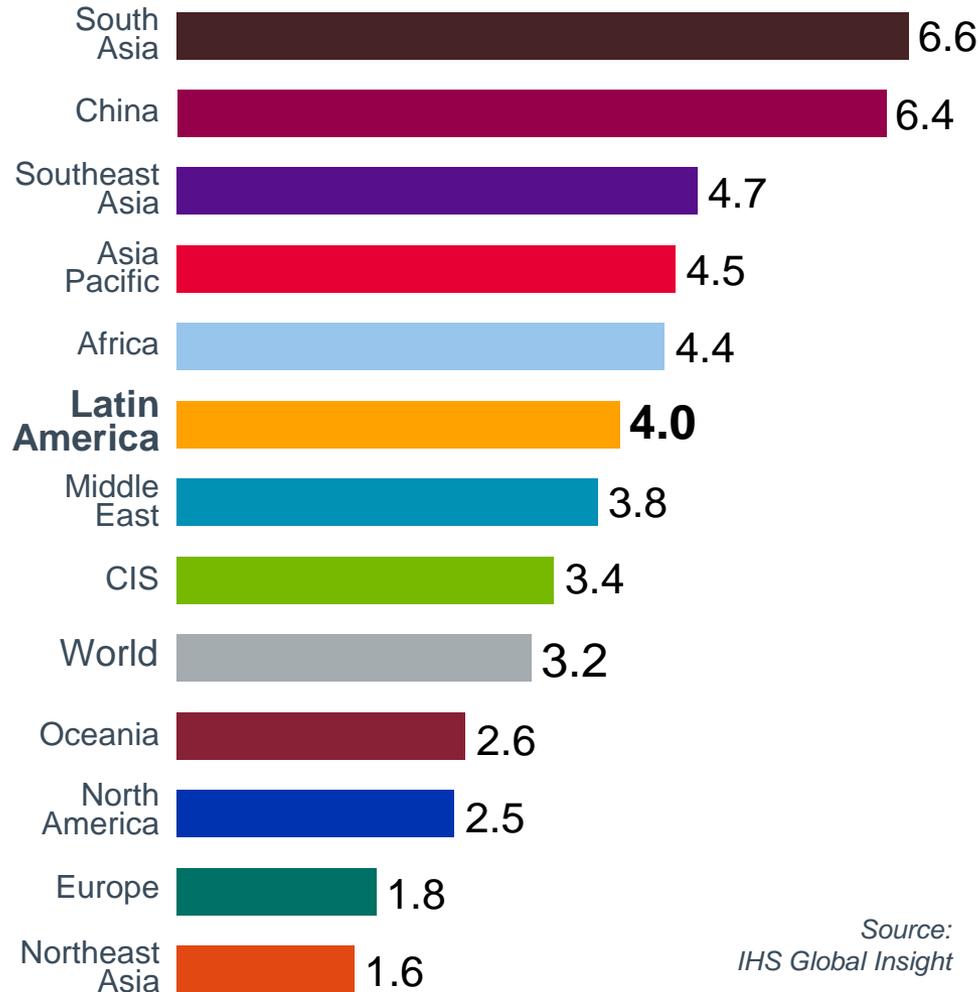
2012 to 2032



# Emerging markets are driving the economic growth

## Annual GDP growth

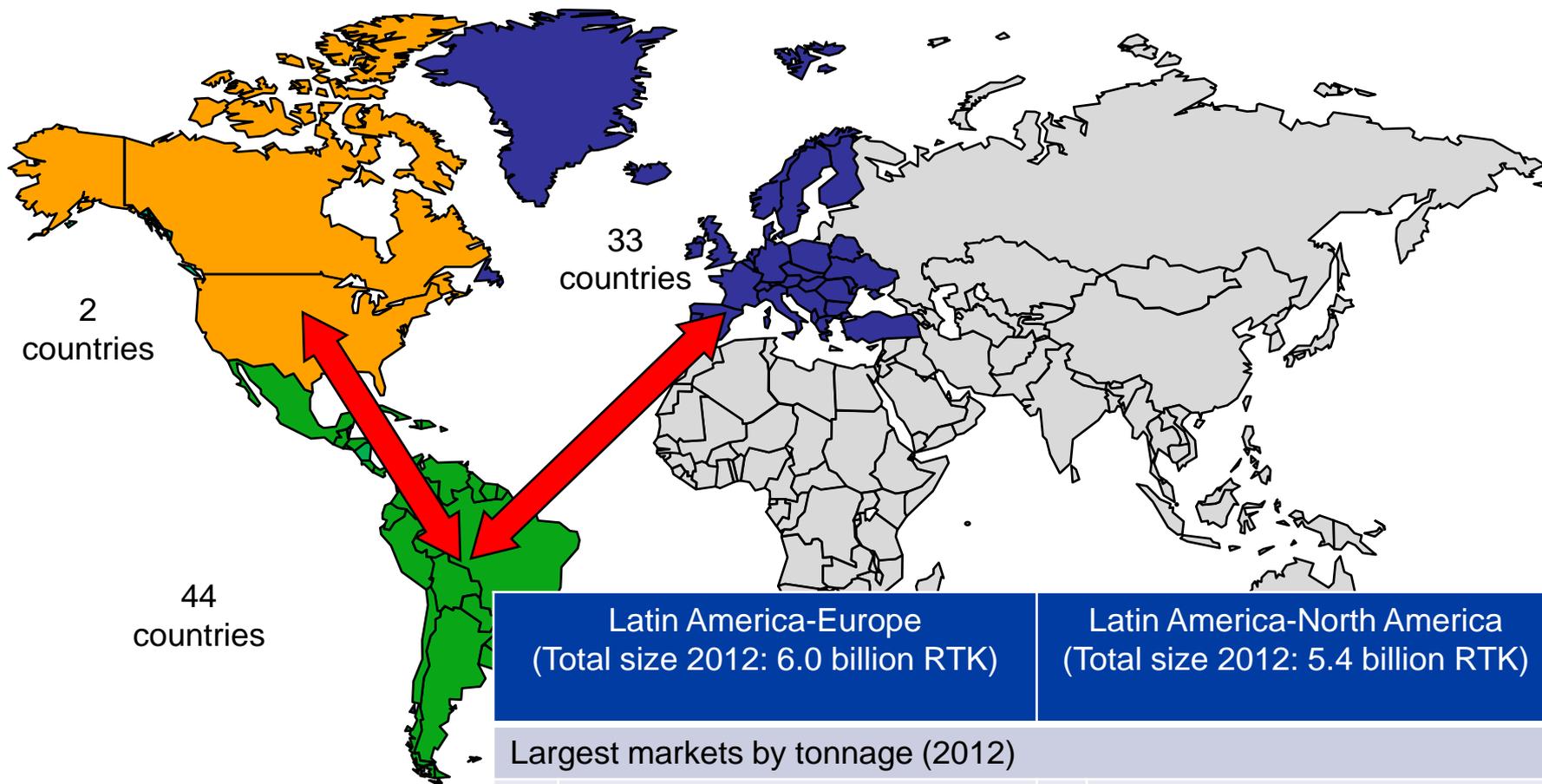
2012 – 2032



Source:  
IHS Global Insight

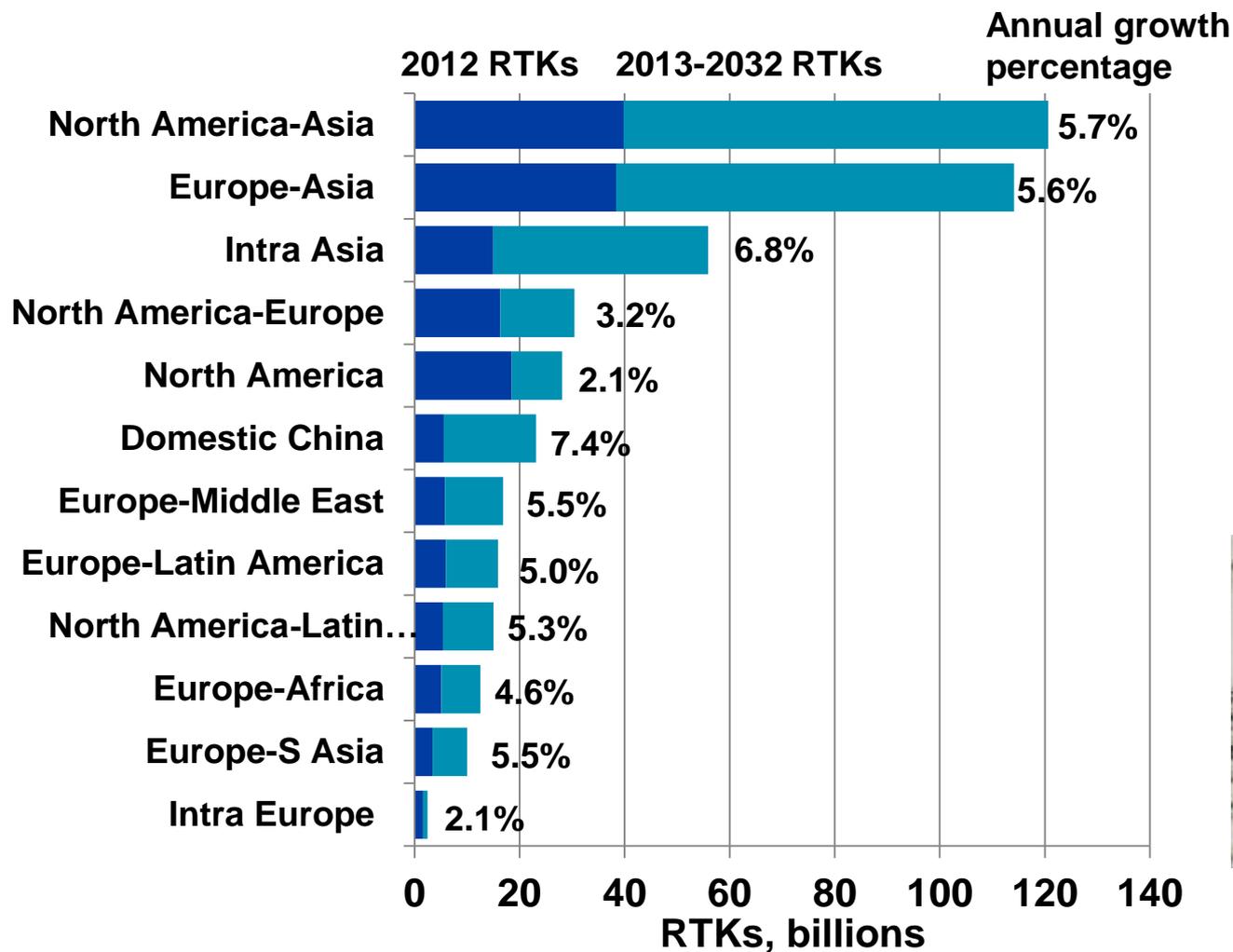


# The European and North American air cargo markets are Latin