



SAT Aircraft Characteristics to be used for Demand Calculation

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T1.2.1 SMALL AIR TRANSPORT AIRCRAFT CHARACTERISTICS TO BE USED FOR DEMAND CALCULATION

INPUT DATA FOR TASK T.1.2 Demand of Small Air Transport Aircraft

Organization name of lead contractor for this deliverable: **Institute of Aviation**

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1 INTRODUCTION

In 2006 The European Commission funded a SSA project named “European Personal Air Transportation System – Study” – acronym EPATS under Framework Programme 6. The EPATS project investigated an alternative to road transport means for business travellers by offering a personal air transport system on distances longer than 200 km.

EPATS as a segment of high-speed transport market, which serves local and interregional low traffic connections consists of the three main parts: **Aircraft** (small 4 to 19 seater - piston, turboprop, jet); **Infrastructure** (on the ground and in the air - Regional Airports + ATM/ATC services integrated in SESAR for Small Aircraft) and **Informatized logistic network** (working on the basis of SESAR’s System Wide Information Management).

Project has executed in period January 2007 up to June 2008. Deliverables and Reports can be found on webpage <http://www.epats.eu/>.

Main results of EPATS project are defining potential Market in Europe for EPATS services in 2020. Using the methodology based on the generalized cost concept for business travellers the EPATS project concluded that the potential transfer of traffic from road to Small Air Transport would reach **40 million flight movements** using around **90.000 personal aircraft in Europe** in 2020.

The figures was cited as a number of opportunities for new air transport vehicles in ACARE background document - “Beyond Vision 2020 (Towards 2050)” and also in bibliography to the document EPATS Deliverable “D2.1 potential transfer of passenger demand to personal aviation by 2020” can be found.

This aeronautical strategy documents and also the Agenda for Sustainable Future in Business and General Aviation (recommended by the EU Parliament Resolution on 3rd February 2009) need “to improve the understanding of the commercial role that small-size aircraft operating on scheduled or non-scheduled flights can play as a component of the Air Transport System, in order to satisfy the needs of transportation in regions where transport networks (especially surface transport) are underdeveloped”. This clause was taken from framework of FP7-AERONAUTICS and AIR TRANSPORT (AAT)-2010-RTD-1 Topic AAT.2010.7-12 “Assessing and further developing the role of small aircraft in the air transport system”.

Therefore 14 partners from 9 European countries representing Industry, Research, Academia, and SMEs (with wide spectrum of expertise) decided to prepare proposal which will be fit to above mentioned Topic and will explore deeply EPATS subjects.

The project use CSA-CA financial tool and it title is “Small Air Transport – Roadmap” acronym SAT-Rdmp. It started in January 2011 and will last up to June 2012.

Main issues of the SAT-Rdmp study (CSA-SA) proposal are:

- **Definition of a common vision** of the small aircraft transport system for inter-regional mobility and redefining demand, through the identification of the corresponding

requirements. The requirements will identify the technology needs and regulatory issues to be addressed.

- **Definition of a business case** compliant with the identified requirements which describes the relations among all the system's components.
- **Assessment of current capabilities** versus the ATS demand, collection of previous results and involvement of the stakeholders in Europe among all actors (manufacturers, research establishment, EASA, airspace users, infrastructure providers, airport managers, small aircraft service providers).
- **Definition of a roadmap to fill the technology/regulatory/operative gaps** in order to fulfil the requirements considering the current capabilities. Identification of dissemination actions and establishment of a network of stakeholders.
- **Assessment of risks and benefits** of the identified new system's concept.

Very important issue is exploration Small Air Transport System for interregional mobility and redefining demand. This work are foreseen in sub-task 1.2:

Task 1.2: Small Air Transport Aircraft Demand (M3S+BUTE+IoA+DUT+PIAGGIO)

In this subtask the demand for the use of Small Aircraft in the Air Transport System will be evaluated. A demand model will be adopted in front of different scenarios and considering uncertainty of input parameters.

Thus the activity performed in this subtask can be summarized as follows:

- Identification of the available inputs for the demand model;
- State-of-art of applicable demand models (revision of the relevant demand modelling techniques, also the one made for the EPATS project);
- Refinement of the demand model made in the EPATS project with socio-economic factors;
- Running of the new demand formula through a Monte-Carlo simulation in order to get the probability of the occurrence of the demand estimation results;
- Demand estimation in chosen considered scenario;
- Sensitivity analysis in order to analyse the impact of each input parameter on the model's outcome, such as the effect of fuel price increase on the demand of the Small Air Transport aircraft;

A demand model outcome will consist of: required capacity such as number of aircraft per a specific time interval, type of aircraft (Passengers and Regional Carriers, Non scheduled, Air Taxi, General Aviation), geographical area allocation, required airports and related facilities specifying Air Traffic Volume and Fuel Flowage.

This document “T1.2.1 SMALL AIR TRANSPORT AIRCRAFT CHARACTERISTICS TO BE USED FOR DEMAND CALCULATION” defined input data for Task T.1.2 “Demand of Small Air Transport Aircraft”.

2 DEFINITIONS AND EXPLANATIONS

Cost estimation is based on algorithm and data included in *Conclin&deDecker* “Life Cycle Cost” Program. Besides specification of current passenger air transport market the estimation takes into consideration systemic and network character of projected Small Aircraft Transport System both in technical and economic fields.

Total utilization costs can be divided into three main groups:

1. Variable costs
2. Fixed Costs
3. Other Costs

All of them consist of direct and indirect operating costs.

Key assumptions:

- Aircraft operated by specified company. Expected type and operator’s activity profile resulted from process analysis or/and discussion of PPs. Other assumptions concerning this issue listed below.
- Maximum reduction of fixed cost share was considered as one of the most important priority concerning company mission profile definition.
- Expected length of aircraft utilization process estimated at 20 years.
- Purchase is assumed as a main aircraft acquisition method.
- Average annual flight hours – 3 scenarios: 500FH/YR, 1000 FH/YR and 1500FH/YR
- Average mission distance: For piston aircraft (ACP-1 and ACP-2) – 300km, for turboprop engine (ACT-1 and ACT-2) – 600km and 900km in case of jet engine aircraft (ACJ-1 and ACJ-2).

Variable costs

Fuel costs

Estimation based on average hourly fuel consumption during typical mission. Assumed fuel price – retail price reduced by 10% (in wholesale):

- JETA-1 – EUR 1,00 and
- AVGAS 100LL – EUR 1,36.

Calculation based on average retail price in October 2010 in Poland.

CO₂ Offset Cost

It is proportional to fuel burnt according to the relation included in *Conclin&deDecker* software:

$$CO_{2Cost} = F_{Flow} * 2,55 / 1000 * C_{2Price}$$

Currently air transport is not included in “Emission Trading Scheme”. The situation will change with the beginning of 2012 when ETS will cover air transport as well. Nevertheless it is claimed that due to ETS exclusions Small Aircraft Transport System will not be charged with CO₂ offset cost¹.

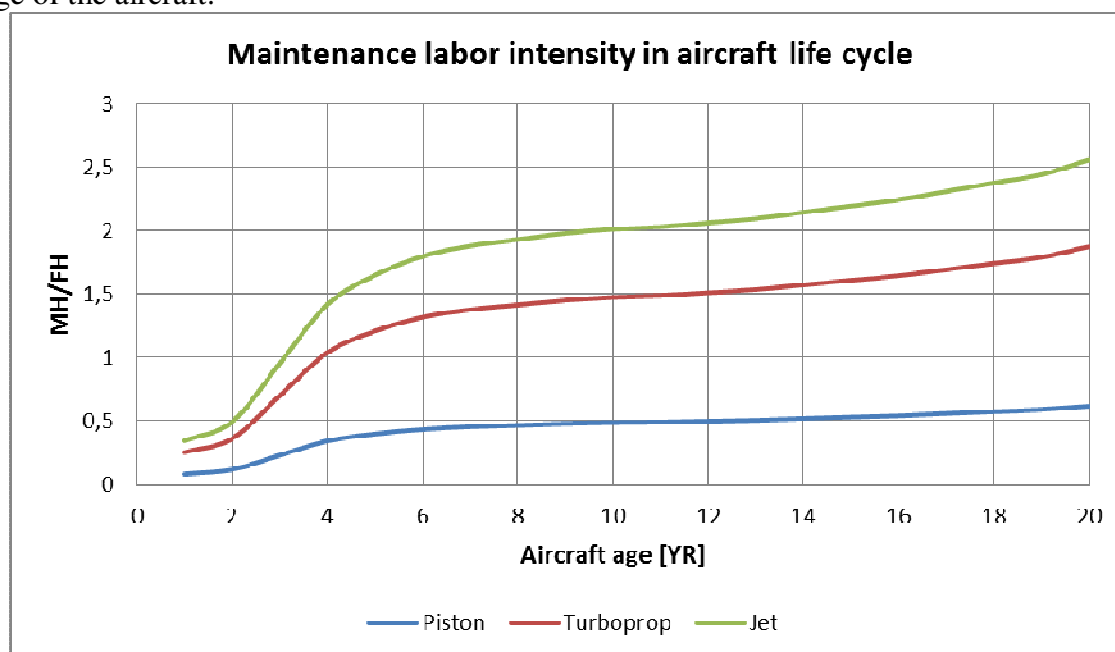
¹ According to 2006/101/EC amongst others the activity shall not include: flight performed by aircraft with a certified maximum take-off mass of less than 5700 kg, flights performed in the framework of public service obligation and operators which operate fewer than 243 flights per period for three consecutive three-month periods or flights with total annual emission lower than 10000 tonnes per year (for twin-engine VLJ it is equivalent of 16000 flight hours per year, for single-engine piston aircraft it means about 56000 FH/YR)

Maintenance Labor Costs

It resulted from the cost of labor hour and number of necessary maintenance hours which is dependent on annual flight hours (by value of MH/FH factor) and age of operated aircraft (by “*Cumulative Aging Factor*”).

It is expected that in larger carriers, integrators or even only aircraft operators maintenance workers employed full time without regard to interim demand on his work and acquiring all necessary approvals will be more preferable solution than outsourcing. Mostly due to the risk of leak of important for company’s competitive position information.

Estimated Maintenance hour per one flight hour piston, turboprop and jet airplanes as a function of age of the aircraft.



Spare Parts Costs

This component varies with age of aircraft. Mostly due to change of *Cumulative Aging Factor* and length of warranty period. It is assumed that cost associated with spare parts are about 50% lower during the warranty period.

Inspections Costs

Estimated total inspections cost dependent on their price and intervals (which can be counted in flight hours, months or start and landing cycles). Additionally inspection costs are multiplied by *Cumulative Aging Factor* – increase with aircraft age.

Engine Restoral Cost

The cost of engine overhauls. Cost resulted from number of engines, overhaul price and frequency (TBO) but as well as length and range of producer’s warranty.

