



ESTIMATED VARIABLE COSTS - Per Hour

	Phenom 300	Citation Excel	
Fuel (1)	\$816.57	\$1,186.88	\$-
Fuel Additives	-	-	-
Lubricants	-	-	-
Maintenance Labor (2)	67.89	108.81	-
Parts Airframe/Eng/Avion (3)	78.66	116.39	-
Engine Restoration (4)	267.67	303.00	-
Thrust Reverser Allowance	-	-	-
Propeller Allowance	-	-	-
APU Allowance	-	31.89	-
Major Periodic Maintenance	-	-	-
Misc Exp. - Landing/Parking	-	-	-
- Crew Expenses	-	-	-
- Supplies/Catering	-	-	-
- Carbon Offset (5)	-	-	-
- Other	-	-	-
Fractional Cost/Hour + Tax	-	-	-
Total Variable Cost/Hour	\$1,230.79	\$1,746.97	\$-
Average Speed-Kts. (6) 400-nm trip	392.00	392.00	-
Cost per Nautical Mile	\$3.14	\$4.46	\$-

Cost data in this report is intended to be used as a benchmark

FOOTNOTES - Size of Operation: 1 - 2 Aircraft

Date: 3/5/2012

Currency: \$

Type of Operation:

Corporate

Corporate

1. Fuel Cost	4.50	4.50	-
Gallons/Hour Blk Fuel/Flt Time +15%	181	264	-
2. Maint. Labor Cost per Hour	93	93	-
Maint. Hours/Flight Hours	0.73	1.17	-
3. Incl. Engine Parts Cost	No	No	
Engine Model	PW535E	PW545C	
Aircraft Model Year	New	2004	
4. Overhaul Cost Source	JSSI Prem09	JSSI Prem09	
5. CO2 Cost Per Tonne	-	-	-
6. Block Speed Source	Mftr Data	Mftr Data	



ANNUAL FIXED COSTS

	Phenom 300	Citation Excel	
Crew salaries - Captain (7)	\$90,000	\$109,400	\$-
- Co Pilot	-	75,000	-
- Flt Attendant	-	-	-
- Flt Eng/Other	-	-	-
- Benefits	22,500	46,100	-
Hangar - Typical	37,900	39,600	-
Insurance - Hull (8)	24,420	18,300	-
Single Limit Liability	11,250	11,250	-
Recurrent Training	11,600	31,200	-
Aircraft Modernization (9)	20,000	35,000	-
Navigation Chart Service	4,429	4,429	-
Refurbishing (10)	16,740	26,040	-
Computer Mx. Program (11)	2,700	2,700	-
Weather Service (12)	700	700	-
Other Fixed Costs	-	-	-
Mgmt Fee/Yr + Tax	-	-	-
Total Fixed Cost/Year	\$242,239	\$399,719	\$-

Cost data in this report is intended to be used as a benchmark

FOOTNOTES - Size of Operation: 1 - 2 Aircraft

Date: 3/5/2012

Currency: \$

7. Crew Salary Source	09 NBAA	09 NBAA	
Number of Crew	1	2	-
8. Ins Hull Value/Frac Share Cost	8,140,000	6,100,000	-
Hull Insurance Rate (%)	0.30	0.30	-
9. Modernization	10 Yr Avg	10 Yr Avg	
10. Refurbish Labor Hrs/Seat	30	40	-
11. Comp. Mx Program Source	Typical	Typical	
12. Weather Service Source	Typical	Typical	



ANNUAL BUDGET

	Phenom 300	Citation Excel	
Utilization - Nt. Miles	98,010	98,010	-
- Hours	250	250	-
Variable Cost	307,698	436,742	-
Fixed Cost	242,239	399,719	-
Total Cost (No Depreciation)	\$549,937	\$836,461	\$-
- Per Hour	2,200.00	3,346.00	-
- Per Nt. Mile	5.61	8.53	-
- Per Seat Nt. Mile	0.94	1.22	-
Total Cost (No Depreciation)	549,937	836,461	-
Book Depreciation (13)	814,000	610,000	-
Total Cost (Book Dep)	\$1,363,937	\$1,446,461	\$-
- Per Hour	5,456.00	5,786.00	-
- Per Nt. Mile	13.92	14.76	-
- Per Seat Nt. Mile	2.32	2.11	-
Total Cost (No Depreciation)	549,937	836,461	-
Market Depreciation (14)	325,600	244,000	-
Total Cost (Market Dep.)	\$875,537	\$1,080,461	\$-
- Per Hour	3,502.00	4,322.00	-
- Per Nt. Mile	8.93	11.02	-
- Per Seat Nt. Mile	1.49	1.57	-

Cost data in this report is intended to be used as a benchmark

Footnotes - Size of Operation: 1 - 2 Aircraft

Date: 3/5/2012

Currency: \$

13. Book Depreciation Rate	10% per yr	10% per yr	
14. Market Depreciation Rate	4.00	4.00	-



GENERAL COMPARISON

	Phenom 300	Citation Excel	
Cabin-Height (Ft.)	4.92	5.70	-
- Width	5.08	5.50	-
- Length	17.17	18.50	-
Cabin volume (Cu. Ft.)	325.00	461.00	-
Cabin Door Height (Ft.)	4.86	4.54	-
- Width	2.38	2.00	-
Baggage -Int. (Cu.Ft.)	11.00	10.00	-
- External	74.00	80.00	-
Typical Crew/Pass Seating	1/6	2/7	
Weight-Max Take-off (Lbs.)	17,968	20,000	-
- Maximum Landing	16,865	18,700	-
- Basic Operating	11,583	12,500	-
- Usable Fuel	5,343	6,740	-
Payload-Full Fuel (Lbs.)	1,142	960	-
- Maximum	2,416	2,500	-
Certified/IFR Certified	Yes/Yes	Yes/Yes	
Price - New (Corporate)/1000	8,140	10,270	-
- Pre Owned Rng/1000	7,500/7,500	4,300/6,100	
- Years Produced	2009 - 0	1998 - 2004	

PERFORMANCE COMPARISON

	Phenom 300	Citation Excel	
Range-NBAA IFR Res (N.Mi.)			
Seats Full	1,921	1,449	-
Ferry Range - (Pilot(s) only, no pax)	2,080	1,839	-
Range-30 Min. Res (N.Mi.)			
Seats Full	-	-	-
Ferry Range - (Pilot(s) only, no pax)	-	-	-
Balanced Field Length (Ft.)	4,173	4,060	-
Landing Distance - FAR 121	4,370	4,994	-
Rate Of Climb (Ft/Min)	4,050	3,790	-
- One Engine Out	1,026	699	-
Cruise Speed-Max (KTAS)	453	433	-
- Normal	453	433	-
- Long Range	-	373	-
Stall Speed (IAS)	-	81	-
Ceiling-Service MTOW (Ft.)	45,000	44,000	-
- Service OEI	30,939	28,600	-
- Hover IGE (Helicopter Only)	-	-	-
- Hover OGE (Helicopter Only)	-	-	-