America's largest



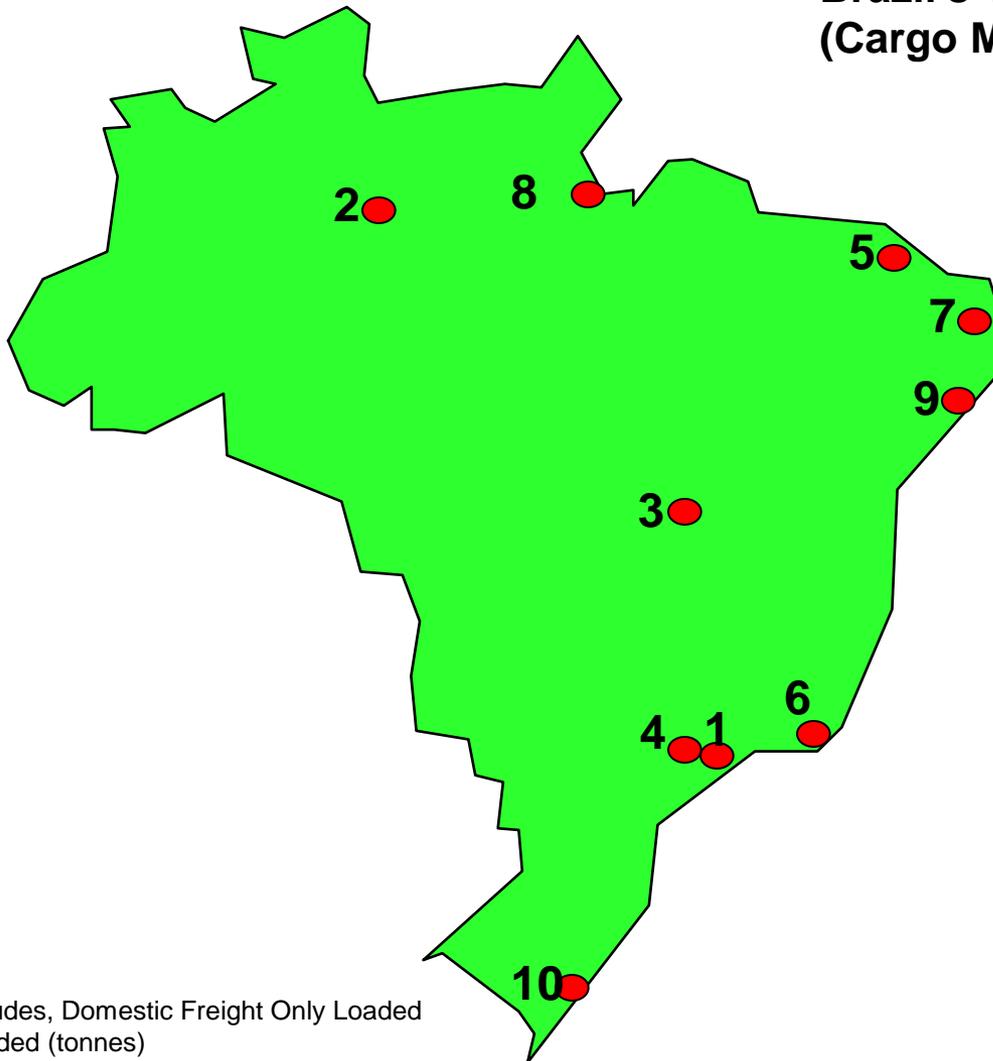
Source: US DOC, Eurostat

# World air cargo traffic is forecasted to grow 5.0% per year over the next two decades



# Sao Paulo (GRU) and Manaus are the largest domestic air cargo airports

## Brazil's Top 10 Domestic Airports in 2012 (Cargo Movement)



		<u>Tonnes</u>
(1)	GRU Sao Paulo	136,662
(2)	MAO Manaus	96,502
(3)	BSB Brasilia	48,094
(4)	CGH Sao Paulo	44,583
(5)	FOR Fortaleza	37,829
(6)	GIG Rio de Janeiro	24,191
(7)	REC Recife	21,969
(8)	BEL Belem	21,673
(9)	SSA Salvador	19,022
(10)	POA Porto Alegre	13,359

Note: Includes, Domestic Freight Only Loaded and Unloaded (tonnes)