Other components overhauls and life limited parts costs

Total cost of overhauls of remain major aircraft components. Amongst other brakes, propeller, tires. The cost is a result of specific characteristics particular aircraft components.

In order to obtain one unit – EUR/FH costs expressed in EUR/months or EUR/cycles are converted by assumption of average flight distance and annual number of operating flight hours (presented above).

Unscheduled maintenance cost

It is predicted that unscheduled maintenance cost will equal to about 10% of total aircraft maintenance costs.

Landing fees

Cost charged by airport operators including start and landing procedure as well as ground service, passenger service and fees resulted from noise restrictions. Polish regional airport market analysis resulted in conclusion that total charges concerning landing and start operations as well as ground services and noise charge are equal to about EUR 17,00 per one ton of MTOW. Passenger service in EPATS transport system does not involve large investment thus it is highly expected that passenger charge will vary about EUR 8,00 per passenger.

Route and terminal charges

Average adjusted unit rates (AUR) in the European Union is about EUR 57. Route charge (RC) is calculated according to EUROCONTROL equation²:

$$RC [EUR] = AUR * Dis * (1/50 * MTOW)^{0.5}$$

Where:

Dis [km] – distance between origin and destination airports expressed in hundreds of kilometers and reduced by 20 km for every start and landing operation. In this analysis *Dis* is an average mission distance mentioned above and reduced by 40 kilometers.

Average in UE Terminal charges (TC) is calculated according to the EUROCONTROL equation:

$$TC [EUR] = AUR * (MTOW)^{0.7}$$

It is expected that small piston aircraft will have possibility to flight in uncontrolled area. Both jet and turboprop aircraft will have to pay route charge. All types of EPATS aircraft will be obliged to pay terminal charge. Nevertheless, according to 1794/2006 Members State shall exempt from en route and terminal charges flights performed by aircraft of which maximum take-off weight authorized is less than two metric tons.

Crew expenses

Costs associated with crew travelling allowances. Generally it is expected that in most cases crew will end their working day at the place (airport) where they will be employed. Thus it is predicted that crew expenses cost will not appear.

² According to regulation included in *Commission Regulation (EC) No 1794/2006 of 6 December 2006 laying down a common charging scheme for air navigation services.*

Fixed costs

Salary costs

Costs concerning pilots, airworthiness specialists, maintenance technicians and unskilled workers' salaries. Data included in *Conclin&deDecker* software are based on *Business Aviation Association* resources.

Data related to the European market indicate that average European pilots salary is about 30 percent lower, both for captain and first officer³.

Maintenance technicians earn in Poland between 20 and 40 thousand of Euro per year. It is predicted that average EPATS technician salary will be about 30 thousand of Euro per year.

Airworthiness specialists' salary in Poland varies between 10 thousand and 30 thousand of Euro yearly. It is predicted that they salaries will equal to about 25 thousand of Euro.

Remain labor workers – unskilled, mainly employed in order to maintain passenger cabin, clean, perform minor repairs etc. It is expected that their wages will amount to about 7 thousand of Euro per year.

Other issue is number of workers necessary to realize company's mission. According to current regulation maximum flight duration of crew members cannot exceed 900 hours per year and 100 hours per month. It is assumed that number of crews is directly proportional to airplane yearly flight hours (including part-time employment).

Number of maintenance technician depends on fleet structure - number of aircraft (types), fleet ages and intensity of utilization as well. Number of technicians (or their working time) is resulted from MH/FH factor specified for each aircraft. For piston aircraft any increase of 500 flight hours per year implies additional part-time (one-third) maintenance technician.

It is predicted that one airworthiness specialist will be able to conduct operation process of not more than two types or two makes of aircraft at the same time. Thus it is assumed that one aircraft will involve half-time airworthiness specialist.

Unskilled staff size is resulted from total number of fleet passenger seat. According to *Conclin&deDecker* assumptions one seat in piston aircraft require about 10 hours of work per year, one seat in turboprop and jet aircraft 20 and 30 hours per year respectively. Half-time per aircraft is added for usual clean service.

Additionally for entire staff it is predicted benefits equal to about 10% of salary.

Hangar costs

According to small airport offer it is assumed that for smaller aircraft it is about EUR 400 (4-6 seats) per month. For larger about EUR 800.

Liability insurance cost

Insurance cost is partly resulted from European regulation included in 785/2004/EU defining minimal amount for which every passenger and third party should be insured. According to it for EPATS aircraft it will be sum between 3 and 18 million of SDR per seat for passengers and third party. At the end of 2009 in Poland the amount of insurance contribution for 11th risk group was equal to 0,041%. Estimated liability insurance cost is the product of insurance contribution and amount of compensation.

³ Information based on author's market reconnaissance.

Hull insurance cost

Mainly due to market size it is assumed that hull insurance for EPATS aircraft will be higher by 10% than the rates in the USA (included in *Conclin&deDecker* database). It is confirmed by offer received from Polish insurance agent.

Training cost

Due to difficulties in the cost estimation in Europe it is assumed the same values as included in *Conclin&deDecker* (specified for every aircraft).

Registration and legalization of transport activity costs

In Poland estimated cost concerning obtaining all necessary permissions and licensees is equal to 1000 Euro per year per aircraft (average yearly cost in 20 year period).

Modernization cost

It mainly related to updating and upgrading of avionic systems and optional service bulletins. According to *Conclin&deDecker* database for piston aircraft it is about 500 Euro per year for new aircraft and 2500 for older than 10 years. For other types of aircraft it is between 15 thousand of Euro for new ones and 40 thousand of Euro for older than 10 years ones.

Passenger cabin maintenance costs

Cost of cleaning equipment. It is assumed that the cost will not exceed 250 euro per year per aircraft.

Other Costs

Aircraft Purchase cost

Cost of Aircraft purchase reduced by aircraft residual value. After twenty-year period average residual value for piston aircraft is equal to 16 percent, turboprop 18 percent and for jet aircraft 32 percent of purchase price.

Operation overhead and administrative overhead costs

It is assumed that each of mentioned above cost is equal to about 15 percent of total variable cost plus fixed cost.

3 SAT AIRCRAFT CLASSIFICATION AND USE CATEGORIES

3.1 CLASSES OF SAT AIRCRAFT

Small Air Transport airplanes – class division

Table 1

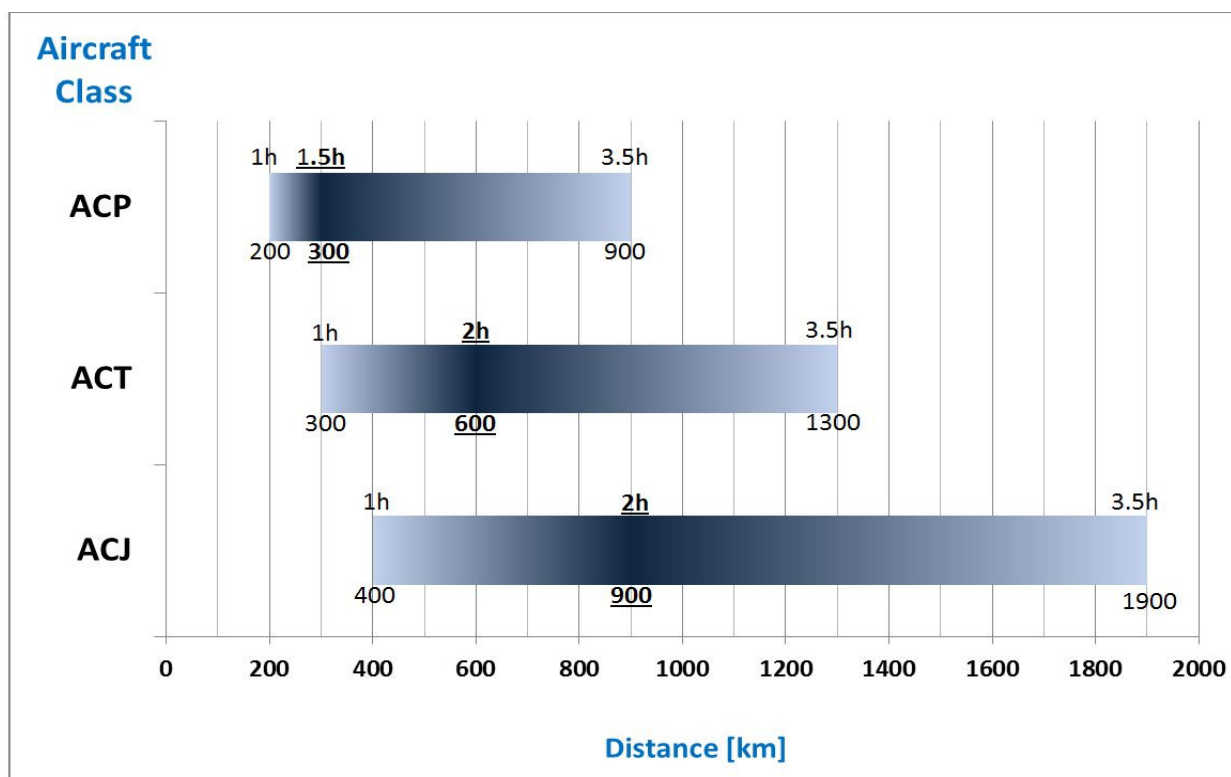
ID	Aircraft Class Description
ACP	Piston engine powered airplanes with a passenger seating 9 or fewer and a maximum weight up to 5670 kg,
ACT	Turboprop airplanes with a passenger seating of 19 or less and a maximum weight up to 8618 kg,
ACJ	Jet airplanes with a passenger seating 11 or less and a maximum weight up to 7600 kg

Small Air Transport airplanes – subclass division

Table 2

ID	Characteristic	Destination - Mission
ACP-1	Single-engine Piston powered airplane.	Private and business travel, air-taxi service available on request, a short distance, middle class of service,
ACP-2	Multi-engine Piston powered airplane.	Air-taxi on demand, a short distance, middle class of service,
ACT-1	Single- Multi- engine Turboprop powered airplane	Business and private travel, air-taxi service on demand; available to the majority of the population,
ACT-2	Multi-engine Turboprop powered airplane	Commuter according to flight schedules and on demand, for small passenger flows and a variety of routes; available for most of the population,
ACJ-1	Very Light Jet (<5000 kg)	Corporate travel, business and private travel, air-taxi service on demand; for passengers with significant time value,
ACJ-2	Light Jet (<7600 kg)	Commuter on request and according to flight schedules, corporate, business and private travel, high class service for passengers with an very high value of time.

3.2 DISTRIBUTION OF PROJECTED RANGE OF SERVICE FOR THE CLASSES OF AIRPLANES



3.3 OPERATIONAL COSTS

Methodology of costs estimation based on algorithms included in *Conclin&deDecker "Life Cycle Cost"* program, 2009.

