

BAC Aviation Panel Northwestern University

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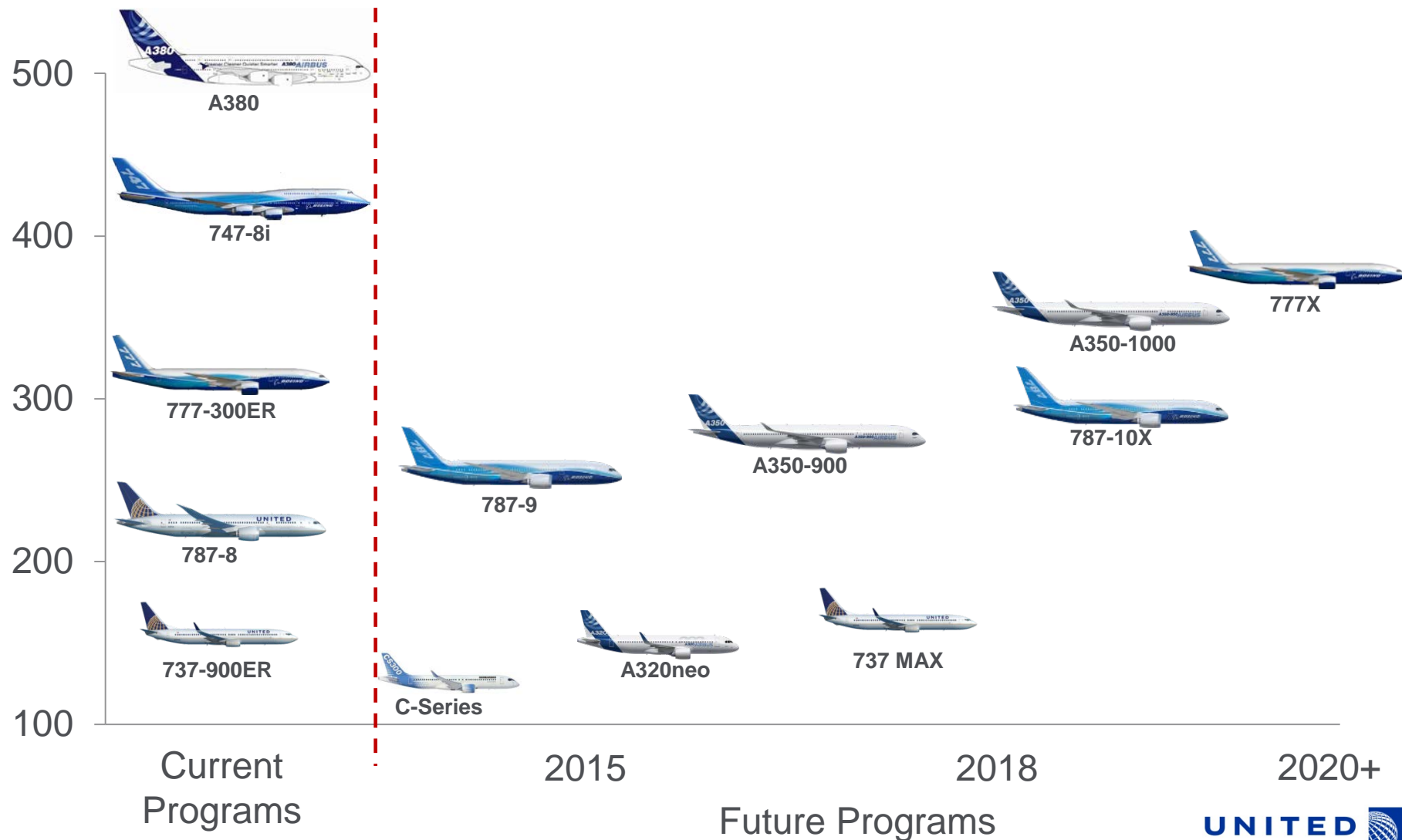