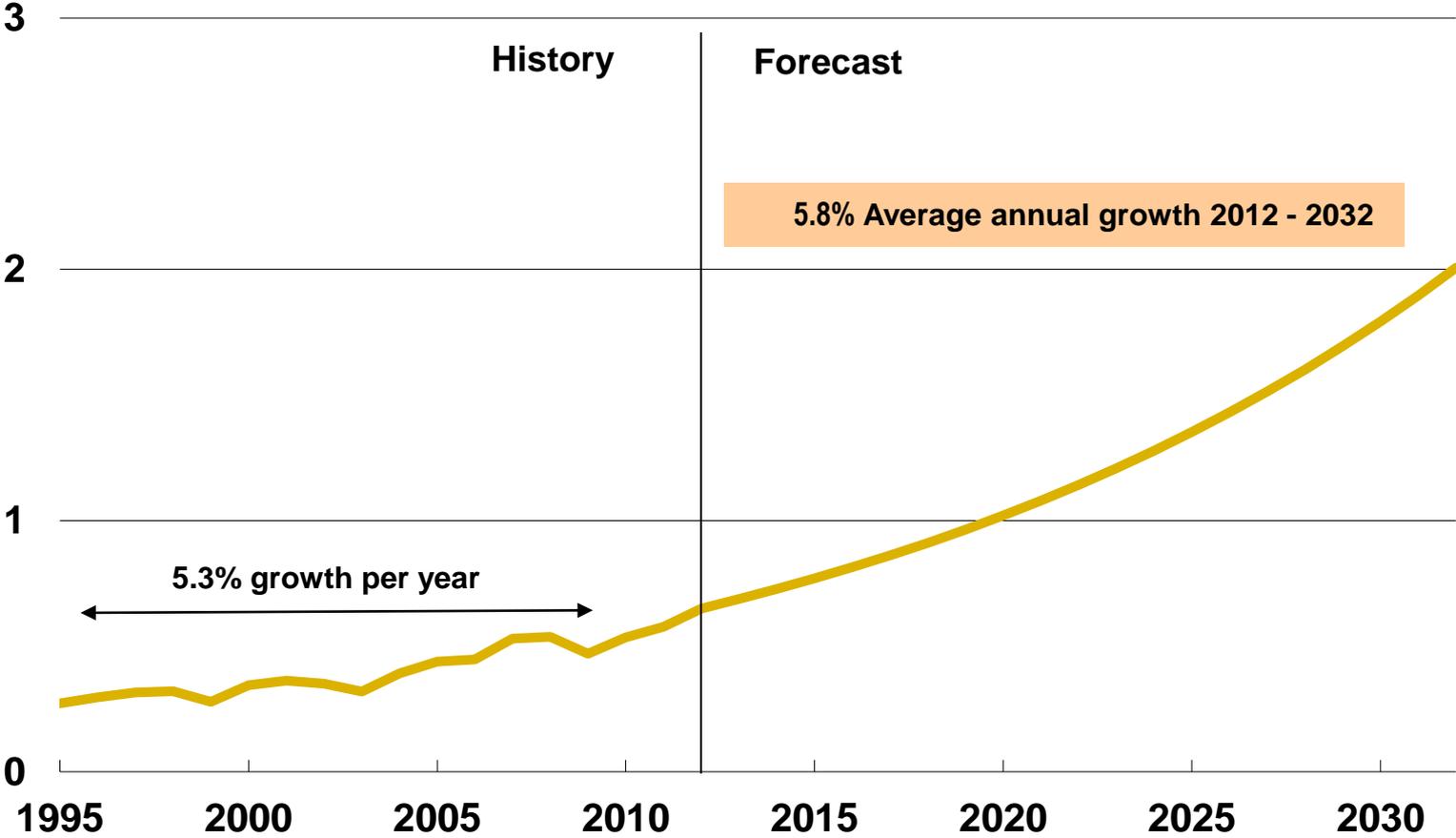
Source: Airports Council Int. 2012

Copyright © 2013 Boeing. All rights reserved.



# Domestic Brazil air cargo will grow 5.8% per year over the next two decades

Tonnes, millions



# The freighter fleet is grouped into three size categories

## Standard-body (< 45 tonnes)

- BAe 146
- DC-9\*
- 737\*
- 727\*
- Tu-204
- 707
- DC-8\*
- 757-200
- A320\*
