



ESTIMATED VARIABLE COSTS - Per Hour

	Falcon 2000	Citation Sovereign	
Fuel (1)	\$1,456.53	\$1,355.03	\$-
Fuel Additives	-	-	-
Lubricants	-	-	-
Maintenance Labor (2)	175.77	119.04	-
Parts Airframe/Eng/Avion (3)	159.87	135.35	-
Engine Restoration (4)	527.38	402.11	-
Thrust Reverser Allowance	-	-	-
Propeller Allowance	-	-	-
APU Allowance	56.45	32.86	-
Major Periodic Maintenance	-	-	-
Misc Exp. - Landing/Parking	50.00	50.00	-
- Crew Expenses	-	-	-
- Supplies/Catering	-	-	-
- Carbon Offset (5)	-	-	-
- Other	-	-	-
Fractional Cost/Hour + Tax	-	-	-
Total Variable Cost/Hour	\$2,425.99	\$2,094.38	\$-
Average Speed-Kts. (6) 500-nm trip	422.00	406.00	-
Cost per Nautical Mile	\$5.75	\$5.16	\$-

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

FOOTNOTES - Size of Operation: 1 - 2 Aircraft

Date: 3/7/2012

Currency: \$

Type of Operation:

Corporate

Corporate

1. Fuel Cost	5.00	5.00	-
Gallons/Hour Blk Fuel/Flt Time +15%	291	271	-
2. Maint. Labor Cost per Hour	93	93	-
Maint. Hours/Flight Hours	1.89	1.28	-
3. Incl. Engine Parts Cost	No	No	
Engine Model	CFE 738-1-1B	PW306C	
Aircraft Model Year	2007	New	
4. Overhaul Cost Source	JSSI Prem09	JSSI Prem09	
5. CO2 Cost Per Tonne	-	-	-
6. Block Speed Source	Mftr Data	Mftr Data	



ANNUAL FIXED COSTS

	Falcon 2000	Citation Sovereign	
Crew salaries - Captain (7)	\$135,000	\$109,400	\$-
- Co Pilot	83,000	75,000	-
- Flt Attendant	-	-	-
- Flt Eng/Other	-	-	-
- Benefits	54,500	46,100	-
Hangar - Typical	57,600	55,000	-
Insurance - Hull (8)	31,450	29,937	-
Single Limit Liability	17,750	11,250	-
Recurrent Training	52,000	48,600	-
Aircraft Modernization (9)	50,000	23,333	-
Navigation Chart Service	17,290	4,429	-
Refurbishing (10)	78,120	33,480	-
Computer Mx. Program (11)	10,500	2,700	-
Weather Service (12)	700	700	-
Other Fixed Costs	-	-	-
Mgmt Fee/Yr + Tax	-	-	-
Total Fixed Cost/Year	\$587,910	\$439,929	\$-

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

FOOTNOTES - Size of Operation: 1 - 2 Aircraft

Date: 3/7/2012

Currency: \$

7. Crew Salary Source	09 NBAA	09 NBAA	
Number of Crew	3	2	-
8. Ins Hull Value/Frac Share Cost	18,500,000	17,610,000	-
Hull Insurance Rate (%)	0.17	0.17	-
9. Modernization	10 Yr Avg	10 Yr Avg	
10. Refurbish Labor Hrs/Seat	105	40	-
11. Comp. Mx Program Source	Typical	Typical	
12. Weather Service Source	Typical	Typical	



ANNUAL BUDGET

	Falcon 2000	Citation Sovereign	
Utilization - Nt. Miles	106,000	102,000	-
- Hours	251	251	-
Variable Cost	608,924	525,690	-
Fixed Cost	587,910	439,929	-
Total Cost (No Depreciation)	\$1,196,834	\$965,619	\$-
- Per Hour	4,768.00	3,847.00	-
- Per Nt. Mile	11.29	9.47	-
- Per Seat Nt. Mile	1.41	1.05	-
Total Cost (No Depreciation)	1,196,834	965,619	-
Book Depreciation (13)	1,850,000	1,761,000	-
Total Cost (Book Dep)	\$3,046,834	\$2,726,619	\$-
- Per Hour	12,139.00	10,863.00	-
- Per Nt. Mile	28.74	26.73	-
- Per Seat Nt. Mile	3.59	2.97	-
Total Cost (No Depreciation)	1,196,834	965,619	-
Market Depreciation (14)	740,000	704,400	-
Total Cost (Market Dep.)	\$1,936,834	\$1,670,019	\$-
- Per Hour	7,716.00	6,653.00	-
- Per Nt. Mile	18.27	16.37	-
- Per Seat Nt. Mile	2.28	1.82	-

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Footnotes - Size of Operation: 1 - 2 Aircraft

Date: 3/7/2012

Currency: \$

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



GENERAL COMPARISON

	Falcon 2000	Citation Sovereign	
Cabin-Height (Ft.)	6.20	5.70	-
- Width	7.70	5.50	-
- Length	26.30	25.25	-
Cabin volume (Cu. Ft.)	1,024.00	620.00	-
Cabin Door Height (Ft.)	5.60	4.58	-
- Width	2.60	2.50	-
Baggage -Int. (Cu.Ft.)	134.00	35.00	-
- External	-	100.00	-
Typical Crew/Pass Seating	3/8	2/9	
Weight-Max Take-off (Lbs.)	35,800	30,300	-
- Maximum Landing	33,000	27,100	-
- Basic Operating	22,750	18,150	-
- Usable Fuel	12,155	11,216	-
Payload-Full Fuel (Lbs.)	1,095	1,184	-
- Maximum	5,910	2,650	-
Certified/IFR Certified	Yes/Yes	Yes/Yes	
Price - New (Corporate)/1000	24,600	17,610	-
- Pre Owned Rng/1000	10,500/18,500	10,700/17,000	
- Years Produced	1995 - 2007	2004 - to present	

PERFORMANCE COMPARISON

	Falcon 2000	Citation Sovereign	
Range-NBAA IFR Res (N.Mi.)			
Seats Full	2,975	2,643	-
Ferry Range - (Pilot(s) only, no pax)	3,130	3,021	-
Range-30 Min. Res (N.Mi.)			
Seats Full	-	-	-
Ferry Range - (Pilot(s) only, no pax)	-	-	-
Balanced Field Length (Ft.)	5,440	3,813	-
Landing Distance - FAR 121	4,300	3,795	-
Rate Of Climb (Ft/Min)	3,730	4,016	-
- One Engine Out	377	1,237	-
Cruise Speed-Max (KTAS)	475	459	-
- Normal	459	459	-
- Long Range	430	388	-
Stall Speed (IAS)	85	-	-
Ceiling-Service MTOW (Ft.)	44,500	43,000	-
- Service OEI	27,400	27,560	-
- Hover IGE (Helicopter Only)	-	-	-
- Hover OGE (Helicopter Only)	-	-	-