

# EADS North America Tanker Decision

March 4, 2011

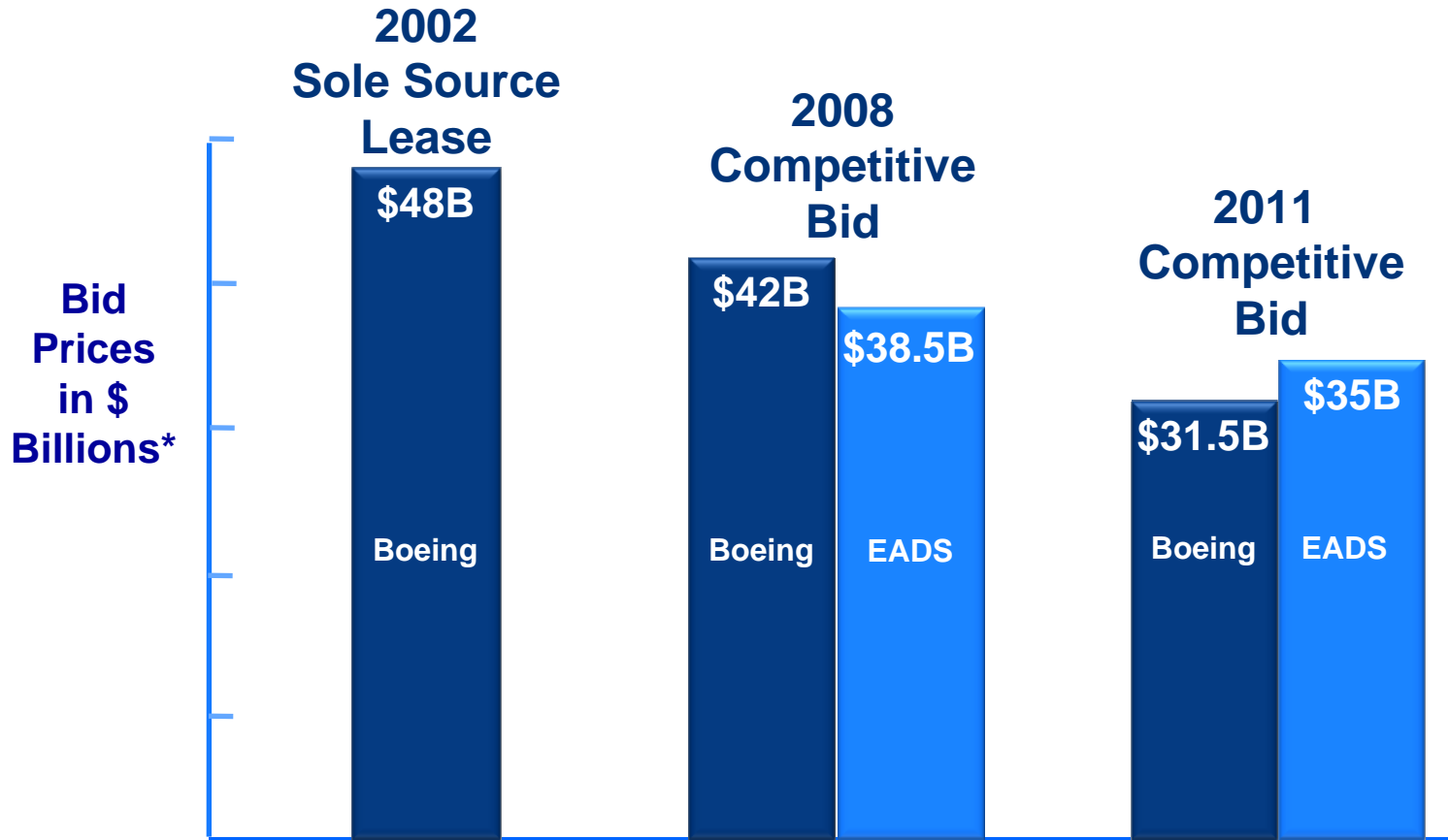


# Evaluation Factors

| Factors                                       |            | Boeing                 | EADS North America |
|---|------------|------------------------|--------------------|
| Factor 1. Requirements, Technical Performance |            | Acceptable             | Acceptable         |
| Factor 2.                                     | TPP (PV)   | \$21.4B*               | \$23.4B            |
|   | Fuel Usage | \$500M Advantage*      |                    |
|   | MILCON     | \$300M Advantage*      |                    |
|   | IFARA      |                        | \$800M Advantage   |
| Factor 3. Non-Mandatory Requirements          |            | Price Differential >1% |                    |

|          |                             |          |         |
|----------|-----------------------------|----------|---------|
| TPP      |                             | \$31.5B* | \$35.1B |
| EMD      |                             | \$4.4B   | \$3.5B  |
| TEP (PV) |                             | \$20.6B  | \$22.6B |
|          | * Data Analytically Derived |          |         |

# Bid History



**Competition Saved Over \$16 Billion in Price**

\* Bid prices adjusted for escalation, changes in requirements, and aircraft quantities