October 31, 2012

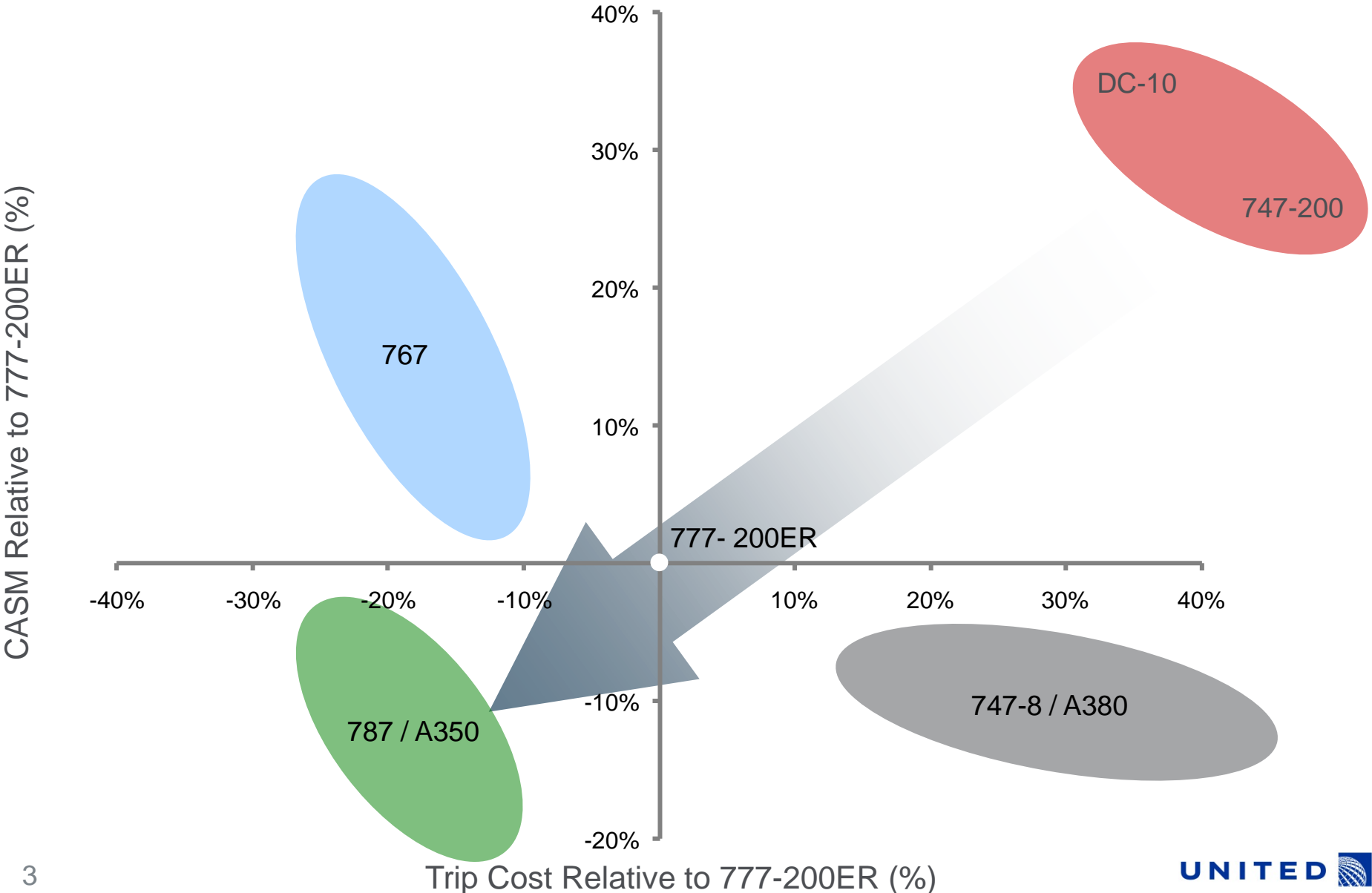


Replacement aircraft availability

- OEMs continue investing in next generation aircraft



Next generation aircraft economics



Benefits of 787

- The 787 will provide its operators a competitive advantage

