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The Eclipse Perspective

FAA Forecast Conference
March 11, 2008

Matt E. Brown
Eclipse Aviation
Director, Product Marketing



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Agenda

- **Introduction to Eclipse**
- **Snapshot – Eclipse Aviation Today**
 - Recent progress
- **Creating a new jet customer**
 - Market Opportunities
- **Positioning for continued success**
 - Preparing for Next Gen
 - **Green Initiative**
 - What's next?



Eclipse Aviation Key Strategy

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Change the Value Proposition for private jet travel



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The Jet that Created a Market

- **Eclipse founded the VLJ market category**
 - Revitalized existing market segments
 - Created whole new markets
 - VLJ segment growing at average cumulative annual rate of 21%
- **Transformed aviation “business as usual”**
 - Invest in technical innovation
 - Tool and design for high volume, low cost production
 - Embrace market expansion





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Less Equals: Twin-Engine Jet for \$1.595 Million

- **Cruise speed** 370 kt (685 km/hr)
- **Stall speed** 69 kt (128 km/hr)
- **Range** 1,300 nm (2,408 km)
w/pilot, 3 pax, IFR 45 min. reserves
- **Useful load** 2,400 pounds (1089 kg)
- **Takeoff/landing distance** <2,300 ft
- **Ceiling** 41,000 ft
- **Certified for single-pilot operation**





Eclipse 500 Comfort

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Total Aircraft Integration



- **Total Aircraft Integration – more than just an integrated cockpit**
 - Avio NG expands integration beyond the cockpit and applies it to the entire aircraft
 - Centralized control of all aircraft systems including engines, fuel, flaps, pressurization, brake fluid levels, etc.
- **Leverages the reduced costs of digital technology**
 - Avionics functionality comparable to modern commercial airliners



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Proven Fleet

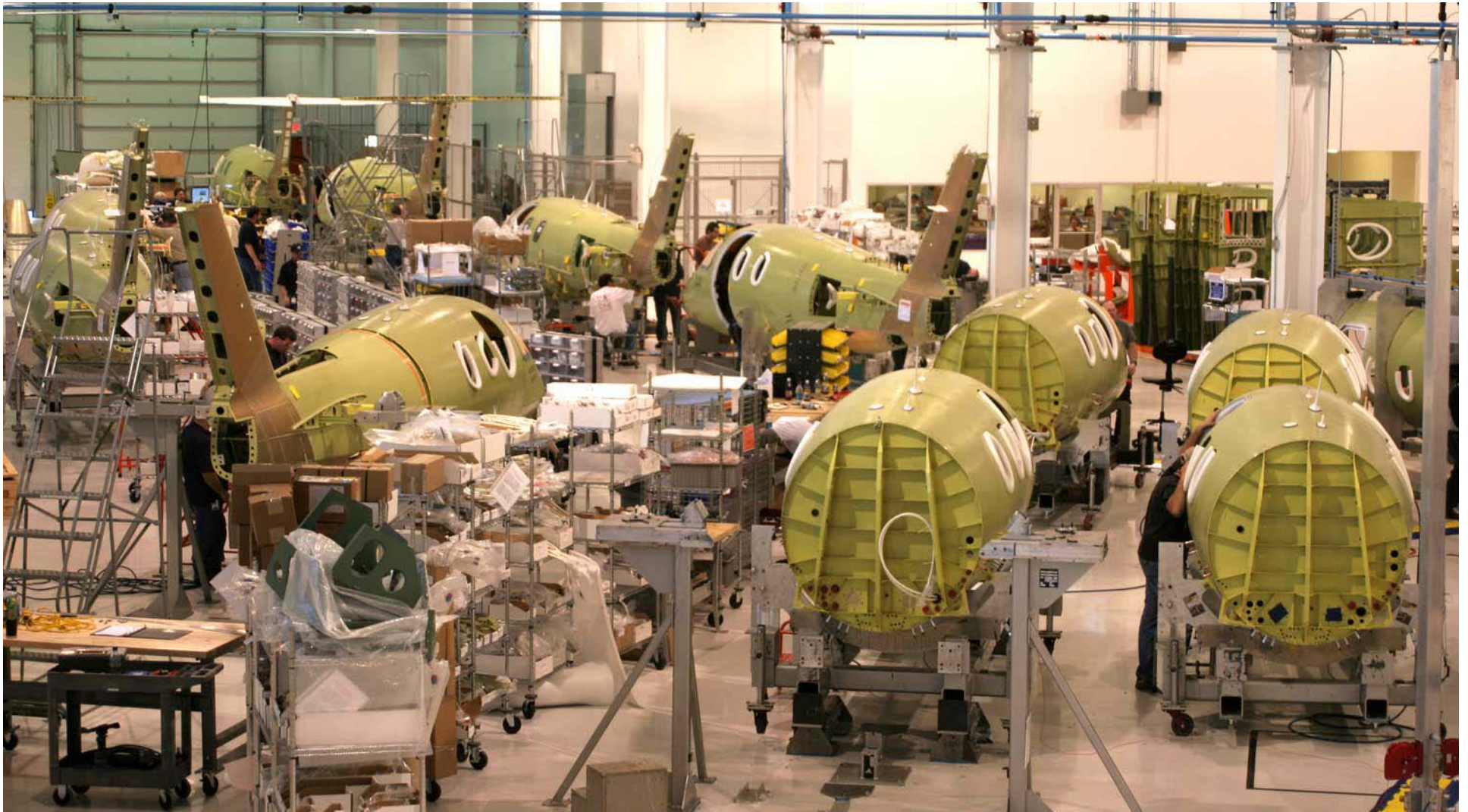
- **Development Fleet**
 - More than 5,000 flight hours
- **Production aircraft**
 - 140+ aircraft delivered to date
 - Approaching 15,000 total fleet hours





