

AEROPUERTO CABO SAN LUCAS
F B O

PROFORMA ANALISYS STATEMENT
ESTIMATED IS US DOLLARS

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Operations, Annual Performance	100.00%				
Landings	3,780	4,320	4,644	4,992	5,367
Platform usage, hours	3,175	7,920	8,514	9,153	9,839
Overnights	10,710	10,800	11,610	12,481	13,417
Overnights in Hanger	2,520	4,320	4,644	4,992	5,367
Passengers	15,120	17,280	18,576	19,969	21,467
Flight Plan	3,150	4,320	4,644	4,992	5,367
Overtime Services	10.00%	10%	10.00%	10.00%	10.00%
Immigration Services	80.00%	80%	80.00%	80.00%	80.00%
Agents	15.00%	15%	15.00%	15.00%	15.00%
Crew Transportation	50.00%	50%	50.00%	50.00%	50.00%
Passenger Transportation	40.00%	40%	40.00%	40.00%	40.00%
Servicing Airplane (outside)	567	648	697	749	805
Servicing Airplane (Inside-toilets, etc)	1,512	1,728	1,858	1,997	2,147
Parking for Vehicles	11,550	14,400	15,480	16,641	17,889
GPU Rental	1,323	1,620	1,742	1,872	2,013
AV Gas (liters)	490,000	600,000	645,000	693,375	745,378
Jet A (liters)	3,500,000	4,560,000	4,902,000	5,269,650	5,664,874
Oil and Lubricants	1,400	2,400	2,580	2,774	2,982
Other fluids and accessories	3,500	6,000	6,450	6,934	7,454

Variables

Average weight of Aircraft (tons)		9
Landing Fee per Ton		5.00 USD
Platform Fee per Ton		3.00 USD
Overnight Fee per Ton		6.30 USD
Passenger Fee		15.00 USD
Flight Plan Fee		45.00 USD
Weather Consultation Fee		5.00 USD
Immigration Fee		120.00 USD
Crew Transportation		50.00 USD
Passenger VIP Transportation		120.00 USD
Vehicle Parking		3.00 USD
Federal Taxes		10.00%
Airport Taxes		10.00%
Overtime		100.00%
Fuel Service		15.00%
Av Gas per liter		0.73 USD
Jet A per liter		1.02 USD
External Cleaning of aircraft	\$/Aircraft	40.00 USD
GPU Rental per Hour		30.00 USD
Communication Services	\$/Aircraft	15.00 USD
Oil	\$/Liter	9.00 USD
Other Fluids	\$/Liter	8.00 USD
Fuel Service	\$/Liter	15.00%
Oil Service	\$/Liter	35.00%
Special FBO Services	\$/Aircraft	550.00 USD
FBO Services Aircraft Type "A"	\$/Aircraft	350.00 USD
FBO Services Aircraft Type "B"	\$/Aircraft	300.00 USD
FBO Services Aircraft Type "C"	\$/Aircraft	100.00 USD
FBO Services	\$/Aircraft/Ton	15.00%

Income	Year 1	Year 2	Year 3	Year 4	Year 5
Landings	\$145,800	\$194,400	\$208,980	\$224,654	\$241,503
Platform	\$56,553	\$213,840	\$229,878	\$247,119	\$265,653
Overnights	\$520,506	\$612,360	\$658,287	\$707,659	\$760,733
Vehicle Parking	\$29,700	\$43,200	\$46,440	\$49,923	\$53,667
Passenger Fee	\$194,400	\$259,200	\$278,640	\$299,538	\$322,003
Overtime Services	\$32,385	\$60,264	\$64,784	\$69,643	\$74,866
Flight Plan	\$121,500	\$194,400	\$208,980	\$224,654	\$241,503
Special FBO Aircraft Services	\$89,100	\$118,800	\$127,710	\$137,288	\$147,585
FBO Aircraft Type "A"	\$170,100	\$226,800	\$243,810	\$262,096	\$281,753
FBO Aircraft Type "B"	\$291,600	\$388,800	\$417,960	\$449,307	\$483,005
FBO Aircraft Type "C"	\$162,000	\$216,000	\$232,200	\$249,615	\$268,336
Aircraft Cleaning	\$19,440	\$25,920	\$27,864	\$29,954	\$32,200
APU Rental /Hour	\$34,020	\$48,600	\$52,245	\$56,163	\$60,376
Communication Services	\$48,600	\$64,800	\$69,660	\$74,885	\$80,501
Oil and Lubricants	\$10,800	\$21,600	\$23,220	\$24,962	\$26,834
Other Fluids and accessories	\$24,000	\$48,000	\$51,600	\$55,470	\$59,630
Net Income AV Gas	\$45,710	\$65,300	\$70,198	\$75,463	\$81,122
Net Income Jet A	\$459,855	\$698,980	\$751,403	\$807,758	\$868,340
Total Gross Income	\$2,456,069	\$3,501,264	\$3,763,859	\$4,046,148	\$4,349,609
Gross Income Accumulated	\$2,456,069	\$5,957,333	\$9,721,192	\$13,767,340	\$18,116,950

