

To: Jeffrey Epstein[jeevacation@gmail.com]
From: Poland, Marc B SIK
Sent: Wed 3/24/2010 1:40:10 PM
Subject: RE:

With or without extra warranty, training and AAG time?

Alone or in conjunction with a replacement C++?

From: Jeffrey Epstein [mailto:jeevacation@gmail.com]
Sent: Wednesday, March 24, 2010 9:37 AM
To: Poland, Marc B SIK
Subject: Re:

I need to have a d price .

On Wed, Mar 24, 2010 at 9:28 AM, Poland, Marc B SIK <[REDACTED]> wrote:

We have an approach that hits the goal of a \$300k spread, but it relies in part on the two-ship discount (\$100k of the \$300k assignment). I communicated to Larry yesterday the following –

\$12,750k	Discounted price as briefed in WPB
(\$250k)	Reduction for accelerated payment of baseline (65%, pulled forward from July to March)
(\$190k) ship	Reduction for elimination of the 'entitlements', which would be reassigned from 750 to the new

\$12,310k

It would be possible to 'bet on the come' and reduce this by another \$100k as benefit of a two-ship order. This would be done by entering into a deposit agreement for a to-be-negotiated S-76D. The deposit agreement would include payment (nominally 20%, or \$2.4M) against the D, but would be refundable if the negotiation can not be settled. In case of return, the deposited amount would be debited for this \$100k.

The above gets us to \$12,210k. If you can meet us with the adjustments above (early payment on the baseline and a deposit on the D), I will close the remaining gap and hit the bulls-eye of \$12.00, yielding the \$300k from the sale

of 750 that I believe you were after.

Marc

From: Jeffrey Epstein [mailto:jeevacation@gmail.com]
Sent: Wednesday, March 24, 2010 9:02 AM
To: Poland, Marc B SIK
Subject: Re:

did you and george work out the current proposed swap

On Wed, Mar 24, 2010 at 7:47 AM, Poland, Marc B SIK <[REDACTED]> wrote:

Good morning Jeffrey.

Using the data exactly as we stepped through it last week, the standard VIP configuration is the \$12,120,000. Adding the extra warranty, training, charter time, and configuration content is what brings that up to \$13,434,708.

As discussed, we are working on a simplified format for the differential; one that shows the deltas for substitutions rather than adds and deletes on separate pages. The analysis is done for the C++ and is being done now for the D. I will forward that as soon as it is completed. I do recall commenting that I saw opportunity in some of the numbers on the D. The analysis will help shine a light on those and I would propose that we look at the list of differentials, then discuss from that starting point what the best possible number might be.

Regarding timing, current schedules call for a NOV, 2011 baseline, which would yield a completed ship in July, 2012.

Marc B. Poland
Commercial Director

Sikorsky Global Helicopters
tel [REDACTED]
fax [REDACTED]

From: Jeffrey Epstein [mailto:jeevacation@gmail.com]
Sent: Wednesday, March 24, 2010 7:14 AM
To: Poland, Marc B SIK
Cc: Ivjet
Subject: Re:

when would i get it green and completed// i recall 12.1 plus. you were supposed to provide the plus which we agreed was much less than the 1.2 on the chart.

On Tue, Mar 23, 2010 at 8:57 PM, Poland, Marc B SIK <[REDACTED]> wrote:

I don't have my data with me, but as I recall, the number was around 13.3M, including extra warranty, training and charter time.

Sorry I missed your call. Cell was out of ear-shot on the charger.

Marc Poland
Sikorsky Global Helicopters
Tel [REDACTED]
Fax [REDACTED]

From: Jeffrey Epstein <jeevacation@gmail.com>
To: Poland, Marc B SIK
Sent: Tue Mar 23 19:30:50 2010
Subject:

mark,, can you give me a price on a d model outfitted like 750 . this is as a substitute for the c++

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