

400XTi

//ABSOLUTE FINANCIAL MANAGEMENT  
THE FLIGHT MANUAL YOUR CFO WILL APPRECIATE.

nextant **aerospace**

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## //CONTENTS

THE NEXTANT 400XTi ADVANTAGE	4
COMPARED TO ITS COMPETITORS	5
FACTORY PRODUCTION	6
YOUR FIVE-YEAR BUSINESS PLAN	8
FURTHER. FASTER. SUPERIOR COMFORT.	10
PERFORMANCE COMPARISON TABLE	11
BEST-IN-CLASS CABIN	12
AVIONICS	13
NEXTANT 400XTi vs PHENOM 300	14
NEXTANT 400XTi vs CJ4	15
NEXTANT 400XTi vs LEAR 40/70	16
NEXTANT 400XTi vs HAWKER 400XPr	17
GLOBAL CUSTOMER SUPPORT	18

//WELCOME TO YOUR NEXT BUSINESS JET



## //THE NEXTANT 400XTi ADVANTAGE

Since 2007, Nextant Aerospace has had one mission: to give business jet operators an unbeatable advantage in cost and capability. Now, with the 400XTi, Nextant is delivering performance, range and comfort that matches or outclasses the competition, with lower operating costs and for

just half the purchase price. The 400XTi is delivered fully equipped with the latest engines, avionics and one of the quietest and most spacious cabins in its class. All of this is backed by a full factory warranty and a global customer support infrastructure.

## //SUPERIOR CHARTER RETURNS

The 400XTi provides charter operators with unsurpassed range, speed and comfort in the light jet category at a significantly lower cost base. Higher revenues and lower costs deliver profit straight to the bottom line.



## //COMPARED TO ITS COMPETITORS, THE NEXTANT 400XTi DELIVERS ON EVERYTHING

	400XTi	PHENOM 300	CJ4	LEAR 40/70
Significantly lower purchase price	●			
Lower operating costs	●	●		
Lower depreciation	●			
Longer range	●	●	●	
Faster cruise speeds	●			●
Quieter and more comfortable cabin	●			
Superior charter profits	●			
Global network of owned and authorized service centers	●	●	●	●
World-leading parts supply and distribution infrastructure	●	●	●	●
Certified by the FAA and EASA	●	●	●	●



// FAA DATA PLATE

## //FACTORY PRODUCTION

In aviation, as in business, success belongs to those who pioneer new ways to give the customer a better product at a better price. That's why Nextant has invested years of design and engineering effort to produce the 400XTi – a jet that is second-to-none in safety, comfort and performance, yet costs just half the price charged by its competitors.

In a process that has already rolled out over 30 aircraft, current airframes selected by Nextant undergo a whole-aircraft modernization that meets or exceeds the latest new-build standards. FAA- and EASA-certified improvements in aerodynamics, avionics and engines are matched with a luxury cabin upgrade to produce a factory-fresh aircraft that leads the field in light-jet value.

Gleaming in your chosen paint scheme, it's reassuring to know that the 400XTi's real beauty is more than skin deep. As with the best new aircraft purchases, all our customers have the peace of mind that comes from a two-year whole-aircraft warranty, dedicated global product support and a range of

training programs. Around the world, this evidence of new-build quality opens access to retail financing and enhanced residual value.

The definitive Aircraft Bluebook classifies the 400XTi as a new type – a fact underscored by Nextant's membership of the General Aviation Manufacturers Association (GAMA). But unlike other plane makers, Nextant benefits from the experience of Directional Aviation Capital's Flight Options, one of the largest fleet operators in the world, with over 10,000 hours flown on type and in high-utilization environments.

Eighteen months into production, 400XTi fleet hours are rapidly multiplying as operators on four continents prove the reliability, passenger appeal and superior performance of their new purchases. Every jet carries the unique hallmark of its lineage, an FAA-certified production number and data plate.

That's the proof of Nextant new-build quality. The proof of Nextant value is equally visible – it's on the bottom line.



## //YOUR FIVE-YEAR BUSINESS PLAN

At its core, a business jet is a business tool. Nextant 400XTi delivers the performance, range, comfort and support... at half the cost.

That's real value.