Main assumptions from above:

1. Years of operation – 20
2. Annual flight hours : 500, 1000, 1500 FH/YR
3. Average distance:
 - a. ACP – 300 km
 - b. ACT - 900 km
 - c. ACJ - 1 200 km
4. Fuel price – retail price (PETROLOT- October 2010) reduced by 10%
5. Pilot salaries equal to 70% of USA pilot salaries.
6. Table 3 presents average cost of one flight hour in entire twenty-year utilization period
7. Tables 4 to 21 provide particular information concerning change of operational cost in function of aircraft age. For cost calculation the data can be extended with impact of external economic conditions amongst other oil price forecast, projected salaries change and expected cost of insurance.

8. Additionally for 2020 cost calculation particular cost component data (included in *Tables 4 to 21*) should be multiplied by factors specified below.
9. All costs are calculated at current prices, without taking into account inflation.

Historical data analysis indicates that in 2020:

Fuel consumption will be lower by 5% in ACP
 8% in ACT
 15% in ACJ

Total maintenance cost through reduced maintenance hour to one flight hour factor (MH/FH) is expected to be lower by 5% in ACP
 10% in ACT
 20% in ACJ

All above-mentioned assumptions resulted in Average twenty-year operational cost 2020 included in *Table 3*

10. According to nomenclature used in EPATS project *Average twenty-year operational cost* included in *Table 4* constitutes *Total Operational Cost* can be divided into *Direct and Indirect Operational Costs*. As mentioned above it is assumed that *Indirect Operational Costs* are *Operational and Administrative Overhead Costs* and equal to 30% of *Variable Cost* plus *Fixed Cost*. Therefore *Indirect Cost* account for about 24% of *Total Operational Costs*.

SAT Aircraft Characteristics to be used for Demand Calculation

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SAT Aircraft Mission Characteristics

Table 3

Aircraft class		ACP-1			ACP-2			ACT-1			ACT-2			ACJ-1			ACJ-2		
Passenger seats (number of pilots)		3 (1)			5 (1)			7 (1)			19 (2)			5 (2)			8 (2)		
Cruise Speed [km/h]		270			337			500			533			700			817		
Vclimb/Vcruise CC		0,5			0,5			0,55			0,55			0,6			0,6		
Climb to cruise level (CT) [min]		10			20			20			20			20			20		
Fixed Flight Operation Time (FFOT) [min]		23			27			37			48			42			46		
Waiting & Boarding Time (WBT) [min]		10			12			15			20			15			18		
Average Load Factor (LF) [pas/PS]		0,7			0,7			0,7			0,7			0,7			0,7		
Distance/Great Circle Distance [D/GCD]		1			1			1,1			1,1			1,15			1,15		
Assumptions for cost calculation																			
Block speed [km/h]		244			313			463			476			654			763		
Average Distance [km]		300			300			900			900			1200			1200		
Operational costs 2010 and 2020 [EUR/FH]																			
Annual flight hours [FH]		500	1000	1500	500	1000	1500	500	1000	1500	500	1000	1500	500	1000	1500	500	1000	1500
Average twenty-year operational costs 2010 [EUR/FH]	DOC	256	215	200	464	409	389	1257	932	822	1725	1393	1282	1496	1355	1290	2053	1845	1755
	IOC	77	64	60	139	123	117	377	279	246	518	418	384	449	407	387	616	553	527
Average twenty-year operational costs 2020 [EUR/FH]	DOC	253	210	197	455	401	381	1230	904	794	1680	1347	1235	1392	1247	1182	1913	1701	1612
	IOC	76	63	59	137	120	114	369	271	238	504	404	371	418	374	355	574	510	483
Reference Aircraft		Da-40 Diamond			Pa-34 Seneca V			Pilatus PC-12 Next Generation			Hawker Beech 1900D			Cessna Citation CJ1+			Hawker Beech 400XP		

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 4

ACP-1	DA-40																				
Aircraft Value €:	218415,29		Res. Value €: 43575,77				Annual Utilization (FH/YR): 500														
Variable Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	28 099	561 983
Parts	344	492	1 901	2 819	3 278	3 573	3 737	3 836	3 934	3 999	4 032	4 098	4 163	4 262	4 360	4 458	4 590	4 721	4 852	5 081	72 531
Inspections	1 570,7	1 577	1 577	1 577	1 577	1 719	1 798	1 845	1 893	1 924	1 940	1 971	2 003	2 050	2 098	2 145	2 208	2 271	2 334	2 445	38 529
Engine Restoral				14 463				14 463				14 463				14 463				14 463	72 314
Component Overhaul (All)		751	751	2 466	751		751	2 466	751	751	1 715	751	751	751	2 466		751	2 466	751	751	20 585
Life Limited Components (All)		234	234	234	234		234	234	234	234		234	234	234	234		234	234	234	234	3 747
Unscheduled Maintenance	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	1 033	20 661
ATC & Nav. Fees	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	1 707	34 145
Landing Fees	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	23 632	472 630
Tot Variable costs	56 392	57 525	58 934	76 030	60 311	59 763	60 991	77 314	61 282	61 379	62 158	75 988	61 622	61 768	63 628	75 537	62 253	64 162	62 642	77 444	1 297 126
Fixed Cost / YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal.	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	219 256
Airworthiness specialists Sal.	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	249 311
Maint. Techn. Sal.	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	199 725
Other Sal.	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	68 871
Benefits	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	3 686	73 716
Hangar	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	96 419
Hull Insurance	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	48 051
Liability Insurance	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	101 928
Training Pilot/Maint.	399	399	399	399	399	399	399	399	399	399	399	399	399	399	399	399	399	399	399	399	7 989
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				2 621	2 621
Modernization	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	28 926
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906
Total Fixed Costs	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	56 294	58 915	1 128 493
Total Acquisition Cost/Resale	218415																			-43 576	174 840
Oper. Overhead	16 903	17 073	17 284	19 849	17 491	17 409	17 593	20 041	17 636	17 651	17 768	19 842	17 687	17 709	17 988	19 775	17 782	18 068	17 840	20 454	363 843
Admin. Overhead	16 903	17 073	17 284	19 849	17 491	17 409	17 593	20 041	17 636	17 651	17 768	19 842	17 687	17 709	17 988	19 775	17 782	18 068	17 840	20 454	363 843
Total Costs	364 907	147 964	149 796	172 021	151 586	150 874	152 470	173 690	152 849	152 975	153 987	171 966	153 291	153 480	155 899	171 380	154 111	156 593	154 616	133 691	3 328 145
Variable €/FH	113	115	118	152	121	120	122	155	123	123	124	152	123	124	127	151	125	128	125	155	
Var + Fixed €/FH	225	228	230	265	233	232	235	267	235	235	237	265	236	236	240	264	237	241	238	273	
Tot Ann Cost €/FH	730	296	300	344	303	302	305	347	306	306	308	344	307	307	312	343	308	313	309	267	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 5

ACP-1	DA-40																				
Aircraft Value €:	218415,29		Res. Value €: 43575,77				Annual Utilization (FH): 1000														
Variable Cost/ YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	56 198	1 123 967
Parts	688	983	3 803	5 639	6 556	7 147	7 474	7 671	7 868	7 999	8 064	8 196	8 327	8 523	8 720	8 917	9 179	9 441	9 704	10 163	145 062
Inspections	1 577	1 577	1 577	1 577	1 577	1 719	1 798	1 845	1 893	1 924	1 940	1 971	2 003	2 050	2 098	2 145	2 208	2 271	2 334	2 445	38 529
Engine Restoral		14 463		14 463		14 463		14 463		14 463		14 463		14 463		14 463		14 463		14 463	144 628
Component Overhaul (All)	751	3 216	751	3 216	1 501	2 466	1 501	2 466	3 216	1 501	2 466	1 501	3 216	751	3 216	751	3 216	3 216	751	3 216	42 886
Life Limited Components (All)	234	468	234	468	468	234	468	234	468	468	234	468	468	234	468	234	468	468	234	468	7 493
Unscheduled Maintenance	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	2 066	41 322
ATC & Nav. Fees	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	3 414	68 290
Landing Fees	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	47 263	945 261
Tot Variable costs	112 192	129 650	115 307	134 305	119 045	134 970	120 184	135 621	122 387	135 298	121 646	135 542	122 956	134 963	123 444	135 451	124 014	138 802	121 965	139 696	112 192
Fixed Cost /YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal.	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	438 512
Airworthiness specialists Sal.	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	249 311
Maint. Techn. Sal.	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	399 449
Other Sal.	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	68 871
Benefits	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	5 781	115 614
Hangar	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	96 419
Hull Insurance	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	48 051
Liability Insurance	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	101 928
Training Pilot/Maint.	799	799	799	799	799	799	799	799	799	799	799	799	799	799	799	799	799	799	799	799	15 978
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				2 621	2 621
Modernization	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	28 926
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906
Total Fixed Costs	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	79 737	82 358	1 597 361
Total Acquisition Cost/Resale	218 415																			-44 141	174 274
Op. Overhead	28 789	31 408	29 257	32 106	29 817	32 206	29 988	32 304	30 319	32 255	30 207	32 292	30 404	32 205	30 477	32 278	30 563	32 781	30 255	33 308	623 220
Adm. Overhead	28 789	31 408	29 257	32 106	29 817	32 206	29 988	32 304	30 319	32 255	30 207	32 292	30 404	32 205	30 477	32 278	30 563	32 781	30 255	33 308	623 220
Total Costs	467 924	272 203	253 557	278 255	258 417	279 119	259 897	279 965	262 761	279 545	261 798	279 862	263 501	279 110	264 136	279 745	264 876	284 100	262 212	244 530	5 575 513
Variable €/FH	112	130	115	134	119	135	120	136	122	135	122	136	123	135	123	135	124	139	122	140	
Var + Fixed €/FH	192	209	195	214	199	215	200	215	202	215	201	215	203	215	203	215	204	219	202	222	
Tot Ann Cost €/FH	468	272	254	278	258	279	260	280	263	280	262	280	264	279	264	280	265	284	262	245	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 6