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Aircraft Production





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Aircraft Production

- **Production ramp-up improving daily**
 - **98 deliveries in 2007**
 - 101 C of As issued
 - **37 shipments in first two months 2008**
 - **Targeting 1 aircraft per day by end of 1Q 2008**
 - **Targeting 2 aircraft per day by 4Q 2008**
- **Challenges remain**





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High-Growth Facilities





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Robust Service Infrastructure



Gainesville, FL



Albuquerque, NM



Albany, NY



Van Nuys, CA



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State-Of-The-Art Training Capabilities





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Part 142 Training

- **Two level D full-motion simulators now certified**
 - **Additional simulator certification in progress**





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Eclipse 500 Customers

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Existing Markets

- **Owner pilots**
 - Large replacement market – average GA aircraft age > 35 years
- **Corporate aircraft**
 - Existing flight departments can add lift capability
 - Enables smaller corporations to have new flight department
- **Training**
 - Most efficient way to fill the need for new commercial pilots
 - Multi Crew Pilots License – ab initio
- **Commercial Operators**
 - Low operating costs enable ultra competitive offering

New Markets

- **Same-day logistics**
 - Time-sensitivity is the key
- **Air taxi**
 - On-demand air travel service





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DayJet Grand Opening October 3, 2007





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Market Opportunity

- **The state of the VLJ market is strong**
 - 2008 domestic sales pacing 2007 results
 - Secondary market is alive and well
- **The Eclipse 500 has strong appeal outside of U.S.A.**
 - 22% of total current bookings are outside of United States
 - Minimal marketing effort thus far
 - Predicting 50% of new sales will be to international customers by 2010
 - Significant growth with international fleet operators



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ETIRC and Eclipse Aviation

- **New partner for Eclipse in Europe**
- **Provides all services, aircraft support and flight training for European and Eastern European customers**
- **Partnering on sales and marketing**
- **New Eclipse Chairman of the Board of Directors, Roel Pieper**
- **Potential for Eclipse 500 production outside of Albuquerque, NM – within ETIRC's area of responsibility**
- **True market expansion and an acceleration of fulfilling the global demand for the Eclipse 500**





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Avio NG is NextGen Capable

- Avio NG is designed to align with FAA's NextGen (NGATS) integrated plan by deploying key technologies like ADS-B, LPV and RNP
- Capability made possible due to:
 - Avio NG's scalable and extensible architecture
 - Eclipse 500 is positioning "future-proof"





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Every Eclipse 500 Is Delivered **GREEN**

- **Remarkable Fuel Efficiency**
 - As the world's most efficient jet aircraft, the Eclipse 500 covers more ground using less fuel than any other
- **Low Emissions**
 - More than any other, the Eclipse 500's PW610F turbofan minimize the most damaging by-products of jet operation
 - Lowest carbon dioxide (CO₂) emission of any jet aircraft, and most prop-driven aircraft
 - Registered smoke number of less than 1 – lowest smoke emitting jet engine operational today
 - Extremely low mono-nitrogen oxide (NO_x) and carbon monoxide (CO) emissions
- **Elimination of Noise Pollution**
 - The Eclipse 500 is the quietest jet in history, and is even quieter than most single engine piston aircraft
 - More than 40 EPNdB below cumulative stage 4 noise abatement requirements
- **Reduced dependence on hazardous materials**
- **Use of recyclable materials**



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The Future?

Eclipse Concept Jet





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Questions?



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