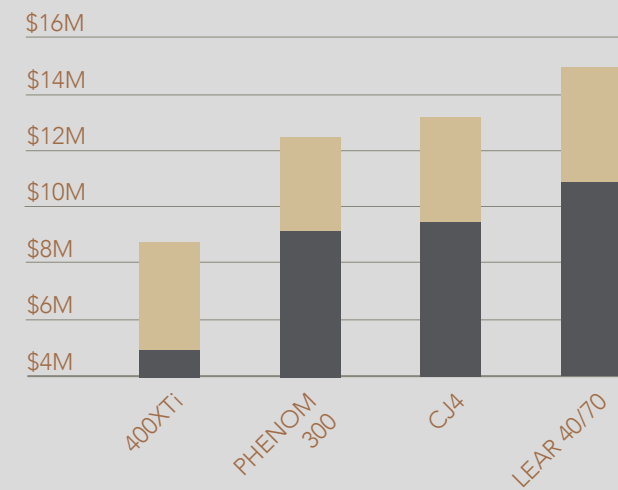
At \$4.95 million, the purchase price of the 400XTi is about half that of the competition. Its operating costs are lower without sacrificing range or performance. And the lower purchase price means depreciation costs will also be lower, further reducing the total cost of ownership.

For less than what it costs to buy a Phenom 300, CJ4 or Lear 40/70, you can buy a Nextant 400XTi and operate it for the next five years\*.

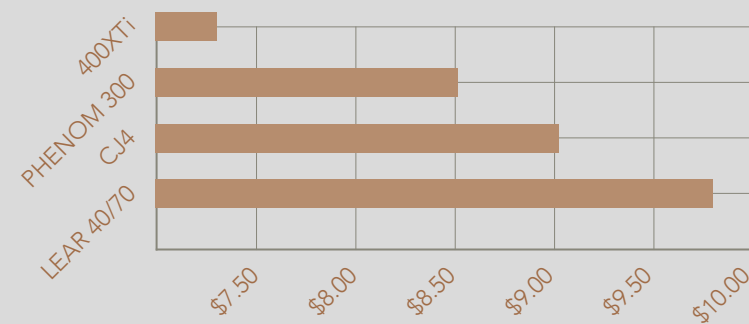
\*Assumes 200 hours per year utilization. No depreciation.

