



Cessna Mustang

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Mustang History

- Introduced
September 2002
- First delivery
November 2006
- 2007 deliveries 40
- 250 unit order
backlog



Speed	340kts
IFR Range	1140nm
Direct Climb	FL410
FF Payload	800 lbs
BFL	3110 ft

Mustang Purchaser Profile

- A business owner
- Well educated
- Aviation enthusiast
- Belong to AOPA
- Plan to fly the airplane themselves

Mustang Purchaser Experience

- Flying more than 10 years
- Have over 1,000 hours
- Have multi-engine time
- Have turbine experience
- Most own a turbine today
- Plan to fly 100-300 hours per year

Mustang Training

- Type rating at Flight Safety
- Special accommodation
 - Developed a Proficiency Index
 - Customized training plan



Mustang Insurance

- Special program
 - Allianz Global Risks
 - Falcon Insurance Agency of Houston, Inc.
- Rates influenced by Proficiency Index

Mustang Service

- Designed to be maintained by any FBO
- Airplane includes diagnostics and trouble-shooting
- 450 hour inspection interval
- ProParts
- Power Advantage
- Team Mustang

Market Segments

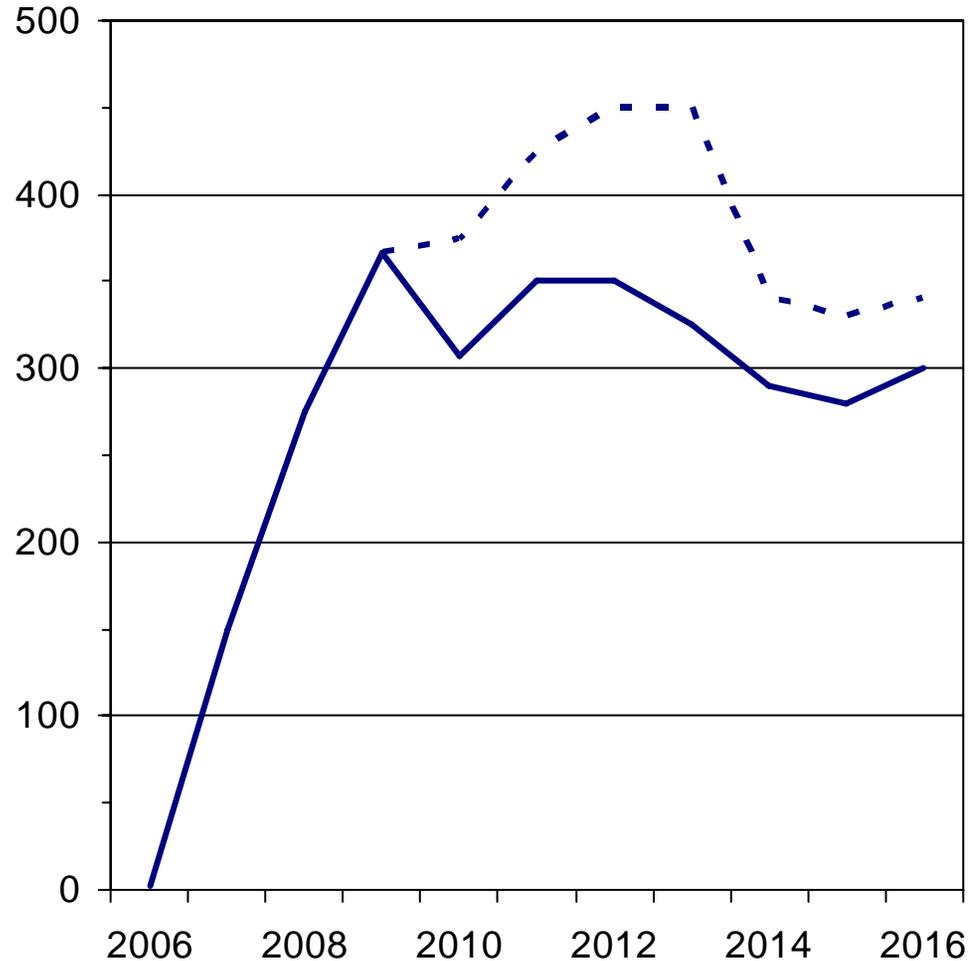
- Traditional owner-flown business use
- Air Taxi
 - Not new
 - In 1950's 20% of GA hours flown were charter/air taxi
 - In 2005 14-17% of GA hours flown were charter/air taxi

Air Taxi

- Customers with a high value of time
- Usually have low fixed costs
- Now a new business model

VLJ Forecast

- Grows as new products enter market
- Successful adoption of the new Air Taxi model can significantly expand market



Summary

- Market looks like our traditional light jet market
- The Mustang will offer more than just an airplane – will include training, insurance and service
- Will grow jet shipments