ACP-1	DA-40																						
Aircraft Value €:	218415,29		Res. Value €: 43575,77				Annual Utilization (FH): 1500																
Variable Cost /YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total		
Fuel	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	84 298	1 685 950		
Parts	1 033	1 475	5 704	8 458	9 835	10 720	11 212	11 507	11 802	11 998	12 097	12 293	12 490	12 785	13 080	13 375	13 769	14 162	14 555	15 244	217 593		
Inspections	1 577	1 577	1 577	1 577	1 577	1 719	1 798	1 845	1 893	1 924	1 940	1 971	2 003	2 050	2 098	2 145	2 208	2 271	2 334	2 445	38 529		
Engine Restoral		14 463	14 463	14 463		14 463	14 463	14 463		14 463	14 463	14 463		14 463	14 463	14 463		14 463	14 463	14 463	216 942		
Component Overhaul (All)	1 501	3 216	3 967	3 216	3 967	3 216	2 252	3 216	3 216	3 967	3 216	3 967	1 501	3 967	3 216	3 216	3 967	3 216	2 252	3 216	63 471		
Life Limited Components (All)	468	468	702	468	702	468	702	468	468	702	468	702	468	702	468	468	702	468	702	468	11 240		
Unscheduled Maintenance	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	3 099	61 983		
ATC & Nav. Fees	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	5 122	102 435		
Landing Fees	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	70 895	1 417 891		
Tot Variable costs	167 992	184 613	189 826	191 595	179 494	193 999	193 840	194 912	180 792	196 468	195 597	196 810	179 876	197 381	196 738	197 080	184 059	197 993	197 720	199 249	3 816 035		
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total		
Cockpit Crew Sal.	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	639 497		
Airworthiness specialists Sal.	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	12 466	249 311		
Maint. Techn. Sal.	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	599 174		
Other Sal.	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	3 444	68 871		
Benefits	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	7 784	155 685		
Hangar	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	96 419		
Hull Insurance	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	2 403	48 051		
Liability Insurance	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	101 928		
Training Pilot/Maint.	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	1 165	23 301		
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774		
Brokerage Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2 621	2 621		
Modernization	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	1 446	28 926		
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906		
Total Fixed Costs	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	102 142	104 763	2 045 465		
Total Acquisition Cost/Resale	218 415																			-42 991	175 424		
Op. Overhead	40 520	43 013	43 795	44 061	42 245	44 421	44 397	44 558	42 440	44 791	44 661	44 843	42 303	44 928	44 832	44 883	42 930	45 020	44 979	45 602	879 225		
Adm. Overhead	40 520	43 013	43 795	44 061	42 245	44 421	44 397	44 558	42 440	44 791	44 661	44 843	42 303	44 928	44 832	44 883	42 930	45 020	44 979	45 602	879 225		
Total Costs	569 590	372 781	379 559	381 859	366 127	384 984	384 777	386 171	367 814	388 193	387 061	388 638	366 623	389 380	388 544	388 989	372 062	390 176	389 821	352 224	7 795 374		
Variable €/FH	112	123	127	128	120	129	129	130	121	131	130	131	120	132	131	131	123	132	132	133			
Var + Fixed €/FH	180	191	195	196	188	197	197	198	189	199	198	199	188	200	199	199	191	200	200	203			
Tot Ann Cost €/FH	380	249	253	255	244	257	257	257	245	259	258	259	244	260	259	259	248	260	260	235			

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 7

ACP-2	Pa-34																						
Aircraft Value €:	671 336		Res. Value €: 108 270				Annual Utilization (FH): 500																
Variable Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total		
Fuel	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	74 931	1 498 623		
Parts	1 426	2 037	7 877	11 680	13 581	14 804	15 483	15 890	16 298	16 569	16 705	16 977	17 248	17 656	18 063	18 471	19 014	19 557	20 100	21 051	300 486		
Inspections	3 161	3 161	3 161	3 161	3 161	3 446	3 604	3 699	3 793	3 857	3 888	3 951	4 015	4 110	4 204	4 299	4 426	4 552	4 679	4 900	77 227		
Engine Restoral				66 116				66 116			66 116				66 116			66 116			330 579		
Component Overhaul (All)	1 708	1 708	1 708	3 416	5 758	1 708	3 416	1 708	1 708	7 466	1 708	1 708	1 708	3 416	5 758	1 708	3 416	1 708	1 708	7 466	60 606		
Life Limited Components (All)	351	351	702	351	702	351	702	351	702	351	702	351	702	351	702	351	702	351	702	351	10 186		
Unscheduled Maintenance	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	3 788	75 758		
ATC & Nav. Fees	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	3 293	65 861		
Landing Fees	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	34 429	688 574		
Tot Variable costs	123 087	123 698	129 889	201 165	139 643	136 749	139 646	204 204	138 942	144 683	205 560	139 428	140 114	141 973	211 284	141 270	143 999	208 725	143 630	150 208	3 107 898		
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total		
Cockpit Crew Sal.	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	10 963	219 256		
Airworthiness specialists Sal.	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	84 022		
Maint. Techn. Sal.	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	9 986	199 725		
Other Sal.	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	9 917		
Benefits	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	2 565	51 292		
Hangar	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	96 419		
Hull Insurance	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	258 464		
Liability Insurance	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	101 928		
Training Pilot/Maint.	661	661	661	661	661	661	661	661	661	661	661	661	661	661	661	661	661	661	661	661	13 223		
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774		
Brokerage Fee																				8 056	8 056		
Modernization	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	27 548		
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906		
Total Fixed Costs	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	54 674	62 730	1 101 531		
Total Acquisition Cost/Resale	671 336																			-108 270	563 066		
Op. Overhead	26 664	26 756	27 684	38 376	29 148	28 713	29 148	38 832	29 042	29 904	39 035	29 115	29 218	29 497	39 894	29 392	29 801	39 510	29 746	31 941	631 414		
Adm. Overhead	26 664	26 756	27 684	38 376	29 148	28 713	29 148	38 832	29 042	29 904	39 035	29 115	29 218	29 497	39 894	29 392	29 801	39 510	29 746	31 941	631 414		
Total Costs	902 425	231 884	239 932	332 590	252 612	248 850	252 615	336 541	251 701	259 164	338 304	252 332	253 224	255 641	345 745	254 726	258 274	342 418	257 795	168 550	6 035 324		
Variable €/FH	246	247	260	402	279	273	279	408	278	289	411	279	280	284	423	283	288	417	287	300			
Var + Fixed €/FH	356	357	369	512	389	383	389	518	387	399	520	388	390	393	532	392	397	527	397	426			
Tot Ann Cost €/FH	1 805	464	480	665	505	498	505	673	503	518	677	505	506	511	691	509	517	685	516	337			

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Table 8

ACP-2	Pa-34																				
Aircraft Value €:	671 336		Res. Value €: 108 270				Annual Utilization (FH): 1000														
Var Cost /YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	149 862	2 997 245
Parts	2 852	4 074	15 754	23 360	27 163	29 607	30 965	31 780	32 595	33 138	33 410	33 953	34 496	35 311	36 126	36 941	38 028	39 114	40 201	42 102	600 971
Inspections	3 161	3 161	3 161	3 161	3 161	3 446	3 604	3 699	3 793	3 857	3 888	3 951	4 015	4 110	4 204	4 299	4 426	4 552	4 679	4 900	77 227
Engine Restoral		66 116		66 116		66 116		66 116	66 116		66 116		66 116		66 116		66 116	66 116		66 116	727 273
Component Overhaul (All)	3 416	5 124	7 466	5 124	9 174	3 416	5 124	7 466	5 124	9 174	3 416	9 174	3 416	5 124	9 174	3 416	9 174	3 416	5 124	9 174	121 212
Life Limited Components	702	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	1 054	20 723
Unscheduled Maintenance	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	7 576	151 515
ATC & Nav. Fees	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	6 586	131 722
Landing Fees	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	68 857	1 377 147
Tot Var. costs	243 013	312 410	260 316	331 696	273 432	336 520	273 628	342 995	341 563	280 104	340 765	281 013	341 978	278 480	349 555	278 591	351 678	347 133	283 938	356 226	6 205 035
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	21 926	438 512
Airworthiness specialists Sal.	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	84 022
Maint. Techn Sal	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	399 449
Other Sal.	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	9 917
Benefits	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	4 660	93 190
Hangar	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	96 419
Hull Insurance	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	258 464
Liability Insurance	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	101 928
Training Pilot/Maint.	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	1 322	26 446
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	8 056	8 056
Modernization	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	27 548
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906
Tot Fixed Costs	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	78 379	86 435	1 575 633
Total Acquisition Cost/Resale	671 336																			-137 080	534 256
Op. Overhead	48 209	58 618	50 804	61 511	52 772	62 235	52 801	63 206	62 991	53 772	62 872	53 909	63 054	53 529	64 190	53 546	64 508	63 827	54 348	66 399	1 167 100
Adm. Overhead	48 209	58 618	50 804	61 511	52 772	62 235	52 801	63 206	62 991	53 772	62 872	53 909	63 054	53 529	64 190	53 546	64 508	63 827	54 348	66 399	1 167 100
Totall Costs	1 089 146	508 026	440 304	533 097	457 355	539 368	457 609	547 786	545 925	466 027	544 887	467 210	546 464	463 916	556 314	464 061	559 073	553 165	471 012	438 379	10 649 125
Variable €/FH	246	247	260	402	279	273	279	408	278	289	411	279	280	284	423	283	288	417	287	300	
Var + Fixed €/FH	356	357	369	512	389	383	389	518	387	399	520	388	390	393	532	392	397	527	397	426	
Tot Ann Cost €/FH	1 805	464	480	665	505	498	505	673	503	518	677	505	506	511	691	509	517	685	516	337	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 9

ACP-2	Pa-34																					
Aircraft Value €:	671 336		Res. Value €: 108 270				Annual Utilization (FH): 1500															
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total	
Fuel	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	224 793	4 495 868	
Parts	4 278	6 112	23 631	35 040	40 744	44 411	46 448	47 670	48 893	49 707	50 115	50 930	51 745	52 967	54 189	55 412	57 041	58 671	60 301	63 153	901 457	
Inspections	3 161	3 161	3 161	3 161	3 161	3 446	3 604	3 699	3 793	3 857	3 888	3 951	4 015	4 110	4 204	4 299	4 426	4 552	4 679	4 900	77 227	
Engine Restoral		66 116	66 116	66 116	66 116	66 116		66 116	66 116	66 116	66 116	66 116		66 116	66 116	66 116	66 116	66 116		66 116	1 057 851	
Component Overhaul (All)	5 124	10 882	6 832	10 882	10 882	6 832	10 882	10 882	6 832	10 882	5 124	10 882	10 882	6 832	10 882	10 882	6 832	10 882	6 832	10 882	181 818	
Life Limited Components	1 405	1 405	1 756	1 405	1 756	1 405	1 756	1 405	1 756	1 405	1 756	1 405	1 405	1 756	1 405	1 756	1 405	1 756	1 405	1 756	31 260	
Unscheduled Maintenance	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	206 612	
ATC & Nav. Fees	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	9 879	197 582	
Landing Fees	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	103 286	2 065 721	
Tot Var. costs	362 257	435 964	449 786	464 892	470 948	470 498	410 979	478 060	475 679	480 255	475 288	481 573	416 335	480 069	485 085	486 753	484 109	490 266	421 505	495 095	9 215 396	
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total	
Cockpit Crew Sal	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	31 975	639 497	
Airworthiness specialists Sal.	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	4 201	84 022	
Maint. Techn Sal	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	599 174	
Other Sal.	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	496	9 917	
Benefits	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	6 663	133 261	
Hangar	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	4 821	96 419	
Hull Insurance	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	12 923	258 464	
Liability Ins	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	5 096	101 928	
Training Pilot/Maint.	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	1 928	38 567	
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774	
Brokerage Fee																				8 056	8 056	
Modernization	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	1 377	27 548	
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906	
Tot Fixed Costs	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	101 024	109 080	2 028 535	
Total Acquisition Cost/Resale	671 336																			-99 774	571 562	
Op. Overhead	69 492	80 548	82 621	84 887	85 796	85 728	76 800	86 863	86 505	87 192	86 447	87 389	77 604	87 164	87 916	88 167	87 770	88 693	78 379	90 626	1 686 590	
Adm. Overhead	69 492	80 548	82 621	84 887	85 796	85 728	76 800	86 863	86 505	87 192	86 447	87 389	77 604	87 164	87 916	88 167	87 770	88 693	78 379	90 626	1 686 590	
Total Costs	1 273 602	698 084	716 052	735 691	743 563	742 979	665 603	752 809	749 714	755 663	749 206	757 375	672 567	755 421	761 942	764 110	760 672	768 677	679 288	685 653	15 188 672	
Variable €/FH	242	291	300	310	314	314	274	319	317	320	317	321	278	320	323	325	323	327	281	330		
Var + Fixed €/FH	309	358	367	377	381	381	341	386	384	388	384	388	345	387	391	392	390	394	348	403		
Tot Ann Cost €/FH	849	465	477	490	496	495	444	502	500	504	499	505	448	504	508	509	507	512	453	457		