## //FIVE-YEAR TOTAL COST

■ Five-Year Operating Cost ■ Purchase Price



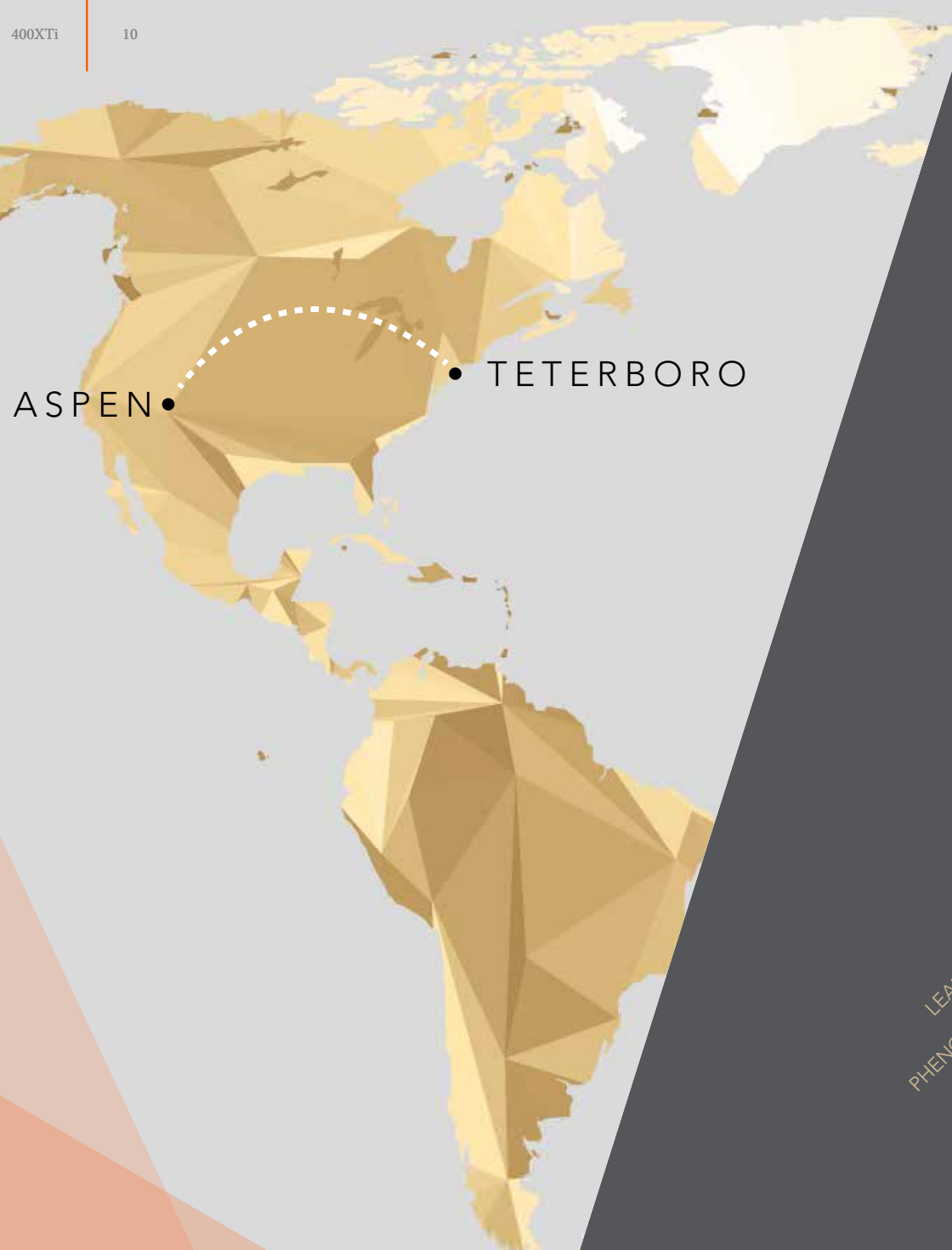
## //ANNUAL COST PER NAUTICAL MILE



## //COST COMPARISON TABLE

PURCHASE PRICE	400XTi	PHENOM 300	CJ4	LEAR 40/70
Purchase Price	\$4,950,000	\$8,755,000	\$9,342,000	\$10,838,000
ESTIMATED VARIABLE COSTS	400XTi	PHENOM 300	CJ4	LEAR 40/70
Fuel	960.00	1,050.00	1,254.00	1,340.64
Maintenance Labor	134.10	68.40	114.30	120.90
Parts Airframe / Engine / Avionics	104.32	81.81	106.86	95.45
Engine Restoration	276.82	288.36	285.72	368.29
Miscellaneous Expenses – Landing, Parking, Crew, Supplies, Catering	121.75	123.60	122.65	164.63
<b>Total Variable Costs / Hour</b>	<b>\$1,596.99</b>	<b>\$1,612.17</b>	<b>\$1,883.53</b>	<b>\$2,089.91</b>
ANNUAL FIXED COSTS	400XTi	PHENOM 300	CJ4	LEAR 40/70
Crew Salaries – Captain, Co-Pilot and Benefits	208,000	208,000	208,000	240,500
Hangar	22,600	29,700	28,700	34,900
Insurance – Hull	19,800	21,888	23,355	18,425
Single Limit Liability	11,000	11,000	11,000	10,500
Recurrent Training	25,400	26,200	32,400	39,600
Aircraft Modernization	20,000	20,000	20,000	23,333
Navigation Chart, Computer Mx. Program, Weather Services	7,442	7,692	7,692	10,680
Refurbishing	18,900	18,900	18,900	22,320
<b>Total Fixed Costs / Year</b>	<b>\$333,142</b>	<b>\$343,380</b>	<b>\$350,047</b>	<b>\$400,258</b>
ANNUAL BUDGET	400XTi	PHENOM 300	CJ4	LEAR 40/70
Variable Costs	765,143	795,755	880,915	884,031
Fixed Costs	356,780	338,958	343,681	400,258
<b>Total Cost (No Depreciation)</b>	<b>\$1,121,923</b>	<b>\$1,134,713</b>	<b>\$1,224,596</b>	<b>\$1,284,289</b>
- Per Hour	2,621	2,603	2,861	3,036
- Per Nautical Mile	6.41	6.48	7.00	7.34
- Per Seat Nautical Mile	0.92	0.93	1.00	1.22
<b>Market Depreciation</b>	<b>156,000</b>	<b>356,800</b>	<b>357,280</b>	<b>433,520</b>
<b>Total Cost (Market Depreciation)</b>	<b>\$1,277,923</b>	<b>\$1,491,513</b>	<b>\$1,581,876</b>	<b>\$1,717,809</b>
- Per Hour	2,986	3,421	3,696	4,061
- Per Nautical Mile	7.30	8.52	9.04	9.82
- Per Seat Nautical Mile	1.04	1.22	1.29	1.64

Source: Conklin & De Decker 2013, BCA Purchase and Planning Handbook 2013, Nextant Aerospace. Note: Assumes 175,000 nm. Conklin & De Decker fuel burn calculation includes taxi, take-off and climb, cruise, decent and landing for a 600 nm trip.



