

From: "Barry J. Cohen" <[REDACTED]>

To: jeffrey E. <jeevacation@gmail.com>

Subject: FW: G600 & G550 New Aircraft Options

Date: Wed, 08 Mar 2017 23:54:02 +0000

Attachments: G500_G600_Program_Update_03_17.pdf

Inline-Images: image005.png; image006.png

FYI. Marc Rowan bought a Global. Bigger plane, for less money. Anything wrong with considering that?

From: Lee Rohde [mailto:[REDACTED]]

Sent: Wednesday, March 08, 2017 5:38 PM

To: Barry J. Cohen <[REDACTED]>; John Castrucci <[REDACTED]>

Cc: Tom Mitchell <[REDACTED]>

Subject: G600 & G550 New Aircraft Options

Hi Barry and John,

I talked to my contact at Gulfstream and received the below information concerning new aircraft options. I have also attached the G500 G600 Program Update information that they provided. The G600 would be the only option for consideration it is the replacement to the GV / G550 model. The G500 is designed to be the replacement for the GIV / G450 aircraft and does not have the same range or a crew rest.

G550

- Still being built through 2018
- Fully spec'd aircraft by the client can be delivered in 12 months
- Pricing
 - \$44.0M Base Price - I would project you would be able to negotiate that down to \$42.0M possibly lower
- \$2.0M is the average cost of the options selected
- One item they did also want to note is the Wi-Fi system options, many are being outfitted with two systems with a total estimated cost to install of \$600k
 - GoGo system for domestic service
 - KA Band for International service (much higher data cost than GoGo system)

G600

- Earliest position currently available is Q3 2019 delivery, no Q4 2019 slots available next available would be Q1 2020.
- Fully spec'd aircraft by the client
- Pricing
 - \$56.0M Base Price – some room to move but not as much as the G550
 - \$1.5M is the average cost of the options selected to date
- Same comment about the Wi-Fi systems and cost as above

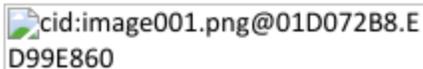
Let me know if you need any other information on the two Gulfstream new aircraft options.

The only other new aircraft option would be a Bombardier's Global 6000. I would estimate the final cost is going to be in the high \$40.0M area and delivery of an aircraft that the client can spec in full would also be 12 months.

Let me know if you would like any other information or have any questions for your meeting with Leon tomorrow.

Talk to you both soon.

Best Regards,
Lee

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