



Eclipse 500 Total Operating Costs Compared to Other Aircraft

500 Flight Hours per Year
Initial Three-Year Average Cost Analysis

ECLIPSE
AVIATION

ACQUISITION COSTS											
	Eclipse 500 in JetComplete	Cessna Mustang	Embraer Phenom 100	Honda HondaJet	Diamond D-Jet	Piper PiperJet	Beechcraft Baron G58	Piper Malibu Mirage	Piper Meridian	Beechcraft King Air C90GTi	EADS Socata TBM 850
Published Price	\$2,150,000	\$2,395,000	\$2,980,000	\$3,650,000	\$1,380,000	\$2,199,000	\$1,078,450	\$1,141,500	\$1,915,000	\$2,951,750	\$2,850,000
Month & Year of Published Price Point	June 2008	August 2002	January 2005	October 2006	July 2006	October 2006	May 2007	May 2007	May 2007	May 2007	May 2007
Actual Price in June 2008	\$2,150,000	\$2,792,000	\$3,387,000	\$3,923,286	\$1,474,000	\$2,374,000	\$1,126,000	\$1,193,000	\$2,002,000	\$3,083,000	\$2,977,000

OPERATING COSTS											
	Eclipse 500 in JetComplete	Cessna Mustang	Embraer Phenom 100	Honda HondaJet	Diamond D-Jet	Piper PiperJet	Beechcraft Baron G58	Piper Malibu Mirage	Piper Meridian	Beechcraft King Air C90GTi	EADS Socata TBM 850
Eclipse 500 JetComplete Hourly Rate	\$149.00	No Similar Program Available	No Similar Program Available	No Similar Program Available	No Similar Program Available	No Similar Program Available	No Similar Program Available	No Similar Program Available	No Similar Program Available	No Similar Program Available	No Similar Program Available
Variable Costs per Flight Hour											
Fuel (\$4.00 JetComplete / \$4.40 not enrolled)	\$224.00	\$396.00	\$462.00				\$154.00	\$114.57	\$172.30	\$403.35	\$317.20
Scheduled & Unscheduled Maintenance (airframe, avionics and engines)											
Parts (including shipping)	Included	\$57.85	\$43.98				\$34.60	\$23.19	\$32.47	\$68.65	\$48.18
Labor	Included	\$91.00	\$52.92				\$47.88	\$43.20	\$58.80	\$81.48	\$63.00
Propeller Overhaul	N/A	N/A	N/A				\$2.51	\$2.68	\$2.81	\$5.38	\$2.50
Total Variable Costs per Flight Hour	\$224.00	\$544.85	\$558.90				\$238.99	\$183.64	\$266.38	\$558.86	\$430.88
Annual Fixed Costs											
Insurance	\$32,000	\$40,000	\$40,000				\$31,861	\$22,295	\$34,579	\$31,985	\$30,925
Jeppesen Electronic NavData and Approach Charts	Included	\$1,961	\$1,961				\$1,961	\$1,961	\$1,961	\$1,961	\$1,961
XM WX Satellite Weather Aviator Edition	Included	\$600	\$600				\$600	\$600	\$600	\$600	\$600
Recurrent Training	Included	\$9,900	\$9,900				\$5,900	\$3,700	\$5,300	\$16,600	\$5,300
OneCall AOG Service*	Included										
Flight Support*	Included										
Automated Aircraft Systems Trending and Monitoring*	Included										
Rental Engine Liability Insurance (\$10M coverage)	Included	\$20,500**	\$20,500**				\$20,500**	\$20,500**	\$20,500**	\$20,500**	\$20,500**
Safety-of-Flight Service Bulletins	Included										
Enhanced Operator's Web Site Functionality*	Included										
Total Fixed Costs per Year	\$32,000	\$72,961	\$72,961				\$60,822	\$49,056	\$62,940	\$71,646	\$59,286
Total Fixed Costs per Hour	\$64.00	\$145.92	\$145.92				\$121.64	\$98.11	\$125.88	\$143.29	\$118.57
TOTAL OPERATING COSTS PER HOUR	\$437.00	\$690.77	\$704.82				\$360.63	\$281.75	\$392.26	\$702.15	\$549.45

Notes:

- (1) Inflation is calculated through April 2008 using actual CPI-W.
- (2) Cessna Mustang price escalated from September 2002 to November 2007 as described in Citation Mustang Preferential Price and Preferred Delivery Agreement.
- (3) Baron G58, Mirage, Meridian, King Air C90GTi and TBM 850 prices as published in May 2007 Business & Commercial Aviation. We assumed prices will increase at projected CPI-W.
- (4) Operating Cost estimate for Cessna Mustang derived from marketing information, Conklin & de Decker, The Aircraft Cost Evaluator, Spring 2008 and quotes from service providers.
- (5) Operating Cost estimates for Baron 58 and Malibu Mirage derived from Conklin & de Decker, The Aircraft Cost Evaluator, Spring 2008 and quotes from service providers.
- (6) Fuel cost based upon \$4.40 per gallon for full retail customers and an assumed discount for Eclipse customers enrolled in JetComplete.
- (7) Eclipse 500 fuel costs assumes \$0.40 discount per gallon when enrolled in JetComplete.
- (8) Insurance premium estimated for a 1000 hour total time pilot and \$1M liability with a substantial discount exclusively available to Eclipse 500 operators enrolled in JetComplete (actual discount will vary).

- * These offerings are exclusive to JetComplete customers
- ** \$20,500 estimated annual value for services

JetComplete Terms & Conditions:

- (1) The JetComplete program offerings and prices contained herein are subject to change at any time without notice until signing of the JetComplete agreement, at which time prices are fixed for the program term. Prices do not include applicable taxes.
- (2) A three (3) year commitment is required. A minimum of 300 flight hours during the three year program is required. The program is limited to a maximum of 3,000 flight hours for three years.
- (3) Program is valid for "N" numbered aircraft operated in the continental (48) states.
- (4) Prices are valid only for enrollment of new aircraft at the time of initial delivery.