

**ROUTE
PROFITABILITY
ANALYSIS**

**Annual
Demand** **Prorated
Average One-
way revenue**

2

DEMAND AND AIRFARE ESTIMATES FOR ONE YEAR

Total MSY-DEN local Passengers (both directions)	101150				
Expected market share for one daily flight (%)	70				
Local MSY-DEN passengers on new flight	59500	540	\$420	342	290

Additional Traffic

Connections behind MSY to/from DEN	24000	540	\$420	342	290
Connections to/from MSY beyond DEN	12000	540	\$420	342	290
Connections behind MSY to/from destinations beyond DEN	4500	540	\$420	342	290

<u>Total Passengers all Directions</u>	100000	100,000	100,000	100,000	100,000
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Additional Cargo Revenue (=10% of pax revenue)

TOTAL REVENUES

INPUTS AND ASSUMPTIONS

175 150 150 200

Aircraft Type	25 seats	50 seats	75 seats	100 seats
Number of Seats	25	50	75	100
# Flights (with 80% Load Factor) per Day to Satisfy Demand	7	3	2	2
Total Annual Flights each direction (=98% completion of daily schedule))	2506	1074	716	716

Block Hours MSY to DEN	4.00	4.00	4.00	4.00
Block Hours DEN yo MSY	3.50	3.50	3.50	3.50

Non-stop miles (MSY to DEN)	1383	1383	1383	1383
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Aircraft Operating Costs per Block Hour

Crew Costs	\$230	\$307	\$281	\$415
Fuel/Oil (\$2/gallon *3.75 Block Hours * Burn Rate/Hr)	\$404	\$870	\$914	\$1,708
Ownership	\$225	\$300	\$274	\$406
Maintenance	\$183	\$245	\$225	\$331
Total per Block Hour	\$1,042	\$1,722	\$1,694	\$2,860

Indirect Operating Cost	\$0.02	\$0.02	\$0.02	\$0.02
Traffic Servicing	\$22	\$22	\$22	\$22
Aircraft Servicing	\$1,800	\$1,800	\$1,800	\$1,800
Promotion and Sales	9.00%	9.00%	9.00%	9.00%
G&A	\$0.002	\$0.002	\$0.002	\$0.002

250	216
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250	216
250	216
250	216

100,000	100,000
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250 150

125 seats	150 seats
125	150

2 1

716	358
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4.00	4.00
3.50	3.50

1383	1383
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\$386	\$414
\$1,688	\$1,926
\$377	\$405
\$308	\$330

\$2,759 \$3,075

\$0.02	\$0.02
\$22	\$22
\$1,800	\$1,800
9.00%	9.00%
\$0.002	\$0.002