



Quick Comparison Brand New Aircrafts

1. **Twin Otter 300 series**
2. **Cessna Skycourier**
3. **Y12-F**

Twin Otter / Y12 F / Skycourier

Type Certification Approvals

Twin Otter 300series

- Transport Canada
- USA FAA
- European EASA
- CAASI



Cessna Skycourier

- USA FAA
- Transport Canada
- Australia CASA



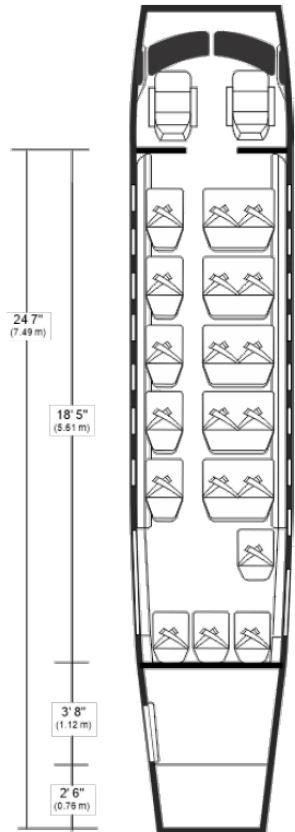
Y12 - F

- China CAAC
- USA FAA
- European EASA
- UK CAA



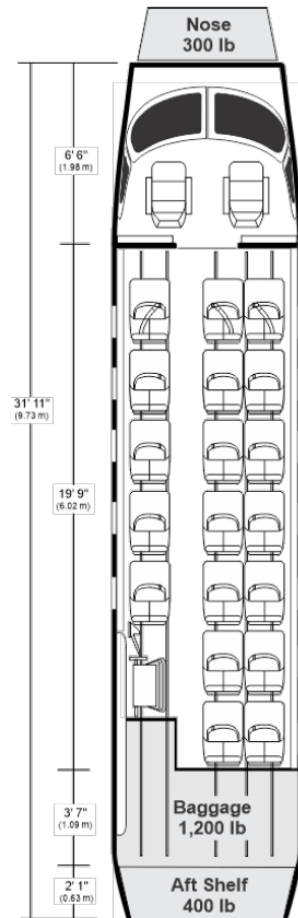
Seating and Payload Capacity

Twin Otter
19 Seats
1.3 Tonne



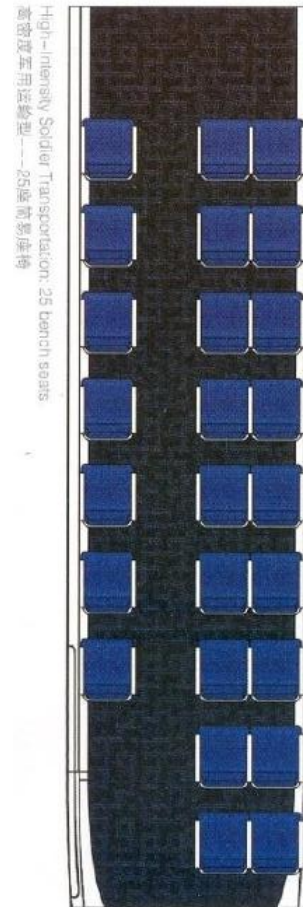
Twin Otter

Cessna Skycourier
19 Seats
2.3 Tonne

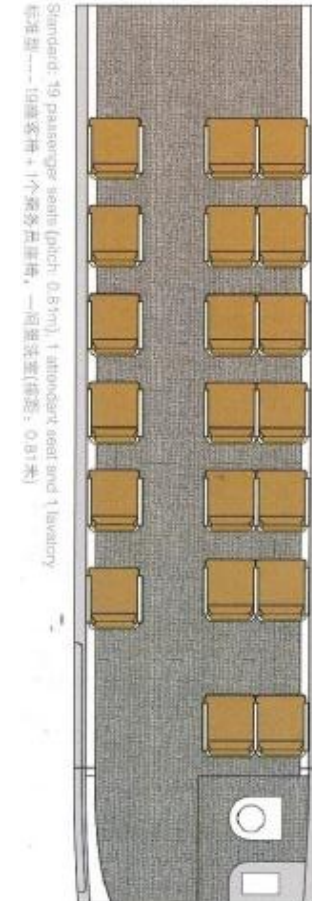


SkyCourier

Y12-F
19 or 25 Seats
3.0 Tonne



Military transport -25 seats



Standard-19 seats

Domestic Airports Aircraft Operations Capability

- Cessna Skycourier
 - Limited to 1000meter Airstrips
- Twin Otter
 - Can Operate to all 22 Domestic Airstrips with fuel stops required
 - Can Operate direct to all 17 Airstrips with limiting payload
 - Can operate to only 1 destinations with full payload (Auki)
- Y12-F
 - Can Operate to all 22 Domestic Airstrips without refueling with full payload