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 10

ACT-1	Pc-12																				
Aircraft Value €:	3 388 609		Res. Value €: 568 467				Annual Utilization (FH): 500														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	139 118	2 782 369
Parts	3 390	4 843	18 726	27 766	32 287	35 192	36 807	37 775	38 744	39 390	39 712	40 358	41 004	41 972	42 941	43 910	45 201	46 493	47 784	50 044	714 339
Inspections						3 904				13 948		4 477						5 157		17 720	45 205
Engine Restoral				28 512			124 105				28 512			124 105				28 512			333 747
Component Overhaul (All)		4 153		4 153		10 331	4 725	861	5 799	861	3 292	22 149		5 585		4 153	3 292	9 545	3 292	861	83 051
Life Limited Components			200	200	200	200	1 488	200	200	200	200	200	200	1 488	200	200	200	200	200	200	6 174
Unscheduled Maintenance	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	5 854	117 080
ATC & Nav. Fees	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	41 660	833 203
Landing Fees	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	18 520	370 400
Tot Var. costs	208 543	214 148	224 079	265 784	237 639	254 779	372 276	243 989	249 895	259 551	276 869	272 336	246 356	378 303	248 294	253 415	253 846	295 060	256 429	273 978	5 285 568
Fixed Cost / YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	20 248	404 959
Airworthiness specialists Sal.	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	100 551
Maint. Techn Sal	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	399 449
Other Sal.	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	119 835
Benefits	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	5 124	102 479
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Insurance	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	335 472
Liability Ins.	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	3 049 587
Training Pilot/Maint.	438	438	438	438	438	438	438	438	438	438	438	438	438	438	438	438	438	438	438	438	8 760
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				8 056	8 056
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	89 532
Tot Fixed Costs	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	254 636	279 034	5 117 115
Total Acquisition Cost/Resale	3 388 609																			-568 467	2 820 141
Op. Overhead	69 477	70 318	71 807	78 063	73 841	76 412	94 037	74 794	75 680	77 128	79 726	79 046	75 149	94 941	75 439	76 208	76 272	82 454	76 660	82 952	1 560 403
Adm. Overhead	69 477	70 318	71 807	78 063	73 841	76 412	94 037	74 794	75 680	77 128	79 726	79 046	75 149	94 941	75 439	76 208	76 272	82 454	76 660	82 952	1 560 403
Total Costs	3 990 741	609 420	622 329	676 546	639 957	662 239	814 986	648 212	655 890	668 442	690 957	685 063	651 290	822 820	653 808	660 466	661 026	714 605	664 384	150 448	16 343 630
Variable €/FH	417	428	448	532	475	510	745	488	500	519	554	545	493	757	497	507	508	590	513	548	
Var + Fixed €/FH	926	938	957	1 041	985	1 019	1 254	997	1 009	1 028	1 063	1 054	1 002	1 266	1 006	1 016	1 017	1 099	1 022	1 106	
Tot Ann Cost €/FH	7 981	1 219	1 245	1 353	1 280	1 324	1 630	1 296	1 312	1 337	1 382	1 370	1 303	1 646	1 308	1 321	1 322	1 429	1 329	301	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 11

ACT-1	Pc-12																				
Aircraft Value €:	3 388 609		Res. Value €: 568 467				Annual Utilization (FH): 1000														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	278 237	5 564 738
Parts	6 780	9 686	37 452	55 533	64 573	70 385	73 613	75 550	77 488	78 779	79 425	80 716	82 008	83 945	85 882	87 819	90 402	92 985	95 568	100 088	1 428 678
Inspections						3 904				13 948		4 477						5 157		17 720	45 205
Engine Restoral		28 512		124 105		28 512	124 105		28 512		124 105		28 512	124 105		28 512		124 105		28 512	791 598
Component Overhaul (All)	4 153	4 153	4 153	11 763	6 660	19 263	5 585	10 331	6 660	4 153	8 877	22 149	4 153	8 092	4 153	10 331	7 445	19 910	4 153	10 331	176 467
Life Limited Components			400	1 688	400	400	1 688	400	400	400	1 688	400	400	1 688	400	400	400	1 688	400	30 290	43 526
Unscheduled Maintenance	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	12 397	247 934
ATC & Nav. Fees	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	83 320	1 666 407
Landing Fees	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	37 040	740 800
Tot Var. costs	421 927	453 345	452 999	604 082	482 627	533 457	615 985	497 275	524 054	508 273	625 089	518 735	526 067	628 824	501 429	538 056	509 241	654 839	511 115	597 935	10 705 353
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	40 496	809 917
Airworthiness specialists Sal.	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	100 551
Maint. Techn Sal	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	599 174
Other Sal.	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	119 835
Benefits	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	8 147	162 948
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	335 472
Liability Ins.	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	3 049 587
Training Pilot/Maint.	876	876	876	876	876	876	876	876	876	876	876	876	876	876	876	876	876	876	876	876	17 521
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				8 056	8 056
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	89 532
Tot Fixed Costs	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	288 331	312 729	5 791 027
Total Acquisition Cost/Resale	3 388 609																			-615 355	2 773 254
Op. Overhead	106 539	111 251	111 200	133 862	115 644	123 268	135 647	117 841	121 858	119 491	137 013	121 060	122 160	137 573	118 464	123 958	119 636	141 476	119 917	136 600	2 474 457
Adm. Overhead	106 539	111 251	111 200	133 862	115 644	123 268	135 647	117 841	121 858	119 491	137 013	121 060	122 160	137 573	118 464	123 958	119 636	141 476	119 917	136 600	2 474 457
Total Costs	4 311 945	964 180	963 730	1 160 138	1 002 245	1 068 326	1 175 611	1 021 288	1 056 101	1 035 586	1 187 446	1 049 187	1 058 718	1 192 302	1 026 688	1 074 304	1 036 844	1 226 122	1 039 280	568 509	24 218 548
Variable €/FH	422	453	453	604	483	533	616	497	524	508	625	519	526	629	501	538	509	655	511	598	
Var + Fixed €/FH	710	742	741	892	771	822	904	786	812	797	913	807	814	917	790	826	798	943	799	911	
Tot Ann Cost €/FH	4 312	964	964	1 160	1 002	1 068	1 176	1 021	1 056	1 036	1 187	1 049	1 059	1 192	1 027	1 074	1 037	1 226	1 039	569	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 12

ACT-1	Pc-12																				
Aircraft Value €:	3 388 609		Res. Value €: 568 467				Annual Utilization (FH): 1500														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	417 355	8 347 107
Parts	10 170	14 529	56 179	83 299	96 860	105 577	110 420	113 326	116 231	118 169	119 137	121 074	123 012	125 917	128 823	131 729	135 603	139 478	143 352	150 132	2 143 017
Inspections				3 581				4 190		13 948		4 477				4 871				23 271	54 337
Engine Restoral		28 512	124 105	28 512	124 105	28 512	124 105		28 512	124 105	28 512	124 105	28 512	124 105		28 512	124 105	28 512	124 105	28 512	1 249 449
Component Overhaul (All)	4 153	8 306	17 562	20 124	5 585	16 990	8 877	26 302	6 660	9 738	13 623	24 063	7 445	12 624	9 952	26 302	8 877	7 521	15 055	20 124	269 883
Life Limited Components			1 888	600	1 888	600	1 888	600	600	1 888	600	1 888	600	31 777	600	600	1 888	600	1 888	600	50 989
Unscheduled Maintenance	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	18 595	371 901
ATC & Nav. Fees	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	124 981	2 499 610
Landing Fees	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	55 560	1 111 200
Tot Var. costs	630 814	667 838	816 224	752 607	844 928	768 170	861 780	760 908	768 494	884 338	778 363	892 098	776 060	910 914	755 866	808 504	886 964	792 601	900 890	839 131	16 097 493
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	59 056	1 181 129
Airworthiness specialists Sal.	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	100 551
Maint. Techn Sal	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	39 945	798 898
Other Sal.	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	119 835
Benefits	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	11 002	220 041
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	16 774	335 472
Liability Ins.	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	3 049 587
Training Pilot/Maint.	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	1 278	25 551
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				8 056	8 056
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	89 532
Tot Fixed Costs	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	320 134	344 532	6 427 088
Total Acquisition Cost/Resale	3 388 609																			-629 045	2 759 564
Op. Overhead	142 642	148 196	170 454	160 911	174 759	163 246	177 287	162 156	163 294	180 671	164 775	181 835	164 429	184 657	161 400	169 296	181 065	166 910	183 154	177 549	3 378 687
Adm. Overhead	142 642	148 196	170 454	160 911	174 759	163 246	177 287	162 156	163 294	180 671	164 775	181 835	164 429	184 657	161 400	169 296	181 065	166 910	183 154	177 549	3 378 687
Total Costs	4 624 842	1 284 364	1 477 266	1 394 565	1 514 581	1 414 796	1 536 489	1 405 355	1 415 217	1 565 814	1 428 047	1 575 902	1 425 052	1 600 364	1 398 800	1 467 230	1 569 228	1 446 557	1 587 332	909 717	32 041 519
Variable €/FH	421	445	544	502	563	512	575	507	512	590	519	595	517	607	504	539	591	528	601	559	
Var + Fixed €/FH	634	659	758	715	777	726	788	721	726	803	732	808	731	821	717	752	805	742	814	789	
Tot Ann Cost €/FH	3 083	856	985	930	1 010	943	1 024	937	943	1 044	952	1 051	950	1 067	933	978	1 046	964	1 058	606	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 13