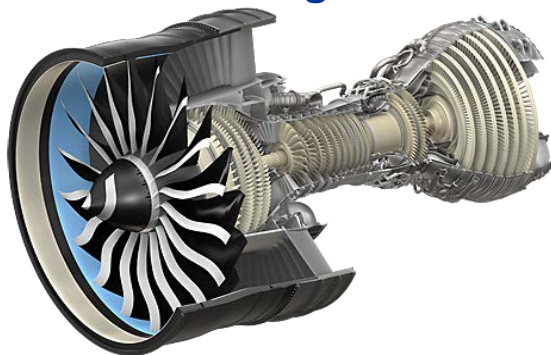
Increased Range



Advanced Flight Deck



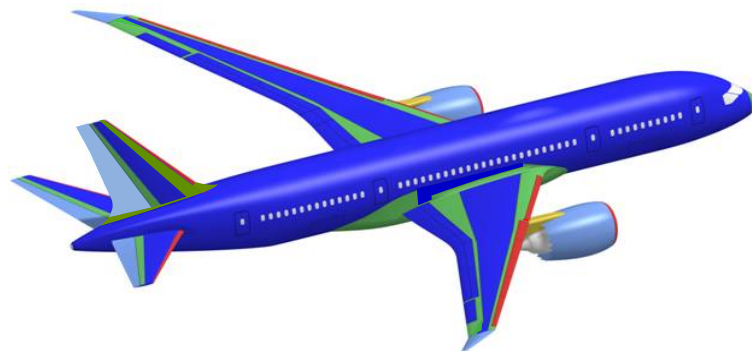
Fuel Efficient Engines



Superior Passenger Experience



Maintenance Advantage

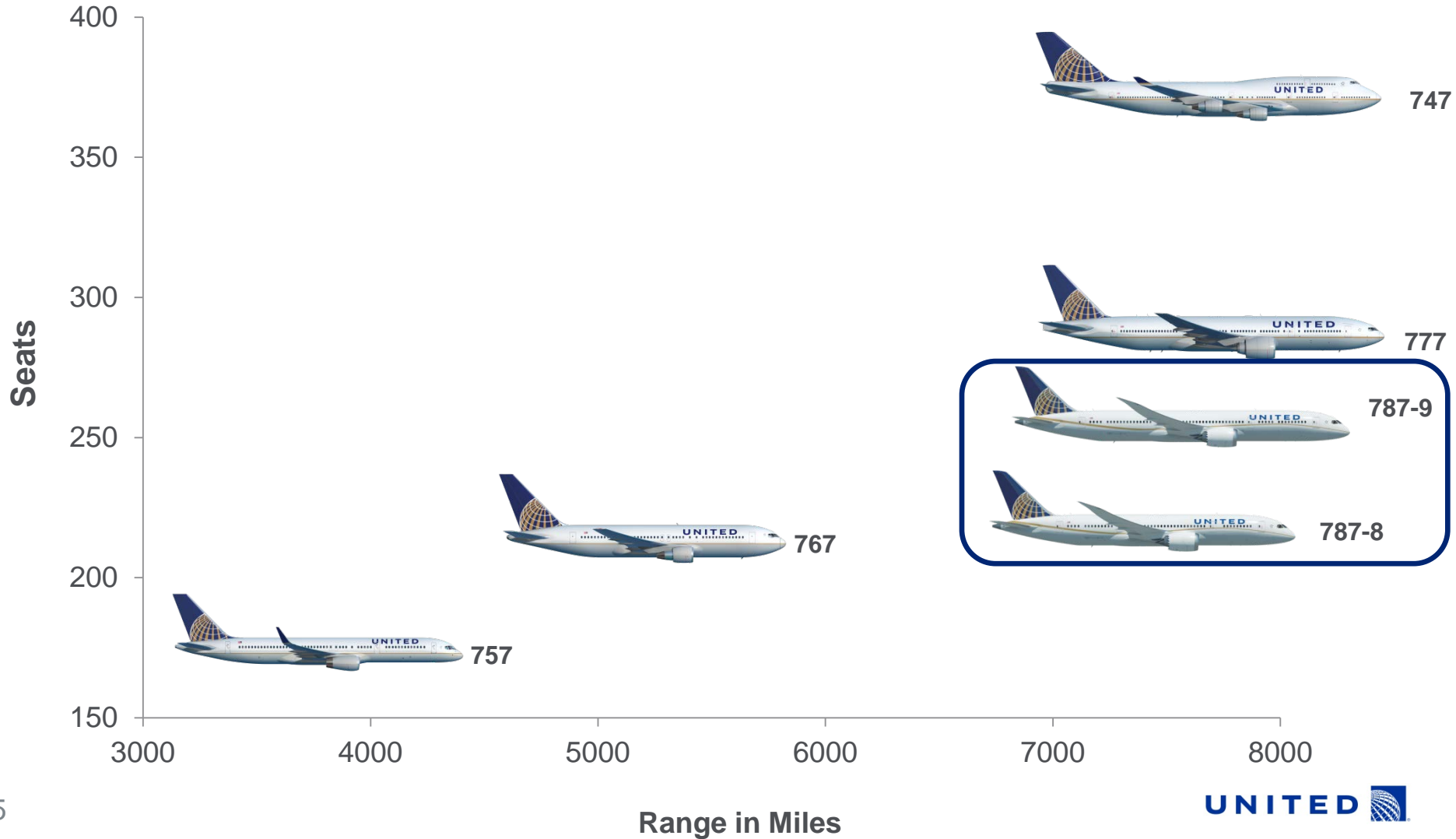


