Boeing Co-sponsors Conference to Explore Business Opportunities with Malaysia

Super Hornet bid in Malaysia's combat aircraft competition presents new possibilities for strategic partnerships

ST. LOUIS, May 23, 2012 -- The Boeing Company [NYSE: BA] co-sponsored a conference with the Malaysian Investment Development Authority (MIDA) on May 2 in St. Louis to showcase current business opportunities in Malaysia and to discuss the goals of Malaysian industry. Conference attendees included representatives from 75 Malaysian and U.S. companies.

"Strategic and cultural alliances are shifting back to markets in Asia," said former U.S. Sen. Christopher "Kit" Bond, who spoke at the conference. "Establishing partnerships with Malaysian industry is critical in capturing new opportunities. Malaysia has transformed into a competitive, high-tech economy that is actively seeking areas of mutual collaboration in the medical, technology, and aerospace industries."

Boeing's involvement with Malaysia dates back to 1947 and continues today through a variety of programs, including the country's fleet of F/A-18D Hornets, Harpoon Weapon System, MEASAT satellites, training programs, and commercial aircraft. Most recently, Insitu Pacific, a wholly owned subsidiary of Insitu and Boeing, announced a contract for the ScanEagle unmanned aircraft system in Malaysia and a partnership with Composites Technology Research Malaysia to provide in-country support for ScanEagle operations.

In addition to improving its intelligence, surveillance and reconnaissance capabilities with ScanEagle, Malaysia also is looking to bolster its fighter capability. Boeing is offering the next-generation F/A-18E/F Super Hornet in Malaysia’s Multi-Role Combat Aircraft competition.

"Strategic international partnerships create combinations of capabilities and ideas that give the partners a greater competitive advantage for future business pursuits," said Mike Gibbons, Boeing vice president of F/A-18 and E/A-18 Programs. "Boeing continues to demonstrate its long-term commitment to building win-win opportunities with the Malaysian aerospace industry that are independent of any one platform sale and will continue beyond any potential sale."

Other co-sponsors of the conference included the Boeing Institute of International Business at Saint Louis University; Kit Bond Strategies; Missouri International Trade & Investment Office; the Regional Chamber & Growth Association of Saint Louis; US-ASEAN Business Council; U.S. Department of Commerce; and World Trade Center Saint Louis.

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