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Alliance to expand companies' terminal and services businesses into new market

FAIRFAX, Va., July 16, 2013 – Boeing [NYSE: BA] and Panasonic Avionics Corp. are preparing to open a new market for Panasonic's secure, satellite-based, in-flight broadband service known as eXConnect. Under a new agreement, Boeing will offer eXConnect service to government customers within and outside the United States.

Panasonic eXConnect is the industry leader in commercial, worldwide broadband for in-flight connectivity. While final terms are still being negotiated, the companies have agreed on a framework for Boeing to offer the eXConnect service and sell aeronautical terminals to the government market, including the Panasonic eXConnect terminal being deployed commercially today.

"This alliance will expand Boeing's ability to offer in-flight broadband to government aircraft operators, many of whom operate Boeing aircraft, with a competitively priced service," said Paul Geery, vice president of C3 Solutions for Boeing Electronic & Information Solutions. "The eXConnect service will augment other Boeing C4ISR capabilities, providing customers with seamless situational awareness."

"By combining the strengths of our global Ku-band aeronautical network with Boeing's extensive experience working with secure network customers such as the U.S. government, we will together be able to provide significantly improved service to this important industry," said Paul Margis, president and CEO of Panasonic Avionics Corp. "We look forward to working with Boeing to offer in-flight connectivity to this exciting market."

Panasonic Avionics Corp. is the world's leading supplier of in-flight entertainment and communication systems. The company's best-in-class solutions, supported by professional maintenance services, fully integrate with the cabin, enabling airlines to deliver improved-quality communication systems and solutions and lower overall costs.

Established in 1979, Panasonic Avionics Corporation, a U.S. corporation, is a subsidiary of Panasonic Corporation of North America, the principal North American subsidiary of Panasonic Corporation. Headquartered in Lake Forest, Calif., with more than 3,100 employees and operations in 80 locations worldwide, it serves more than 200 customers worldwide and provides in-flight entertainment and communication systems on approximately 3,700 aircraft. For additional information, please visit www.panasonic.aero.

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