ACT-2	Be-1900D																				
Aircraft Value €:	3 486 915		Res. Value €: 650 561				Annual Utilization (FH): 500														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	229 545	4 590 909
Parts	6 847	9 781	18 910	28 039	32 603	35 538	37 168	38 146	39 124	39 776	40 102	40 754	41 406	42 384	43 362	44 340	45 645	46 949	48 253	50 535	729 662
Inspections	7 851	33 981	7 851	33 981	7 851	43 698	8 950	39 757	9 421	41 456	9 657	50 112	9 971	44 175	10 442	46 214	10 992	57 729	11 620	52 670	538 380
Engine Restoral				57 025				57 025				305 234				57 025				57 025	533 333
Component Overhaul (All)	1 522	6 109	4 277	6 109	8 864	22 596	8 864	1 522	8 864	6 109	4 277	27 183	4 277	6 109	8 864	1 522	8 864	22 596	8 864	6 109	173 497
Life Limited Components	2 247	2 247	2 247	2 247	6 930	9 279	2 247	2 247	2 247	9 100	2 247	9 279	2 247	2 247	6 930	2 247	2 247	9 279	2 247	9 100	89 105
Unscheduled Maintenance	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	10 331	206 612
ATC & Nav. Fees	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	55 201	1 104 022
Landing Fees	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	76 154	1 523 085
Tot Var. costs	389 698	423 349	404 516	498 631	427 480	482 341	428 460	509 928	430 887	467 672	427 514	803 793	429 132	466 146	440 830	522 579	438 978	507 784	442 215	546 670	9 488 604
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	39 917	798 347
Airworthiness specialists Sal.	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	100 551
Maint. Techn Sal	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	19 972	399 449
Other Sal.	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	119 835
Benefits	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	7 091	141 818
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	345 205
Liability Ins.	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	3 049 587
Training Pilot/Maint.	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	2 033	40 661
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				18 829	18 829
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	89 532
Tot Fixed Costs	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	278 354	297 183	5 585 907
Total Acquisition Cost/Resale	3 486 915																			-650 561	2 836 353
Op. Overhead	100 208	105 255	102 431	116 548	105 875	114 104	106 022	118 242	106 386	111 904	105 880	162 322	106 123	111 675	107 878	120 140	107 600	117 921	108 085	126 578	2 261 177
Adm. Overhead	100 208	105 255	102 431	116 548	105 875	114 104	106 022	118 242	106 386	111 904	105 880	162 322	106 123	111 675	107 878	120 140	107 600	117 921	108 085	126 578	2 261 177
Total Costs	4 355 382	912 213	887 731	1 010 081	917 583	988 904	918 858	1 024 767	922 014	969 834	917 628	1 406 791	919 732	967 850	934 938	1 041 213	932 532	1 021 979	936 739	446 447	22 433 218
Variable €/FH	779	847	809	997	855	965	857	1 020	862	935	855	1 608	858	932	882	1 045	878	1 016	884	1 093	
Var + Fixed €/FH	1 336	1 403	1 366	1 554	1 412	1 521	1 414	1 577	1 418	1 492	1 412	2 164	1 415	1 489	1 438	1 602	1 435	1 572	1 441	1 688	
Tot Ann Cost €/FH	8 711	1 824	1 775	2 020	1 835	1 978	1 838	2 050	1 844	1 940	1 835	2 814	1 839	1 936	1 870	2 082	1 865	2 044	1 873	893	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 14

ACT-2	Be-1900D																				
Aircraft Value €:	3 486 915		Res. Value €: 650 561				Annual Utilization (FH): 1000														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	459 091	9 181 818
Parts	13 693	19 562	37 820	56 078	65 207	71 075	74 336	76 292	78 248	79 552	80 204	81 508	82 812	84 769	86 725	88 681	91 289	93 898	96 506	101 070	1 459 324
Inspections	18 347	49 683	18 347	49 683	41 832	35 215	47 688	58 129	22 017	60 613	22 567	69 740	53 127	34 058	55 637	67 569	36 774	80 340	27 154	77 009	925 529
Engine Restoral		57 025		57 025		305 234		57 025		57 025		305 234		57 025		57 025		305 234		57 025	1 314 876
Component Overhaul (All)	7 631	10 386	10 386	31 460	14 972	10 386	10 386	31 460	10 386	14 972	10 386	31 460	10 386	14 972	10 386	31 460	10 386	10 386	14 972	31 460	328 675
Life Limited Components	4 494	4 494	4 494	4 494	13 123	7 579	4 494	4 494	8 440	11 346	4 494	7 579	4 494	8 440	9 177	4 494	4 494	11 525	4 494	11 346	137 989
Unscheduled Maintenance	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	20 661	413 223
ATC & Nav. Fees	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	110 402	2 208 043
Landing Fees	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	152 308	3 046 170
Tot Var. costs	786 628	883 612	813 509	941 202	877 597	1 171 952	879 366	969 862	861 553	965 972	860 113	1 237 984	893 281	941 726	904 387	991 691	885 405	1 243 846	885 588	1 020 373	19 015 647
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	79 835	1 596 694
Airworthiness specialists Sal.	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	100 551
Maint. Techn Sal	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	599 174
Other Sal.	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	119 835
Benefits	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	12 081	241 625
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	345 205
Liability Ins.	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	3 049 587
Training Pilot/Maint.	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	4 066	81 322
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				18 829	18 829
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	89 532
Tot Fixed Costs	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	335 281	354 110	6 724 447
Total Acquisition Cost/Resale	3 486 915																			-733 503	2 753 411
Oper. Overhead	168 286	182 834	172 318	191 472	181 932	226 085	182 197	195 771	179 525	195 188	179 309	235 990	184 284	191 551	185 950	199 046	183 103	236 869	183 130	206 172	3 861 014
Adm. Overhead	168 286	182 834	172 318	191 472	181 932	226 085	182 197	195 771	179 525	195 188	179 309	235 990	184 284	191 551	185 950	199 046	183 103	236 869	183 130	206 172	3 861 014
Total Costs	4 945 396	1 584 561	1 493 427	1 659 428	1 576 741	1 959 402	1 579 041	1 696 686	1 555 884	1 691 628	1 554 012	2 045 245	1 597 130	1 660 109	1 611 568	1 725 064	1 586 892	2 052 865	1 587 130	1 053 325	36 215 534
Variable €/FH	787	884	814	941	878	1 172	879	970	862	966	860	1 238	893	942	904	992	885	1 244	886	1 020	
Var + Fixed €/FH	1 122	1 219	1 149	1 276	1 213	1 507	1 215	1 305	1 197	1 301	1 195	1 573	1 229	1 277	1 240	1 327	1 221	1 579	1 221	1 374	
Tot Ann Cost €/FH	4 945	1 585	1 493	1 659	1 577	1 959	1 579	1 697	1 556	1 692	1 554	2 045	1 597	1 660	1 612	1 725	1 587	2 053	1 587	1 053	

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Table 15

ACT-2	Be-1900D																				
Aircraft Value €:	3 486 915		Res. Value €: 650 561				Annual Utilization (FH): 1500														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	688 636	13 772 727
Parts	20 540	29 343	56 730	84 117	97 810	106 613	111 503	114 438	117 372	119 328	120 306	122 262	124 219	127 153	130 087	133 021	136 934	140 846	144 759	151 605	2 188 986
Inspections	26 198	57 534	57 534	57 534	49 683	69 371	65 589	67 315	59 620	70 192	80 509	79 554	63 098	74 795	76 521	78 247	36 678	91 646	85 151	89 178	1 335 949
Engine Restoral		57 025	57 025	305 234		57 025	57 025	305 234		57 025	57 025	305 234		57 025	57 025	305 234		57 025	57 025	305 234	2 096 419
Component Overhaul (All)	11 908	16 494	40 323	16 494	19 249	32 982	19 249	37 569	16 494	19 249	37 569	14 662	16 494	40 323	16 494	37 569	14 662	16 494	40 323	16 494	481 098
Life Limited Components	6 741	6 741	10 687	6 741	14 509	10 687	6 741	6 741	13 772	13 593	6 741	10 687	9 826	6 741	15 370	6 741	6 741	13 772	6 741	13 593	193 905
Unscheduled Maintenance	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	30 992	619 835
ATC & Nav. Fees	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	165 603	3 312 065
Landing Fees	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	228 463	4 569 254
Tot Var. costs	1 179 081	1 280 831	1 335 993	1 583 814	1 294 946	1 390 372	1 373 801	1 644 990	1 320 952	1 393 081	1 415 843	1 646 094	1 327 331	1 419 731	1 409 191	1 674 506	1 308 709	1 433 478	1 447 693	1 689 800	28 570 237
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	116 426	2 328 512
Airworthiness specialists Sal.	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	5 028	100 551
Maint. Techn Sal	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	40 634	812 672
Other Sal.	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	5 992	119 835
Benefits	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	16 808	336 157
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	17 260	345 205
Liability Ins.	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	152 479	3 049 587
Training Pilot/Maint.	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	5 930	118 595
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				18 829	18 829
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	4 477	89 532
Tot Fixed Costs	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	389 137	407 966	7 801 568
Total Acquisition Cost/Resale	3 486 915																			-791 458	2 695 456
Op. Overhead	235 233	250 495	258 770	295 943	252 612	266 926	264 441	305 119	256 513	267 333	270 747	305 285	257 470	271 330	269 749	309 546	254 677	273 392	275 524	314 665	5 455 771
Adm. Overhead	235 233	250 495	258 770	295 943	252 612	266 926	264 441	305 119	256 513	267 333	270 747	305 285	257 470	271 330	269 749	309 546	254 677	273 392	275 524	314 665	5 455 771
Total Costs	5 525 598	2 170 959	2 242 670	2 564 836	2 189 307	2 313 361	2 291 820	2 644 366	2 223 116	2 316 884	2 346 475	2 645 800	2 231 408	2 351 528	2 337 827	2 682 736	2 207 199	2 369 400	2 387 879	1 935 637	49 978 804
Variable €/FH	786	854	891	1 056	863	927	916	1 097	881	929	944	1 097	885	946	939	1 116	872	956	965	1 127	
Var + Fixed €/FH	1 045	1 113	1 150	1 315	1 123	1 186	1 175	1 356	1 140	1 188	1 203	1 357	1 144	1 206	1 199	1 376	1 132	1 215	1 225	1 399	
Tot Ann Cost €/FH	3 684	1 447	1 495	1 710	1 460	1 542	1 528	1 763	1 482	1 545	1 564	1 764	1 488	1 568	1 559	1 788	1 471	1 580	1 592	1 290	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 16