- MD-80\*

## Medium widebody (40 to 80 tonnes)

- 767\*
- A300\*
- A310\*
- DC-10\*
- 787
- A330\*
- IL-76TD

## Large (> 80 tonnes)

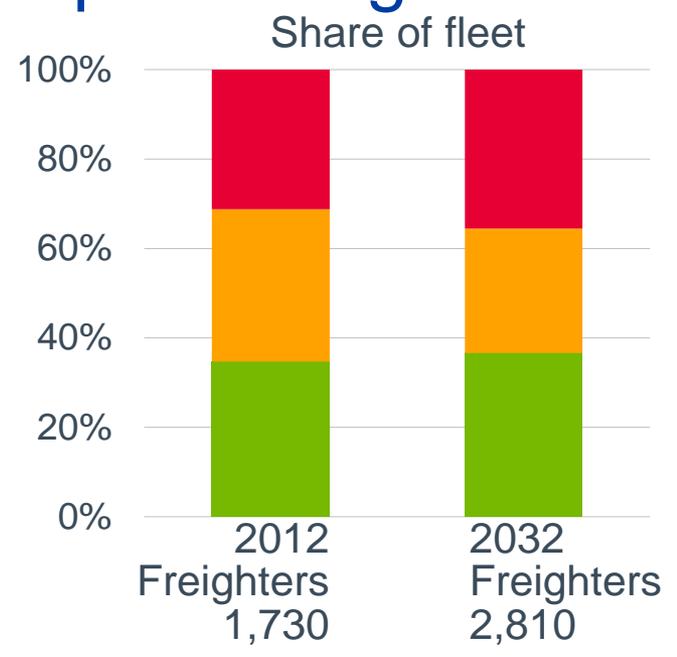
- MD-11
- 747\*
- 777
- A350
- A380
- IL-96T
- AN-124

\*Represents a model series

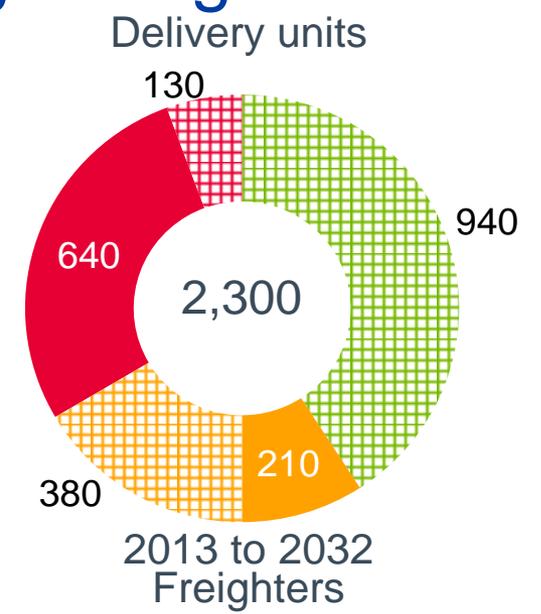
Note: Production and conversion (SF) models assumed for each type unless otherwise specified



