

RELEASE IN PART B5,B6

---

**From:** Sullivan, Jacob J <SullivanJJ@state.gov>  
**Sent:** Thursday, November 10, 2011 4:17 PM  
**To:** H  
**Subject:** Fw: Update: Boeing/Lion Air and POTUS

Fyi

---

**From:** Patel, Nirav S  
**Sent:** Thursday, November 10, 2011 03:16 PM  
**To:** Sullivan, Jacob J  
**Subject:** FW: Update: Boeing/Lion Air and POTUS

This email is UNCLASSIFIED.

---

**From:** Clark, Mark D  
**Sent:** Thursday, November 10, 2011 3:14 PM  
**To:** Campbell, Kurt M; Yun, Joseph Y; Duncan, Shawn H; Patel, Nirav S  
**Cc:** Marciel, Scot A; Osius, Theodore G; Carouso, James A; Champlin, Meredith L; Herrup, Andrew R; Tesone, Mark  
**Subject:** Update: Boeing/Lion Air and POTUS

Per below, Boeing has provided an update on the \$22 billion Lion Air deal, and requests EAP's continued support to have POTUS attend the signing in Bali.

Mark

SBU  
This email is UNCLASSIFIED.

---

**From:** Champlin, Meredith L  
**Sent:** Thursday, November 10, 2011 2:52 PM  
**To:** Clark, Mark D; Herrup, Andrew R; Tesone, Mark  
**Cc:** Carouso, James A  
**Subject:** Boeing - UPDATE

I just spoke with [redacted] from Being who provided the update below on the Lion Air deal.

B6

Mark C: [redacted] asked that we update A/S Campbell and request that he continue to support POTUS involvement in the signing ceremony for Bali. Will you pass to PDAS Yun?

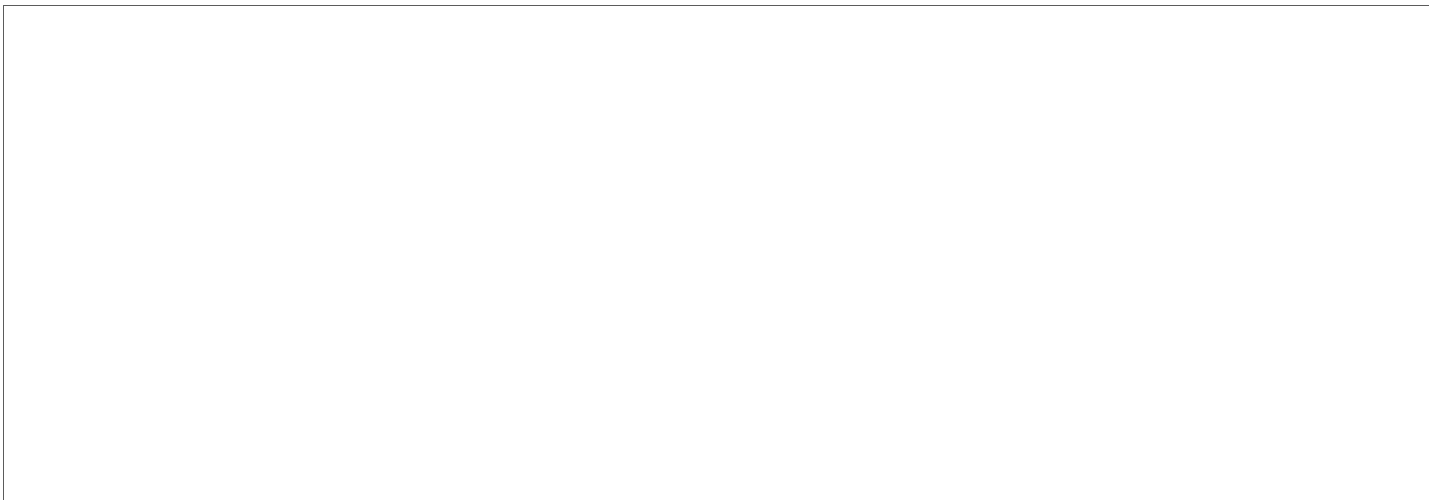
Jim: Please let the Ambassador know the latest from Boeing's D.C. representatives.

Boeing is finalizing a Memorandum of Agreement on the terms of the Boeing-Lion Air deal (to include the number of planes, pricing, delivery dates, and deposit) to be signed by Lion Air CEO and Boeing executives at Bali on the sidelines of the EAS. While the Memorandum is not the final contract, this will move the negotiations forward and enable the final contract to be completed in early to mid-December.

The deal will be for 230 737-max airplanes with an option to purchase an additional 150.  is working to get the final numbers for us, but the deal will be valued at roughly \$22 billion for the 230, and in the \$30s with the options.

B6

B5



SBU  
This email is UNCLASSIFIED.