ACJ-1	Cessna CJ1+																				
Aircraft Value €:	4 280 923		Res. Value €: 1 339 354				Annual Utilization (FH): 500														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	245 196	4 903 926
Parts	4 251	6 073	11 741	17 409	20 243	44 129	46 154	47 368	48 583	49 392	49 797	50 607	51 417	52 631	53 846	55 060	56 680	58 299	59 919	62 753	846 350
Inspections			39 601		39 601			46 333		58 815		49 501		52 669		55 441			105 255	447 214	
Engine Restoral	1 667	5 372	5 372	98 581	5 372	5 372	326 460	14 146	5 372	5 372	98 581	5 372	1 667	330 165	14 146	134 711	5 372	98 581	1 667	80 716	1 244 063
Component Overhaul (All)	379	3 437	6 825	3 685	510	9 883	627	3 437	6 825	3 815	6 825	3 437	627	10 014	379	3 685	6 825	3 437	758	9 883	85 289
Life Limited Components	1 136	1 136	1 136	1 983	1 426	11 000	11 847	11 000	11 000	12 136	11 000	11 000	11 847	11 289	11 000	11 847	11 000	11 000	12 136	11 000	176 921
Unscheduled Maintenance	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
ATC & Nav. Fees	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	59 112	1 182 242
Landing Fees	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	34 050	680 996
Tot Var. costs	359 565	368 150	416 807	473 790	419 283	422 516	737 220	474 416	423 912	481 664	518 336	472 048	417 689	756 232	484 172	557 435	487 450	523 449	426 611	621 739	9 842 484
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	838 843
Airworthiness specialists Sal.	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	126 722
Maint. Techn Sal	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	599 174
Other Sal.	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	15 152
Benefits	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	157 989
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	216 615
Liability Ins.	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	253 444
Training Pilot/Maint.	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	5 537	110 744
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				34 247	34 247
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906
Tot Fixed Costs	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	140 934	175 181	2 852 928
Total Acquisition Cost/Resale	4 280 923																			-1 339 354	2 941 569
Op. Overhead	75 075	76 363	83 661	92 209	84 033	84 518	131 723	92 302	84 727	93 390	98 890	91 947	83 794	134 575	93 766	104 755	94 258	99 658	85 132	119 538	1 904 312
Adm. Overhead	75 075	76 363	83 661	92 209	84 033	84 518	131 723	92 302	84 727	93 390	98 890	91 947	83 794	134 575	93 766	104 755	94 258	99 658	85 132	119 538	1 904 312
Total Costs	4 931 572	661 809	725 063	799 142	728 282	732 485	1 141 600	799 955	734 300	809 377	857 051	796 877	726 210	1 166 316	812 637	907 880	816 899	863 698	737 809	-303 358	19 445 604
Variable €/FH	719	736	834	948	839	845	1 474	949	848	963	1 037	944	835	1 512	968	1 115	975	1 047	853	1 243	
Var + Fixed €/FH	1 001	1 018	1 115	1 229	1 120	1 127	1 756	1 231	1 130	1 245	1 319	1 226	1 117	1 794	1 250	1 397	1 257	1 329	1 135	1 594	
Tot Ann Cost €/FH	9 863	1 324	1 450	1 598	1 457	1 465	2 283	1 600	1 469	1 619	1 714	1 594	1 452	2 333	1 625	1 816	1 634	1 727	1 476	-607	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 17

ACJ-1	Cessna CJ1+																				
Aircraft Value €:	4 280 923		Res. Value €: 1 339 354				Annual Utilization (FH): 1000														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	490 393	9 807 851
Parts	8 502	12 146	23 482	34 818	40 486	88 258	92 307	94 736	97 165	98 785	99 594	101 214	102 833	105 262	107 692	110 121	113 360	116 598	119 837	125 505	1 692 700
Inspections		39 601	39 601	39 601	48 209	43 165		46 333	47 521	82 846	48 709	49 501		51 481	64 118	53 857	55 441	57 025		105 255	872 260
Engine Restoral	5 372	98 581	5 372	338 939	5 372	98 581	330 165	143 485	98 581	80 716	338 939	5 372	98 581	372 176	55 606	219 146	181 777	338 939	5 372	173 926	2 995 000
Component Overhaul (All)	3 815	10 510	10 393	4 063	10 640	10 262	10 640	4 063	10 262	10 640	10 510	3 946	10 510	10 640	3 815	10 510	10 640	10 262	4 194	10 510	170 826
Life Limited Components	2 273	3 120	2 562	3 120	3 409	22 000	23 136	22 847	22 000	23 136	22 847	22 289	22 847	23 136	22 000	22 847	23 136	22 000	23 136	22 847	354 690
Unscheduled Maintenance	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	30 303	606 061
ATC & Nav. Fees	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	118 224	2 364 484
Landing Fees	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	68 100	1 361 992
Tot Var. costs	726 981	870 976	788 428	1 127 560	815 136	969 285	1 163 269	1 018 483	982 548	1 003 143	1 227 619	889 341	941 791	1 269 716	960 251	1 123 500	1 091 373	1 251 844	859 559	1 145 062	20 225 865
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	1 677 686
Airworthiness specialists Sal.	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	126 722
Maint. Techn Sal	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	1 336 088
Other Sal.	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	15 152
Benefits	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	315 565
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	216 615
Liability Ins.	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	253 444
Training Pilot/Maint.	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	11 074	221 488
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	34 247	34 247
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906
Tot Fixed Costs	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	233 138	267 385	4 697 005
Total Acquisition Cost/Resale	4 280 923																			-1 443 463	2 837 460
Op. Overhead	144 018	165 617	153 235	204 105	157 241	180 363	209 461	187 743	182 353	185 442	219 113	168 372	176 239	225 428	179 008	203 496	198 677	222 747	163 905	211 867	3 738 430
Adm. Overhead	144 018	165 617	153 235	204 105	157 241	180 363	209 461	187 743	182 353	185 442	219 113	168 372	176 239	225 428	179 008	203 496	198 677	222 747	163 905	211 867	3 738 430
Total Costs	5 529 078	1 435 348	1 328 036	1 768 907	1 362 756	1 563 150	1 815 328	1 627 108	1 580 392	1 607 165	1 898 983	1 459 223	1 527 407	1 953 710	1 551 405	1 763 629	1 721 865	1 930 476	1 420 506	392 718	35 237 191
Variable €/FH	727	871	788	1 128	815	969	1 163	1 018	983	1 003	1 228	889	942	1 270	960	1 123	1 091	1 252	860	1 145	
Var + Fixed €/FH	960	1 104	1 022	1 361	1 048	1 202	1 396	1 252	1 216	1 236	1 461	1 122	1 175	1 503	1 193	1 357	1 325	1 485	1 093	1 412	
Tot Ann Cost €/FH	5 529	1 435	1 328	1 769	1 363	1 563	1 815	1 627	1 580	1 607	1 899	1 459	1 527	1 954	1 551	1 764	1 722	1 930	1 421	393	

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Table 18

ACJ-1	Cessna CJ1+																				
Aircraft Value €:	4 280 923		Res. Value €: 1 339 354				Annual Utilization (FH): 1500														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	735 589	14 711 777
Parts	12 753	18 218	35 222	52 226	60 728	132 388	138 461	142 104	145 748	148 177	149 392	151 821	154 250	157 894	161 537	165 181	170 039	174 898	179 756	188 258	2 539 050
Inspections	39 601	39 601	39 601	48 209	39 601	43 165	77 413	46 333	47 521	58 815	48 709	49 501	50 293	88 278	52 669	53 857	67 493	57 025	58 609	105 255	1 111 545
Engine Restoral	5 372	98 581	338 939	98 581	338 939	227 920	405 510	14 146	140 592	380 399	395 551	338 939	89 807	414 284	14 146	227 920	338 939	140 592	330 165	215 386	4 554 711
Component Overhaul (All)	10 640	14 077	10 888	14 077	11 019	13 946	11 019	14 077	10 888	14 077	17 466	13 946	11 019	14 077	10 888	14 077	11 019	13 946	11 019	14 077	256 247
Life Limited Components	3 409	4 545	4 256	4 545	4 545	33 847	34 136	34 136	33 847	34 136	34 136	33 847	34 136	34 136	33 847	34 136	34 136	33 847	34 136	34 136	531 901
Unscheduled Maintenance	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	45 455	909 091
ATC & Nav. Fees	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	177 336	3 546 726
Landing Fees	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	102 149	2 042 988
Tot Var. costs	1 132 304	1 235 552	1 489 436	1 278 169	1 515 362	1 511 795	1 727 068	1 311 325	1 439 125	1 696 135	1 705 782	1 648 583	1 400 034	1 769 198	1 333 617	1 555 700	1 682 156	1 480 837	1 674 215	1 617 641	30 204 035
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	2 446 625
Airworthiness specialists Sal.	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	126 722
Maint. Techn Sal	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	96 763	1 935 262
Other Sal.	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	15 152
Benefits	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	22 619	452 376
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	10 831	216 615
Liability Ins.	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	253 444
Training Pilot/Maint.	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	16 150	323 003
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																					34 247
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906
Tot Fixed Costs	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	313 460	347 707	6 303 445
Total Acquisition Cost/Resale	4 280 923																				-1 433 539
Op. Overhead	216 865	232 352	270 434	238 744	274 323	273 788	306 079	243 718	262 888	301 439	302 886	294 306	257 024	312 399	247 061	280 374	299 342	269 145	298 151	294 802	5 476 122
Adm. Overhead	216 865	232 352	270 434	238 744	274 323	273 788	306 079	243 718	262 888	301 439	302 886	294 306	257 024	312 399	247 061	280 374	299 342	269 145	298 151	294 802	5 476 122
Total Costs	6 160 416	2 013 715	2 343 765	2 069 117	2 377 468	2 372 831	2 652 686	2 112 221	2 278 361	2 612 473	2 625 015	2 550 656	2 227 543	2 707 455	2 141 199	2 429 908	2 594 301	2 332 586	2 583 977	1 121 413	50 307 107
Variable €/FH	755	824	993	852	1 010	1 008	1 151	874	959	1 131	1 137	1 099	933	1 179	889	1 037	1 121	987	1 116	1 078	
Var + Fixed €/FH	964	1 033	1 202	1 061	1 219	1 217	1 360	1 083	1 168	1 340	1 346	1 308	1 142	1 388	1 098	1 246	1 330	1 196	1 325	1 310	
Tot Ann Cost €/FH	4 107	1 342	1 563	1 379	1 585	1 582	1 768	1 408	1 519	1 742	1 750	1 700	1 485	1 805	1 427	1 620	1 730	1 555	1 723	748	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 19

