

**BOEING 737 MAX**  
**FREQUENTLY ASKED QUESTIONS & DELIVERY SCHEDULE**

**1. What are the benefits of the MAX aircraft?**

The 737 MAX optimizes today's best single-aisle airplane to deliver MAX efficiency, reliability, and passenger appeal. It advances today's 737 gold standard. The 737 MAX will be powered by a CFM LEAP-1B engine uniquely designed and optimized for the 737. The MAX will have the lowest operating costs in the single-aisle segment, with a 7 percent advantage over the competition. The 737 MAX operating with LEAP-1B engines will reduce fuel burn and CO2 emissions by an additional 10-11 percent over today's most fuel-efficient single-aisle airplane.

**2. What other improvements will the 737 MAX offer?**

- **Efficiency:** The 737 MAX delivers the big savings in fuel that airlines require for the future. But the main story is the 7 percent operating cost advantage that airlines with the 737 MAX will gain over competing aircraft. Its more efficient structural design, less engine thrust, and less required maintenance add up to substantial cost advantages. Southwest anticipates a 5 percent operating cost improvement with the addition of the MAX.
- **Reliability:** The 737 MAX will build on the impressive 99.7% reliability record of the 737NG.
- **Appeal:** Both the new Boeing Sky Interior and new levels of efficiency are only available in one package: the new 737 MAX.

**3. When does Southwest plan to receive its first 737 MAX?**

Boeing deliveries to Customers will begin in 2017 Southwest will receive the first MAX off Boeing's production line, making us the launch Customer. Southwest Airlines also was the launch Customer for the 737-300, -500, and -700.

**4. Does Southwest's order specify a MAX series?**

The current order allows us flexibility with delivery of the MAX 7 and MAX 8 aircraft, based on our future needs.

**5. Why 2017? Why will it take six years?**

New engine technology is the primary driver for the schedule. The CFM LEAP-1B is uniquely designed and optimized for the 737.

With our MAX announcement, the following table shows Southwest's 737 future delivery schedule as of December 13, 2011.

	The Boeing Company 737NG			The Boeing Company 737 MAX		
	-700	-800	Additional -800s (c)	Firm	Options	Total
	Firm Orders(a)	Firm Orders		Options		
2012		28	5			33
2013		41				41
2014	35	4	15			54
2015	36		12			48
2016	31		12			43
2017	15		25	4		44
2018	10		28	15		53
2019				33		33
2020				34		34
2021				34	18	52
2022				30	19	49
2023					23	23
2024					23	23
Through						
2027					67	67
<b>Total</b>	<b>127</b>	<b>73</b>	<b>92</b>	<b>5</b>	<b>150</b>	<b>597</b>

(a) The Company has flexibility to substitute 737-800s in lieu of 737-700 firm orders

(b) The Company has flexibility to accept MAX 7 or MAX 8 deliveries

(c) New delivery leased aircraft