- Carbon laminate
- Carbon sandwich
- Fiberglass
- Aluminum



787 size and range

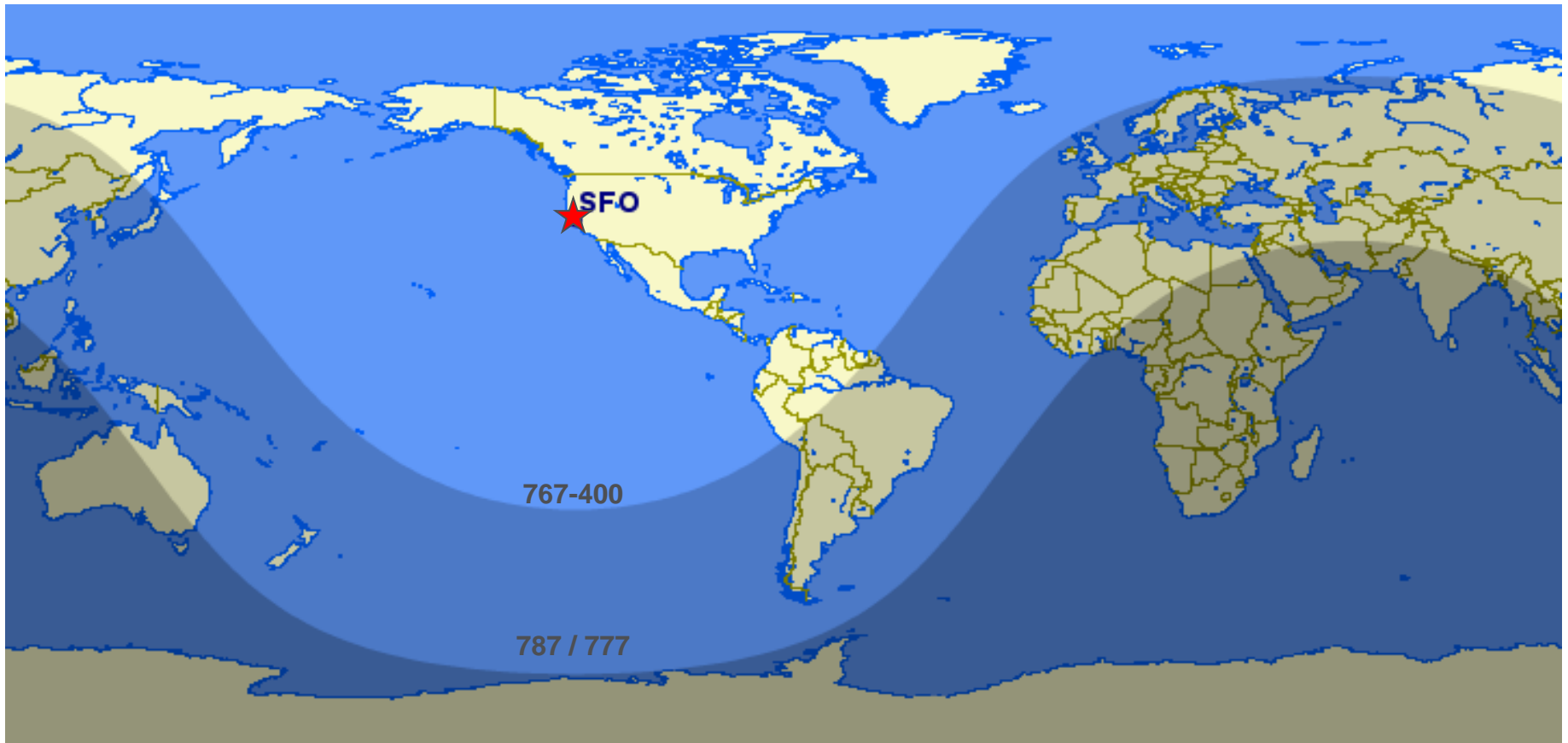
- Smaller gauge and long range capability of the 787 provide flexibility and fill a void in United's fleet