// FURTHER. FASTER. SUPERIOR COMFORT.

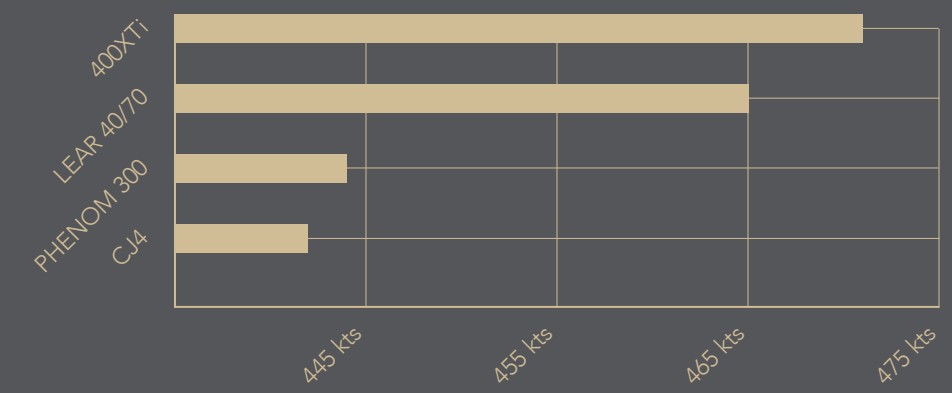
The Nextant 400XTi flies faster and further than the competition. Why pay more for less?

From the highest mountains to the hottest deserts, the 400XTi was conceived with worldwide travel in mind. Nextant designers chose the latest generation FJ44-3AP engine for its proven performance at the most demanding high-temperature and high-elevation airports.

In a 400XTi four passengers can fly from Aspen, Colorado to Teterboro, New Jersey on a 59 °F (15 °C) day without making a fuel stop en route\*.

\*IFR Reserves – 100 nm (185 km) alternate, average equipped aircraft.