Note: As per performance Analysis provided by the Manufactures

Comparison Pax Load and Return fuel Twin Otter vs Y12-F

A	D	E	F	G	X	Y	Z	AA	AB	AC	AD	AE	AF	AG	AH	AI	AJ
Per Trip Projection Y12-F Vs Otter													Six Months Projection Y12-F Vs Otter				
A/C	S/N	Route			Otter						Y12-F	Otter		Y12-F	Otter		
		Place of Departure	Place of Arrival	Distance	Outbound	Inbound	Total Pax Load	Full Capacity	Utilized Capacity (Empty Seat)	Revenue full capacity	Revenue realized due to limited pax capacity	Revenue lost due to limited pax capacity (Empty Seats)	Service	Revenue full capacity	Revenue realized due to limited pax capacity	Revenue lost due to limited pax capacity (Empty Seats)	
																	nm
Y12F	1	Honiara	Gizo	205	10	14	24	38	14	66,880.00	42,240.00	24,640.00	190	12,707,200.00	8,025,600.00	4,681,600.00	
	2	Honiara	Munda	178	12	15	27	38	11	61,180.00	43,470.00	17,710.00	153	9,360,540.00	6,650,910.00	2,709,630.00	
	3	Honiara	Marau	53	19	19	38	38	0	45,220.00	45,220.00	-	0	-	-	-	
	4	Honiara	Seghe	139	13	16	29	38	9	53,580.00	40,890.00	12,690.00	67	3,589,860.00	2,739,630.00	850,230.00	
	5	Honiara	Auki	57	19	19	38	38	0	36,480.00	36,480.00	-	44	1,605,120.00	1,605,120.00	-	
	6	Honiara	Suavanao	135	13	16	29	38	9	52,440.00	40,020.00	12,420.00	60	3,146,400.00	2,401,200.00	745,200.00	
	7	Honiara	Lomlom	375	9	9	18	38	20	103,360.00	48,960.00	54,400.00	5	516,800.00	244,800.00	272,000.00	
	8	Honiara	Santa Ana	348	12	15	27	38	11	96,140.00	68,310.00	27,830.00	84	8,075,760.00	5,738,040.00	2,337,720.00	
	9	Honiara	Atoifi	66	14	17	31	38	7	38,000.00	31,000.00	7,000.00	25	950,000.00	775,000.00	175,000.00	
	10	Honiara	Arona	117	13	16	29	38	9	48,260.00	36,830.00	11,430.00	23	1,109,980.00	847,090.00	262,890.00	
	11	Honiara	Balalae	287	12	12	24	38	14	83,600.00	52,800.00	30,800.00	5	418,000.00	264,000.00	154,000.00	
	12	Honiara	Manaoba	79	14	17	31	38	7	52,934.00	43,183.00	9,751.00	0	-	-	-	
	13	Honiara	Parasi	82	14	17	31	38	7	41,800.00	34,100.00	7,700.00	13	543,400.00	443,300.00	100,100.00	
	14	Honiara	Bellona	113	13	16	29	38	9	47,880.00	36,540.00	11,340.00	34	1,627,920.00	1,242,360.00	385,560.00	
	15	Honiara	Choisel Bay	271	12	12	24	38	14	80,560.00	50,880.00	29,680.00	52	4,189,120.00	2,645,760.00	1,543,360.00	
	16	Honiara	Fera	57	14	17	31	38	7	41,800.00	34,100.00	7,700.00	50	2,090,000.00	1,705,000.00	385,000.00	
	17	Honiara	Kagau	192	12	15	27	38	11	64,220.00	45,630.00	18,590.00	33	2,119,260.00	1,505,790.00	613,470.00	
	18	Honiara	Kirakira	125	13	16	29	38	9	50,540.00	38,570.00	11,970.00	70	3,537,800.00	2,699,900.00	837,900.00	
	19	Honiara	Rennell	127	13	16	29	38	9	50,540.00	38,570.00	11,970.00	46	2,324,840.00	1,774,220.00	550,620.00	
											807,793.00	307,621.00		954.00	57,912,000.00	41,307,720.00	16,604,280.00

Note;

- Otter can't carry full return fuel for 5 routes (HIR-CHY, HIR-LLM, HIR-SCZ, HIR-BAS, HIR-MNY) from total of 19 direct routes
- Otter can carry full pax capacity (19 outbound and 19 inbound) with return fuel for 2 routes (HIR-AKI, HIR-RUS) from total of 19 direct routes
- Otter cannot carry full pax capacity (19 outbound and 19 inbound) with return fuel for 17 routes from total of 19 routes
- Y12F has the capability to carry full pax capacity (19 outbound and 19 inbound) with return fuel for all 19 direct routes
- With otter the limitation of carrying capacity sal lost revenue on 17 routes from total of 19 routes
- With Y12 F sal can increase revenue as it is at full pax capacity on all direct routes and as well reduce cost of stationing fuel on outports
- Based on sixed months projection above revenue lost due to limited capacity with otter is \$16m
- Y12F can be confingered to 25 seats