Operating Expenses	Year 1	Year 2	Year 3	Year 4	Year 5
Salaries and Benefits	\$245,916	\$270,508	\$311,084	\$357,746	\$411,408
Training	\$24,000	\$26,400	\$30,360	\$34,914	\$40,151
Electricity	\$30,000	\$33,000	\$37,950	\$43,643	\$50,189
Water	\$4,200	\$4,620	\$5,313	\$6,110	\$7,026
Telephone	\$6,300	\$6,930	\$7,970	\$9,165	\$10,540
Communications	\$5,100	\$5,610	\$6,452	\$7,419	\$8,532
Combustibles and Lubricants	\$9,600	\$10,560	\$12,144	\$13,966	\$16,060
Maintainance	\$20,400	\$22,440	\$25,806	\$29,677	\$34,128
Maintainance Equipment	\$33,000	\$36,300	\$41,745	\$48,007	\$55,208
Public Areas	\$18,000	\$19,800	\$22,770	\$26,186	\$30,113
Office Supplies	\$9,000	\$9,900	\$11,385	\$13,093	\$15,057
Cleaning Materials	\$10,200	\$11,220	\$12,903	\$14,838	\$17,064
Miscellaneous	\$24,000	\$26,400	\$30,360	\$34,914	\$40,151
Total Operating Expenses	\$439,716	\$483,688	\$556,241	\$639,677	\$735,628

Administration Costs	Year 1	Year 2	Year 3	Year 4	Year 5
Salaries and Benefits	\$71,280	\$78,408	\$90,169	\$103,695	\$119,249
Board of Directors	\$150,000	\$165,000	\$189,750	\$218,213	\$250,944
Training	\$15,000	\$16,500	\$18,975	\$21,821	\$25,094
Communications	\$5,700	\$6,270	\$7,211	\$8,292	\$9,536
Office Expenses	\$10,200	\$11,220	\$12,903	\$14,838	\$17,064
Permits and Licenses	\$10,200	\$11,220	\$12,903	\$14,838	\$17,064
Transportation Expenses	\$18,000	\$19,800	\$22,770	\$26,186	\$30,113
Total Administration	\$280,380	\$308,418	\$354,681	\$407,883	\$469,065

Financing Expenses	Year 1	Year 2	Year 3	Year 4	Year 5
Commissions and Fees	\$8,400	\$9,240	\$10,626	\$12,220	\$14,053
Interest	\$0	\$0	\$0	\$0	\$0
Capital Payments	\$0	\$0	\$0	\$0	\$0
Improvements	\$24,000	\$26,400	\$30,360	\$34,914	\$40,151
Consultants	\$66,000	\$72,600	\$83,490	\$96,014	\$110,416
Total Financing Expenses	\$98,400	\$108,240	\$124,476	\$143,147	\$164,620

	Year 1	Year 2	Year 3	Year 4	Year 5
Total Expenses	\$818,496	\$900,346	\$1,035,397	\$1,190,707	\$1,369,313
Expenses Accumulated	\$818,496	\$1,718,842	\$2,754,239	\$3,944,946	\$5,314,259
Gross Profit	\$1,637,573	\$2,600,918	\$2,728,461	\$2,855,441	\$2,980,296
Accumulated Gross Profit	\$1,637,573	\$4,238,492	\$6,966,953	\$9,822,394	\$12,802,690