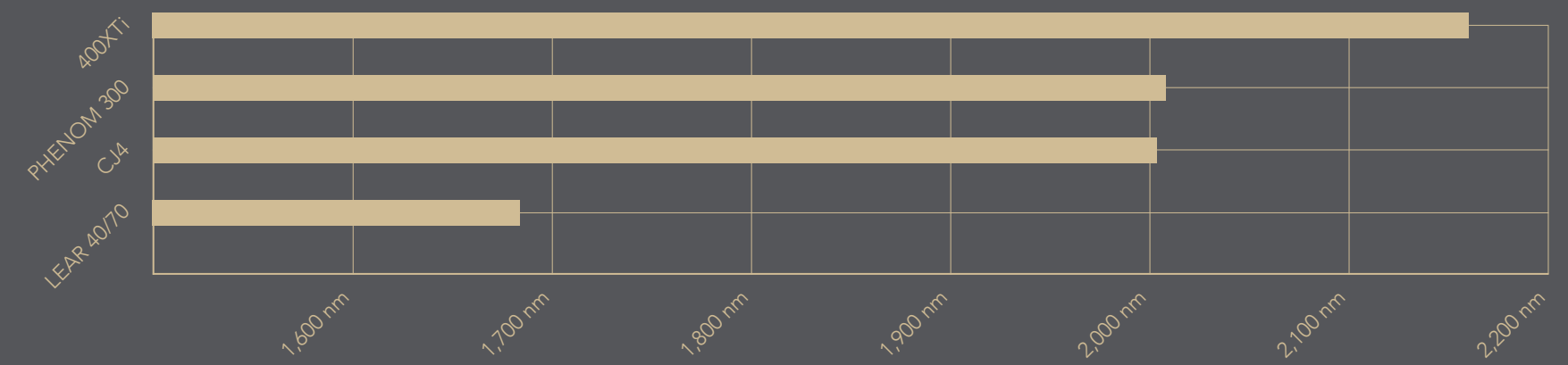
// HIGH SPEED CRUISE



// PERFORMANCE COMPARISON TABLE

	400XTi	PHENOM 300	CJ4	LEAR 40/70
Engines	Williams Int. FJ44-3AP	Pratt & Whitney 535E	Williams Int. FJ44-4A	Honeywell TFE731-20BR
Output Thrust Per Engine	3,050 lbs	3,360 lbs	3,621 lbs	3,850 lbs
Long Range Cruise	405 kts	383 kts	376 kts	433 kts
High Speed Cruise	471 kts	444 kts	442 kts	465 kts
Take-off Length at MTGOW (Sea Level/ISA Std Day)	3,821 ft 1,165 m	3,138 ft 956 m	3,190 ft 972 m	4,230 ft 1,289 m
Landing Distance (Four PAX, IFR Res, SL, ISA)	2,898 ft 883 m	2,220 ft 677 m	2,277 ft 694 m	2,335 ft 712 m
Single Engine Climb Rate	845 ft/min	911 ft/min	839 ft/min	394 ft/min
Time to Climb/Altitude	16 min/FL 370	14 min/FL 370	14 min/FL 370	15 min/FL 370
Certified Ceiling	45,000 ft/13,716 m	45,000 ft/13,716 m	45,000 ft/13,716 m	51,000 ft/15,545 m
Range (Four Passengers IFR Res)	2,003 nm/3,710 km	1,903 nm/3,524 km	1,920 nm/3,556 km	1,903 nm/3,524 km
Maximum Range	2,160 nm/4,000 km	2,080 nm/3,852 km	2,035 nm/3,769 km	1,684 nm/3,119 km

// MAXIMUM RANGE



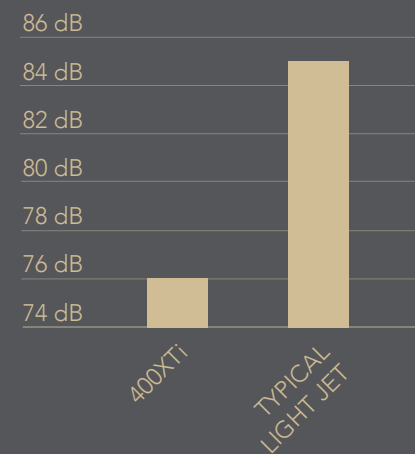
Source: Conklin & De Decker 2013, BCA Purchase and Planning Handbook 2013, Nextant Aerospace.

## // BEST-IN-CLASS CABIN

Already known for its flat-floor design and “squared oval” cross-section, Nextant has added a revolutionary composite shell interior to the XTi. These advanced materials give the Nextant 400XTi passenger more space where it’s needed – around the shoulders (3 in/7 cm) and head (2.5 in/6 cm).

The 400XTi has the quietest cabin in its class with a new acoustic insulation package that lowers ambient noise by 9 dB – nearly 50% quieter than the competition. Coupled with state-of-the-art cabin management and communications systems, the 400XTi is an elegant statement of comfort and productivity.

## // CABIN NOISE LEVEL



## // CRAFTSMANSHIP WITHOUT COMPROMISE

Each 400XTi is delivered with a refined, handcrafted interior and striking exterior paint design.

With years of experience, our professional design team and craftsmen are ready to create a jet to your precise specification.

## // AVIONICS

The Rockwell Collins Pro Line 21 avionics system is at the heart of most modern business aviation cockpits. In the 400XTi it is combined with equally advanced powerplant and aerodynamic technology to deliver improved aircraft performance, low operating costs and a host of safety and maintenance benefits.

The uncluttered instrument panel features just four LCD screens – the iconic glass cockpit – significantly

reducing pilot workload while contributing to a better awareness of flight progress, weather hazards and other traffic. Engine, electrical, fuel and other systems are seamlessly integrated to provide pilots with all the information needed for safe and economical management of the aircraft. Pro Line 21 is designed for in-service upgrades so operators and flight departments can plan ahead with confidence.