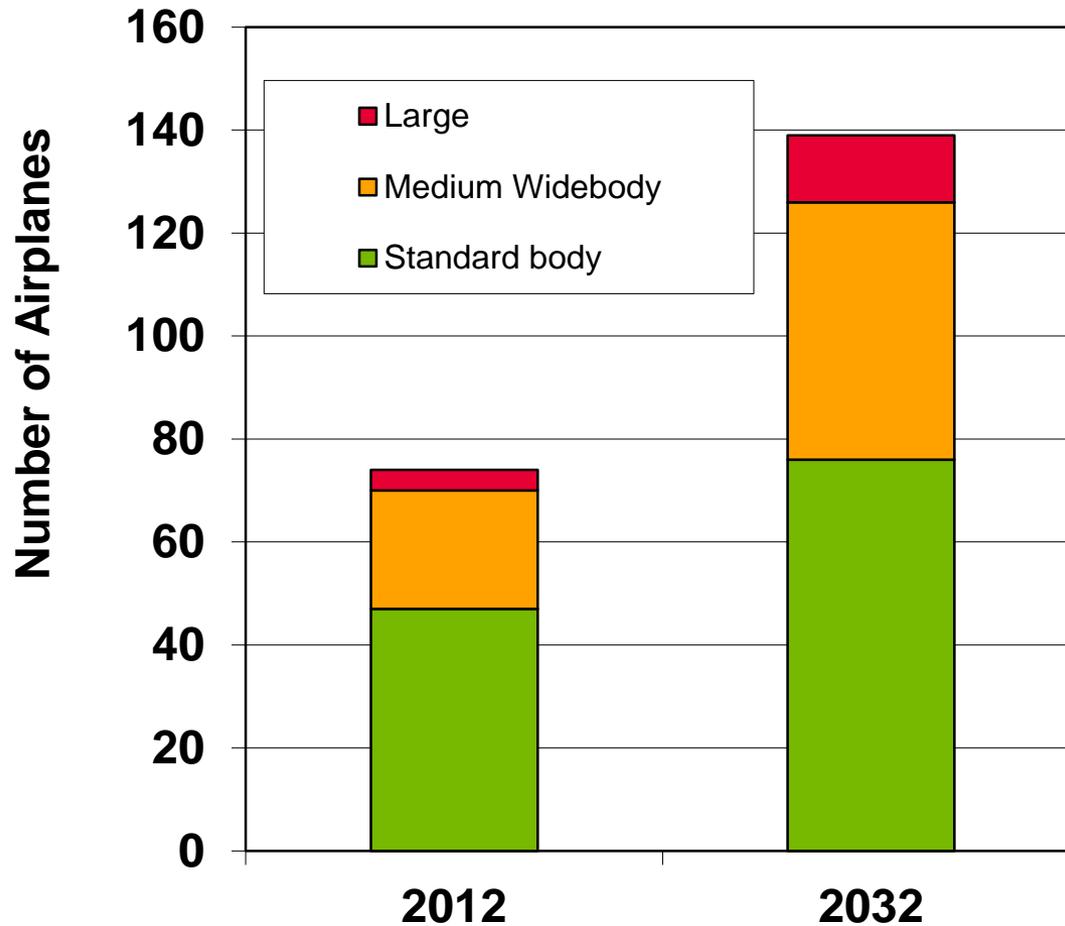
# The global freighter fleet will increase by more than half- with percentage of new to converted growing with size



- Large >80 tonnes
- Medium 40 to 80 tonnes
- Standard <45 tonnes
- Converted



# The Latin American freighter fleet will almost double in the next 20 years





## Summary

- Challenging near-term environment
- Economic and trade forecasts point to improvement, at trend in 2014 and beyond
- Long-term air cargo drivers remain strong: imperative for reliability and speed, continuing product innovation, global interdependence
- Annual world GDP and trade growth will continue to drive 20-year world air cargo growth rate of 5% annually
- Latin America and Brazilian domestic air cargo will experience above average growth for the next 20 years