



Updated 06/01/2018

Aircraft	Variable Cost/Hour	Charter Contribution Margin Per/hr	Cabin Height	Cabin Width	Cabin Length	Range (NM) (4 Pax)	Balanced Field Length	Cruise Speed	Cost Per Mile	Aircraft
Hawker 400XP	\$ 1,800	\$ 1,500	4.75	4.92	15.50	1,400	4,700	450	\$3.96	Hawker 400XP
Hawker 400 XPR	\$ 1,400	\$ 1,500	4.75	4.92	15.50	1,900	4,030	447	\$3.23	Hawker 400 XPR
Phenom 100E	\$ 1,200	\$ 1,500	4.94	5.08	11.00	1,200	4,466	371	\$2.95	Phenom 100E
Phenom 300	\$ 1,600	\$ 2,100	4.92	5.08	17.17	2,077	3,643	430	\$3.50	Phenom 300
Hawker 900XP	\$ 2,400	\$ 1,700	5.75	6.00	21.30	2,733	5,258	430	\$5.79	Hawker 900XP
Hawker 800XPi	\$ 2,700	\$ 1,500	5.75	6.00	21.30	2,600	5,200	430	\$6.39	Hawker 800XPi
Cj-2 (winglets)	\$ 1,350	\$ 1,700	5.75	4.83	13.58	1,600	3,810	410	\$3.08	Cj-2 (winglets)
CJ-2+ (winglets)	\$ 1,400	\$ 1,700	4.75	4.83	13.58	1,600	3,810	413	\$3.33	CJ-2+ (winglets)
Citation CJ-3	\$ 1,600	\$ 1,900	4.75	4.83	15.67	1,650	3,440	417	\$3.47	Citation CJ-3
Citation CJ-4	\$ 1,800	\$ 1,950	4.75	4.83	17.30	1,900	3,350	454	\$3.93	Citation CJ-4
Citation CJ-4 (New)	\$ 1,550	\$ 2,100	4.75	4.83	17.30	1,900	3,350	454	\$3.93	Citation CJ-4 (New)
Citation Encore	\$ 1,800	\$ 1,500	4.75	4.83	17.33	1,600	3,900	430	\$4.12	Citation Encore
Citation XLS	\$ 2,100	\$ 1,600	5.70	5.50	18.50	1,900	3,440	433	\$4.71	Citation XLS
Citation Sovereign	\$ 2,150	\$ 1,900	5.70	5.50	25.25	2,700	3,750	459	\$5.55	Citation Sovereign
Citation Sovereign+	\$ 2,000	\$ 2,100	5.70	5.50	25.25	2,850	3,650	459	\$5.00	Citation Sovereign+
Learjet 40XR	\$ 2,050	\$ 1,400	4.92	5.12	17.67	1,800	4,250	436	\$4.53	Learjet 40XR
LearJet 75	\$ 1,850	\$ 1,800	4.92	5.12	19.75	1,900	4,425	436	\$4.23	LearJet 75
LearJet 60XR	\$ 2,150	\$ 1,500	5.71	5.92	17.67	2,100	5,920	436	\$4.77	Learjet 60XR
Learjet 45XR	\$ 2,136	\$ 1,500	4.92	5.17	19.75	1,750	4,550	436	\$4.57	Learjet 45XR
Falcon 50/50EX	\$ 3,400	\$ 1,100	5.90	6.10	23.50	3,200	4,950	459	\$8.64	Falcon 50/50EX
Citation Ultra	\$ 2,100	\$ 900	4.80	4.83	17.50	1,300	3,500	430	\$4.72	Citation Ultra

Variable Cost/Hour Combination of maintenance accruals and fuel cost.

This number will vary depending on current inspection status of target aircraft.

Charter Contribution margin: The difference of estimated net charter rate per hour less variable cost/hour

Gal/per hour
Projected Value:

Fixed Costs:



Gal/ph	Acquisition Price (Est)	Projected Value Next 24 Months	Fixed Costs	125 Flight Hours	Total Costs	Direct Operating Costs (DOC)	Aircraft	250 Charter Hours
222	1.8 MM	-15%	\$454,000	\$ 225,000	\$ 679,000	\$ 2,682	Hawker 400XP	\$ 375,000
183	3.0 MM	-15%	\$454,000	\$ 175,000	\$ 629,000	\$ 2,282	Hawker 400 XPR	\$ 375,000
113	2.8 MM	-5%	\$420,000	\$ 150,000	\$ 570,000	\$ 1,810	Phenom 100E	\$ 375,000
183	5.5 MM	0%	\$454,000	\$ 200,000	\$ 654,000	\$ 1,282	Phenom 300	\$ 525,000
265	4.5 MM	-12%	\$499,800	\$ 300,000	\$ 799,800	\$ 3,248	Hawker 900XP	\$ 425,000
291	2.8 MM	-4%	\$490,000	\$ 337,500	\$ 827,500	\$ 3,870	Hawker 800XPi	\$ 375,000
140	2.9 MM	0%	\$430,000	\$ 168,750	\$ 598,750	\$ 1,640	Cj-2 (winglets)	\$ 425,000
159	3.5 MM	0%	\$430,000	\$ 175,000	\$ 605,000	\$ 1,690	CJ-2+ (winglets)	\$ 425,000
172	4.5 MM	5%	\$430,000	\$ 200,000	\$ 630,000	\$ 1,490	Citation CJ-3	\$ 475,000
209	5.5 MM	0%	\$430,000	\$ 225,000	\$ 655,000	\$ 1,590	Citation CJ-4	\$ 487,500
209	8.6 MM	-10%	\$410,000	\$ 193,750	\$ 603,750	\$ 880	Citation CJ-4 (New)	\$ 525,000
205	2.5 MM	-8%	\$430,000	\$ 225,000	\$ 655,000	\$ 2,490	Citation Encore	\$ 375,000
239	4.2 MM	-8%	\$430,000	\$ 262,500	\$ 692,500	\$ 2,590	Citation XLS	\$ 400,000
281	6.0 MM	-9%	\$460,000	\$ 268,750	\$ 728,750	\$ 2,280	Citation Sovereign	\$ 475,000
274	11 MM	-10%	\$480,000	\$ 250,000	\$ 730,000	\$ 1,890	Citation Sovereign+	\$ 525,000
224	3.7 MM	-3%	\$454,000	\$ 256,250	\$ 710,250	\$ 3,132	Learjet 40XR	\$ 350,000
199	7 MM	-10%	\$454,000	\$ 231,250	\$ 685,250	\$ 2,132	LearJet 75	\$ 450,000
222	4 MM	-3%	\$454,000	\$ 268,750	\$ 722,750	\$ 3,032	Learjet 60XR	\$ 375,000
227	4.5 MM	-3%	\$499,800	\$ 267,000	\$ 766,800	\$ 3,384	Learjet 45XR	\$ 375,000
335	1.9 MM	-1%	\$510,000	\$ 425,000	\$ 935,000	\$5,530	Falcon 50/50EX	\$ 275,000
240	1.0 MM	-5%	\$430,000	\$ 262,500	\$ 692,500	\$ 3,990	Citation Ultra	\$ 225,000

Based on 600 NM flight

This is a subjective number based on the past 24 months performance and current market trends

Includes all costs to have the airplane available for flight with exception of capital.

(Crew, hangar, insurance, WI-FI, onboard avionics subscriptions, flight planning programs, etc.)

This number can vary depending on aircraft geographic location



Net Cost of

Ownership

Notes

\$ 304,000	Great maintenance programs, Old Airframe, Limited Range
\$ 254,000	Factory certified Reconditioned
\$ 195,000	Limited range, modern design, hard to schedule pilot training, support issues
\$ 129,000	Great range, modern design, hard to schedule pilot training, support issues
\$ 374,800	Great maintenance programs, Long Range for class, low capital costs, old airframe
\$ 452,500	Great maintenance programs, Low Capital, old design, good range for class
\$ 173,750	Winglets not yet certified for charter operations
\$ 180,000	Great maintenance programs, modern design, low cost of ownership
\$ 155,000	Great maintenance programs, good range for class, modern design, best in class
\$ 167,500	Great maintenance programs, best range for class, low operating costs
\$ 78,750	2018 New Airplane
\$ 280,000	Great maintenance programs, Low Capital, old design.
\$ 292,500	Great maintenance programs, easy to operate, includes APU, roomy cabin,
\$ 253,750	Great maintenance programs, easy to operate, includes APU, roomy cabin,
\$ 205,000	Great maintenance programs, coast to coast range, hard to schedule pilots for training
\$ 360,250	Price includes BR engines and Primus Elite avionics upgrade
\$ 235,250	Some support issues, good range for class, fast speed, APU, roomy interior with flat floor
\$ 347,750	Some support issues, good range for class, fast speed, APU, roomy interior
\$ 391,800	
\$ 660,000	Low purchase price, long range, large cabin, best for high altitudes
\$ 467,500	Great maintenance programs, short range, comfortable cabin, old airframe