ACJ-2	HB 400XP																				
Aircraft Value €:	6 217 631		Res. Value €: 1 927 072				Annual Utilization (FH): 500														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	386 054	7 721 074
Parts	5 221	7 458	14 419	21 380	24 861	54 196	56 682	58 174	59 665	60 660	61 157	62 151	63 146	64 637	66 129	67 621	69 610	71 598	73 587	77 068	1 039 419
Inspections			28 650					33 521		104 860		35 813			114 314		40 110			133 223	490 490
Engine Restoral				73 967			387 466				73 967			387 466				73 967			996 832
Component Overhaul (All)	7 087	19 325	7 225	19 325	7 225	19 325	7 087	19 463	38 767	19 463	14 036	12 514	14 036	12 376	14 174	12 376	14 174	44 056	14 036	12 514	328 581
Life Limited Components	1 460	2 713	1 667	2 713	1 667	10 640	9 387	10 847	9 387	10 847	10 640	9 594	10 640	9 387	10 847	9 387	10 847	9 387	10 640	9 594	162 293
Unscheduled Maintenance	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	15 152	303 030
ATC & Nav. Fees	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	85 629	1 712 587
Landing Fees	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	63 585	1 271 707
Tot Var. costs	564 187	579 917	602 380	667 805	584 172	634 581	1 011 041	672 424	658 239	746 249	710 220	670 491	638 242	1 024 286	755 884	639 804	685 160	749 429	648 683	782 818	14 026 014
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	41 942	838 843
Airworthiness specialists Sal.	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	126 722
Maint. Techn Sal	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	29 959	599 174
Other Sal.	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	15 152
Benefits	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	7 899	157 989
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	547 152
Liability Ins.	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	253 444
Training Pilot/Maint.	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	6 074	121 488
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				49 741	49 741
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906
Tot Fixed Costs	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	157 998	207 739	3 209 702
Total Acquisition Cost/Resale	6 217 631																			-1 927 072	4 290 559
Op. Overhead	108 328	110 687	114 057	123 871	111 325	118 887	175 356	124 563	122 436	135 637	130 233	124 273	119 436	177 343	137 082	119 670	126 474	136 114	121 002	148 584	2 585 358
Adm. Overhead	108 328	110 687	114 057	123 871	111 325	118 887	175 356	124 563	122 436	135 637	130 233	124 273	119 436	177 343	137 082	119 670	126 474	136 114	121 002	148 584	2 585 358
Total Costs	7 156 472	959 289	988 492	1 073 545	964 821	1 030 353	1 519 751	1 079 549	1 061 109	1 175 521	1 128 684	1 077 036	1 035 112	1 536 969	1 188 046	1 037 142	1 096 106	1 179 655	1 048 686	-639 347	26 696 991
Variable €/FH	1 128	1 160	1 205	1 336	1 168	1 269	2 022	1 345	1 316	1 492	1 420	1 341	1 276	2 049	1 512	1 280	1 370	1 499	1 297	1 566	
Var + Fixed €/FH	1 444	1 476	1 521	1 652	1 484	1 585	2 338	1 661	1 632	1 808	1 736	1 657	1 592	2 365	1 828	1 596	1 686	1 815	1 613	1 981	
Tot Ann Cost €/FH	14 313	1 919	1 977	2 147	1 930	2 061	3 040	2 159	2 122	2 351	2 257	2 154	2 070	3 074	2 376	2 074	2 192	2 359	2 097	-1 279	

SAT Aircraft Characteristics to be used for Demand Calculation

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Table 20

ACJ-2	HB 400XP																				
Aircraft Value €:	6 217 631		Res. Value €: 1 927 072				Annual Utilization (FH): 1000														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	772 107	15 442 149
Parts	10 441	14 916	28 838	42 760	49 721	108 392	113 364	116 347	119 331	121 319	122 314	124 303	126 292	129 275	132 258	135 241	139 219	143 197	147 174	154 135	2 078 838
Inspections		28 650		28 650	85 950	31 229		100 562	34 380	104 860	35 240	107 438		37 245	114 314	38 964	120 331	41 256		133 223	1 042 292
Engine Restoral		73 967		387 466		73 967	387 466		73 967		387 466		73 967	387 466		73 967		387 466		73 967	2 381 129
Component Overhaul (All)	26 412	26 550	26 550	26 550	58 230	26 550	26 412	26 550	58 230	26 550	33 499	26 550	26 412	58 230	26 550	26 550	26 550	58 230	26 412	26 550	664 112
Life Limited Components	4 174	4 380	4 380	4 380	4 380	20 234	20 028	20 234	20 234	20 234	21 488	20 234	20 028	20 234	20 234	20 234	20 234	20 234	20 028	20 234	325 840
Unscheduled Maintenance	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	32 369	647 383
ATC & Nav. Fees	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	171 259	3 425 174
Landing Fees	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	127 171	2 543 413
Tot Var. costs	1 143 933	1 251 369	1 162 674	1 592 712	1 301 188	1 363 277	1 650 175	1 366 599	1 409 048	1 375 869	1 702 911	1 381 430	1 349 604	1 735 356	1 396 262	1 397 862	1 409 239	1 753 289	1 296 520	1 511 015	28 550 330
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	83 884	1 677 686
Airworthiness specialists Sal.	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	126 722
Maint. Techn Sal	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	66 804	1 336 088
Other Sal.	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	15 152
Benefits	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	15 778	315 565
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	547 152
Liability Ins.	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	253 444
Training Pilot/Maint.	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	12 149	242 975
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																				49 741	49 741
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906
Tot Fixed Costs	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	250 739	300 480	5 064 523
Total Acquisition Cost/Resale	6 217 631																			-1 952 215	4 265 416
Op. Overhead	209 201	225 316	212 012	276 518	232 789	242 102	285 137	242 601	248 968	243 991	293 048	244 825	240 051	297 914	247 050	247 290	248 997	300 604	232 089	271 724	5 042 228
Adm. Overhead	209 201	225 316	212 012	276 518	232 789	242 102	285 137	242 601	248 968	243 991	293 048	244 825	240 051	297 914	247 050	247 290	248 997	300 604	232 089	271 724	5 042 228
Total Costs	8 030 704	1 952 741	1 837 437	2 396 486	2 017 505	2 098 221	2 471 188	2 102 540	2 157 723	2 114 590	2 539 745	2 121 820	2 080 446	2 581 923	2 141 101	2 143 182	2 157 972	2 605 236	2 011 436	402 729	47 964 726
Variable €/FH	1 144	1 251	1 163	1 593	1 301	1 363	1 650	1 367	1 409	1 376	1 703	1 381	1 350	1 735	1 396	1 398	1 409	1 753	1 297	1 511	
Var + Fixed €/FH	1 395	1 502	1 413	1 843	1 552	1 614	1 901	1 617	1 660	1 627	1 954	1 632	1 600	1 986	1 647	1 649	1 660	2 004	1 547	1 811	
Tot Ann Cost €/FH	8 031	1 953	1 837	2 396	2 018	2 098	2 471	2 103	2 158	2 115	2 540	2 122	2 080	2 582	2 141	2 143	2 158	2 605	2 011	403	

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Table 21

ACJ-2	HB 400XP																				
Aircraft Value €:	6 217 631		Res. Value €: 1 927 072				Annual Utilization (FH): 1500														
Var Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Fuel	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	1 158 161	23 163 223
Parts	15 662	22 374	43 257	64 140	74 582	162 588	170 046	174 521	178 996	181 979	183 471	186 454	189 437	193 912	198 387	202 862	208 829	214 795	220 762	231 203	3 118 257
Inspections	28 650		28 650	85 950	85 950	31 229	97 983	100 562	34 380	104 860	35 240	107 438	109 157	37 245	114 314	116 893	40 110	123 769	42 402	133 223	1 458 006
Engine Restoral		73 967	387 466	73 967	387 466	73 967	387 466		73 967	387 466	73 967	387 466	73 967	387 466		73 967	387 466	73 967	387 466	73 967	3 765 427
Component Overhaul (All)	33 636	45 875	65 317	46 012	40 585	70 606	40 585	46 012	65 317	45 875	40 585	70 744	40 585	38 926	72 266	46 012	33 636	77 555	40 585	39 063	999 780
Life Limited Components	5 840	7 094	5 840	7 300	7 094	29 621	30 875	31 081	29 621	30 875	30 875	29 828	30 875	29 621	30 875	31 081	29 621	30 875	30 875	29 828	489 594
UnschedMaint.	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	48 554	971 074
ATC & Nav. Fees	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	256 888	5 137 761
Landing Fees	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	190 756	3 815 120
Total Variable costs	1 738 148	1 803 669	2 184 889	1 931 729	2 250 036	2 022 370	2 381 314	2 006 536	2 036 640	2 405 412	2 018 496	2 436 288	2 098 380	2 341 529	2 070 201	2 125 174	2 354 021	2 175 319	2 376 448	2 161 643	42 918 241
Fixed Cost/YR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
Cockpit Crew Sal	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	122 331	2 446 625
Airworthiness specialists Sal.	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	6 336	126 722
Maint. Techn Sal	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	89 876	1 797 521
Other Sal.	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	758	15 152
Benefits	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	21 930	438 602
Hangar	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	9 642	192 837
Hull Ins.	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	27 358	547 152
Liability Ins.	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	12 672	253 444
Training Pilot/Maint	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	17 717	354 339
Registration Fee	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	689	13 774
Brokerage Fee																					49 741
Modernization	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	13 774	275 482
Refurbishing	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	895	17 906
Tot Fixed Costs	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	323 978	6 529 296
Total Acquisition Cost/Resale	6 217 631																			-2 022 110	4 195 521
Op. Overhead	309 319	319 147	376 330	338 356	386 102	351 952	405 794	349 577	354 093	409 409	351 371	414 040	363 354	399 826	359 127	367 373	401 700	374 895	405 064	380 304	7 417 131
Adm. Overhead	309 319	319 147	376 330	338 356	386 102	351 952	405 794	349 577	354 093	409 409	351 371	414 040	363 354	399 826	359 127	367 373	401 700	374 895	405 064	380 304	7 417 131
Total Costs	8 898 394	2 765 940	3 261 527	2 932 419	3 346 217	3 050 252	3 516 879	3 029 667	3 068 803	3 548 207	3 045 216	3 588 346	3 149 065	3 465 158	3 112 432	3 183 897	3 481 398	3 249 086	3 510 554	1 273 861	68 477 320
Variable €/FH	1 159	1 202	1 457	1 288	1 500	1 348	1 588	1 338	1 358	1 604	1 346	1 624	1 399	1 561	1 380	1 417	1 569	1 450	1 584	1 441	
Var +Fixed €/FH	1 375	1 418	1 673	1 504	1 716	1 564	1 804	1 554	1 574	1 820	1 562	1 840	1 615	1 777	1 596	1 633	1 785	1 666	1 800	1 690	
Tot Ann Cost €/FH	5 932	1 844	2 174	1 955	2 231	2 034	2 345	2 020	2 046	2 365	2 030	2 392	2 099	2 310	2 075	2 123	2 321	2 166	2 340	849	

SAT Aircraft Characteristics to be used for Demand Calculation

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Document Change Log:

Version	Author /Organisation	Date of Release	Description of the release	Modifications (sections affected and relevant information)
0	K.Piwek/IoA	15 IV 2011	SAT Aircraft Characteristics to be used for Demand Calculation	V0a - draft
0	K.Piwek/IoA	30 IV 2011	SAT Aircraft Characteristics to be used for Demand Calculation	V0b - draft
0	K.Piwek/IoA	06 V 2011	SAT Aircraft Characteristics to be used for Demand Calculation	V0c - draft
0	K.Piwek/IoA	10 VI 2011	SAT Aircraft Characteristics to be used for Demand Calculation	V0

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