



## Open Skies Finance Program

- Equipment:** New Cessna single engine piston aircraft. (Available to U.S. & Canadian retail customers excluding VT)
- Time Period:** Available until amended or cancelled.
- Term & Amortization:** 20 years *(25 year amortization available with 20% down payment)*
- Down Payment:** 10% of aircraft purchase price *(5% down payment option also available for well qualified customers)*
- Loan Fees:** \$500; \$800 minimum for LLC's, LLP's, trusts or other structures where CFC may require legal review. (CFC's loan/legal fees may be financed upon request)

### Rates & Payments (Normal Utilization)

| <u>Aircraft</u>  | <u>Price</u> | <u>Loan Amount</u> | <u>Fixed Rates* as low as</u> | <u>Payments as low as</u> |
|------------------|--------------|--------------------|-------------------------------|---------------------------|
| Skyhawk SP       | \$283,500    | \$255,150          | 9.14%                         | \$2,319                   |
| Skylane          | \$367,000    | \$330,300          | 8.99%                         | \$2,970                   |
| Turbo Skylane    | \$398,500    | \$358,650          | 8.94%                         | \$3,213                   |
| Stationair       | \$503,500    | \$453,150          | 8.84%                         | \$4,031                   |
| Turbo Stationair | \$540,500    | \$486,450          | 8.84%                         | \$4,327                   |
| 350              | \$535,000    | \$481,500          | 8.84%                         | \$4,282                   |
| 400              | \$620,000    | \$558,000          | 8.79%                         | \$4,945                   |

\*Assumes repayment in US currency

**Prepayment Premiums:** None

**Aftermarket Options:** CFC may be able to finance qualifying after-market upgrades accomplished after your initial purchase.

**Normal Utilization:** Annual aircraft hourly utilization not to exceed 300 hours for Part 91 Personal and Business use  
**Rate:** Minimum fixed rate for Normal Utilization as depicted above.  
**Amortization:** Maximum of 240 months

**High Utilization:** Annual aircraft hourly utilization exceeding 300 hours for Part 91, Part 135 and Part 141 usage  
**Rate:** 0.20% higher than minimum rates depicted above for commercial operation  
**Amortization:** 144 months, subject to use and customer qualification

**Insurance:** The finance professionals at CFC can also assist you with your insurance needs (US only)

**For further details, contact CFC at 1-800-551-5787**

**CFC Customer Loyalty Option:**

- Well qualified CFC customers in good credit standing who trade up to a new Cessna single engine piston aircraft after the first 12 months and before the 60<sup>th</sup> month, CFC may agree to finance up to **100%** of the new aircraft retail price, subject to CFC credit approval.

**The above sample payment structures are based on the following and subject to change.**

- The program, rates and payments are subject to CFC credit approval and may vary based upon customer qualification
- Normal or High aircraft utilization is determined by CFC in its sole discretion
- Rate options shown will be **0.25%** higher if direct debit is not utilized
- This program is available through participating CSTARs only
- Restrictions and limitations may apply to customers residing AK and HI
- CFC reserves the right to revise the terms of this finance program without notice

11/3/08