



899 Cassatt Road, Ste 210
Berwyn, PA, 19312, USA
15th December 2022

Triumph FY'23 AOP Support

Dear Valued Supplier,

At TRIUMPH we are strongly focused on our end of year objectives to deliver Triumph's FY23 AOP in support of our customers' requirements. As TRIUMPH goes through its transformation it is essential that our suppliers can deliver to their commitments as they support the OEM projected rates which are contained herein.

TRIUMPH are reinforcing production activities across our businesses, some of which include:

- 24-month Forecasts
- Extended PO Coverage for Long Lead Components & Raw Materials
- Contractual Buffer stock planning
- On-Time in Full (OTIF) Performance – All PO line items delivered in full to your commitment
 - OTIF Cause Codes to assure both TRIUMPH & Supplier caused delays are addressed in a timely manner
- New Supplier Scorecards that include business impact, Risk, Delivery & Quality Performance
- Updated Supplier Quality Assurance Manual (SQAM) to address cost-of-poor-quality (COPQ)

TRIUMPH recognize that Information sharing will be the catalyst of strengthening relationships at all levels, as the market recovers. We ask that our supply base continue to focus on having available materials, manpower and machine capacity to support TRIUMPH onsite presence when deemed appropriate. We are also asking each supplier to confirm the following actions via return e-mail to ensure readiness:

- Re-confirm current lead-times for all parts under contract with Triumph
- Share your capacity plans to meet TRIUMPH requirements between now and March 31, 2023
- For suppliers with past due parts, provide a line of balance to confirm recovery plans for each part that is currently, or projected to be past-due between now and March 2023.

We thank you for being a committed supplier to TRIUMPH and our customers and look to continued collaboration to work through today's supply chain challenges in the spirit of our "one company, many solutions" operating philosophy. Together, we will TRIUMPH as One Team.

Colin O'Mahoney
TRIUMPH VP Supply Chain

OEM Published Rates



		Published Rate rate projections 11.01.22															
		FY23				FY24				FY25				FY26			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
		CY2022				CY2023				CY2024				CY2025			
		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Airbus																	
A220	MS21 r00*	6.1	6.6	6.6	7.2	7.5	9.2	10.1	10.1	11.6	12.0	12.4	13.1	13.1	13.4	14.0	
A32x*	APPI #132 July 2022	50.0	47.0	50.0	55.0	57.0	58.0	61.3	66.0	66.3	69.3	70.3	71.7	73.3	74.7	75.0	
A350		5.0	4.5	4.5	3.6	5.6	5.6	5.6	6.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0	
A330		2.2	2.2	2.6	2.8	2.8	2.8	3.0	3.3	3.3	3.3	3.3	3.3	3.3	3.3	3.3	
Boeing																	
737 (inc. P8)	R197R1*	24.0	31.0	31.0	31.0	35.7	38.0	40.7	42.0	45.5	47.2	50.7	52.5				
767F	T148	1.5	1.5	1.5	1.7	1.7	1.7	1.7	1.6	1.6	1.6	1.6					
767-2C/KC-46	T148	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3					
777	U76	2.0	2.3	3.0	3.0	3.0	3.0	3.0	2.7	2.3	2.3						
777X	U76							0.7	1.3	1.7	1.7						
787	ZS4RS	1.3	2.0	2.0	3.0	3.0	4.0	4.0	5.0	5.0	6.0	6.0	7.0				

* rate changes as of September

October Changes

- Boeing earnings call guidance indicated that 737MAX shipments for 2022 will be 375 from 425. Did not adjust published rates
- Airbus earnings call reconfirmed above guidance

No Published Rate changes in October