787 provides new market opportunities

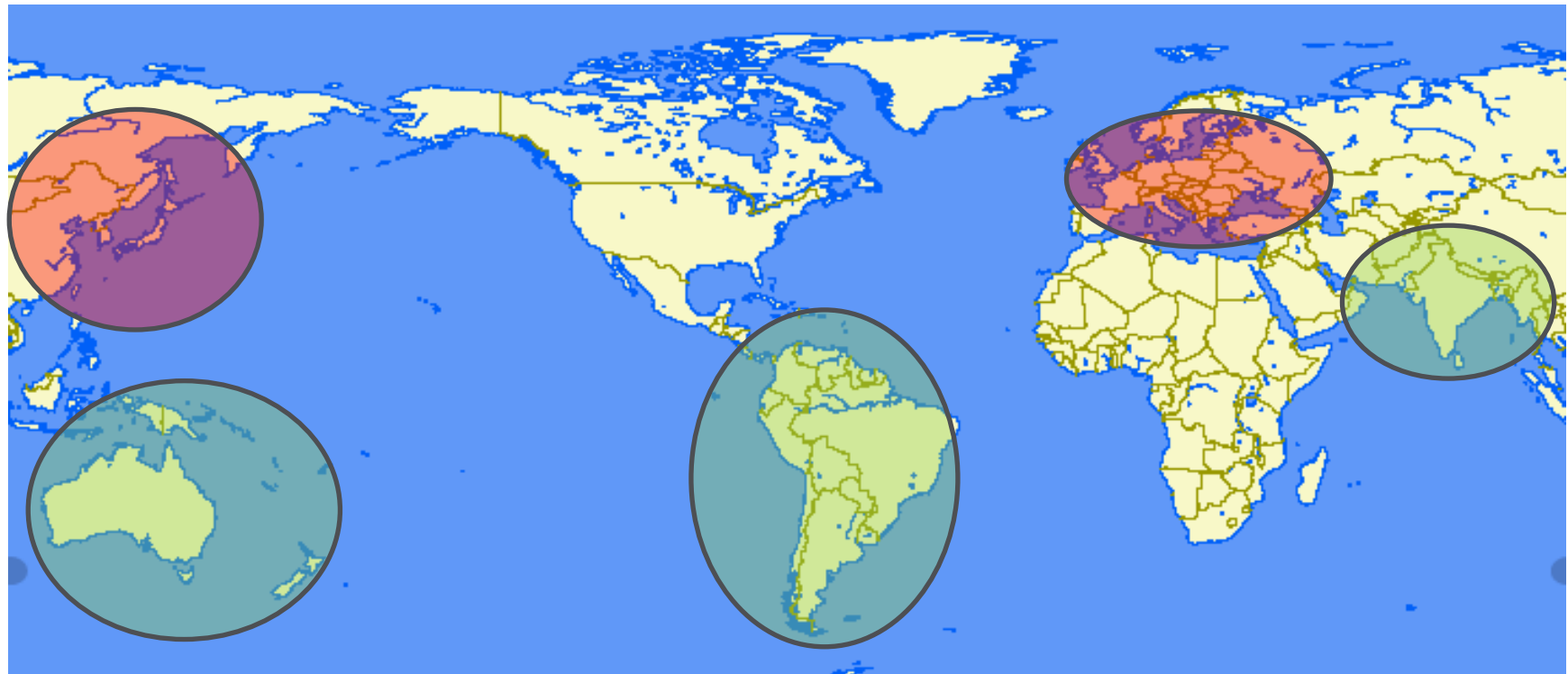
- 787 has substantially more range than the 767s and similar range to the 777-200ER

Range comparison from San Francisco



787 provides flexibility to optimize capacity between regions with seasonal demand shifts

- Existing small-gauge widebodies do not have the range to serve counter-seasonal markets in India and the South Pacific



Demand peaks in Summer



Demand peaks in Winter

Benefits of fleet commonality

Technical Operations



- Increased reliability and reduced cancellations due to aircraft interchangeability
- Headcount and spare parts reduction and reduced training

Flight Operations



- Reduced training cycles
- Training and headcount savings

Airport Operations



- Training savings
- Reduced ground service equipment

Network Planning



- Close in scheduling flexibility
- Increased aircraft utilization and reduced maintenance holds

Service Ready Program will oversee introduction of 787

- 787 Service Ready Program has over 175 cross-divisional team members
- Training for pilots, flight attendants and mechanics well under way
- Maintenance program for the first three years of operation has received FAA approval
- Boeing and GE providing expert teams for on-site meet and greet coverage