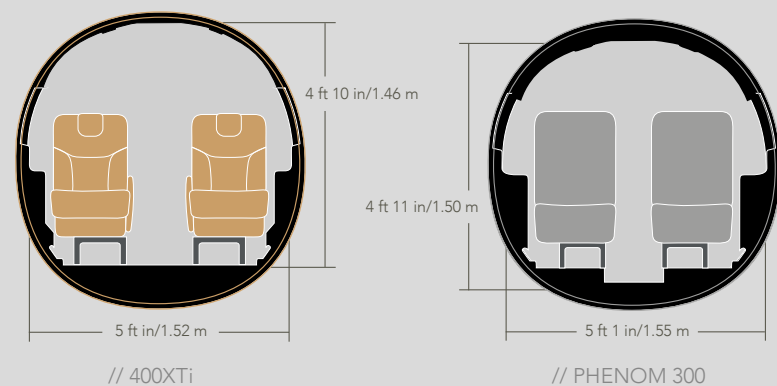


## //NEXTANT 400XTi vs PHENOM 300

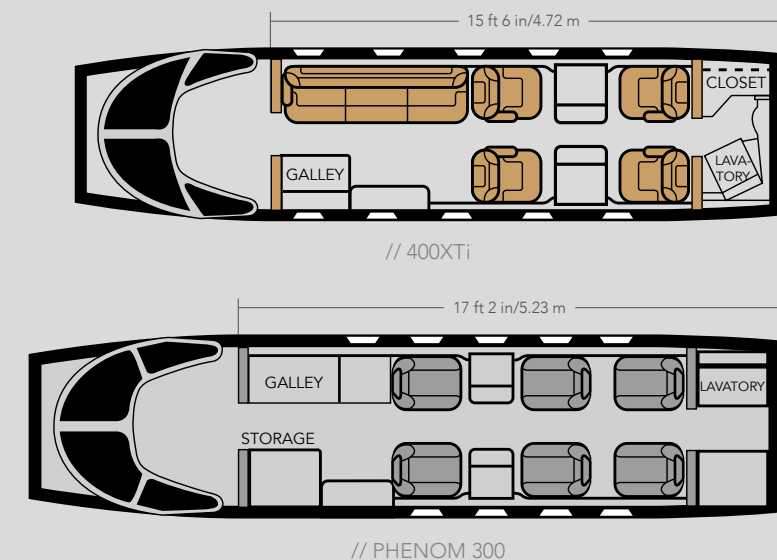
Compared to the Phenom 300, the Nextant 400XTi matches the range and speed with a purchase price of \$4.95 million vs \$8.76 million for the Phenom 300. The 400XTi delivers comparable cabin volume with a flat floor for greater in-flight comfort and a “squared oval” cross-section for more room around the head and shoulders. The 400XTi’s custom-appointed interior provides the ultimate space to work or relax. Its signature club-four seating offers significant extra leg room, a larger table and Wi-Fi. In addition, the state-of-the-art acoustics package produces the quietest cabin in its class.

	400XTi	PHENOM 300
Cabin Height	4 ft 10 in/1.46 m	4 ft 11 in/1.50 m
Flat Floor	Yes	No
Cabin Width	5 ft/1.52 m	5 ft 1 in/1.55 m
Cabin Length	15 ft 6 in/4.72 m	17 ft 2 in/5.23 m
Total Baggage	56 cu ft/1.58 cu m	85 cu ft/2.41 cu m
Cabin Volume	321 cu ft/9.1 cu m	325 cu ft/9.2 cu m

// CABIN CROSS-SECTIONS



// FLOOR PLANS

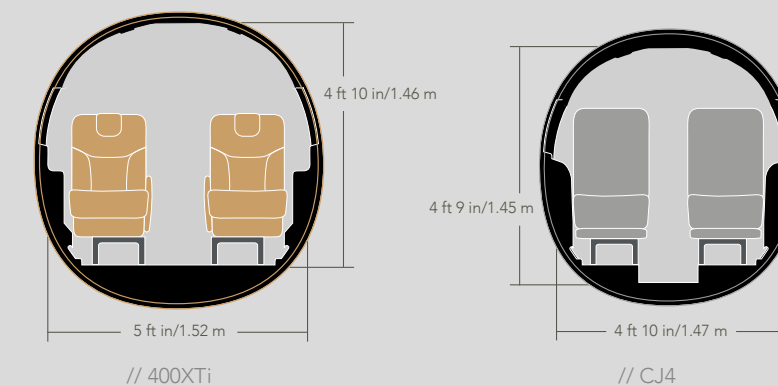


## //NEXTANT 400XTi vs CJ4

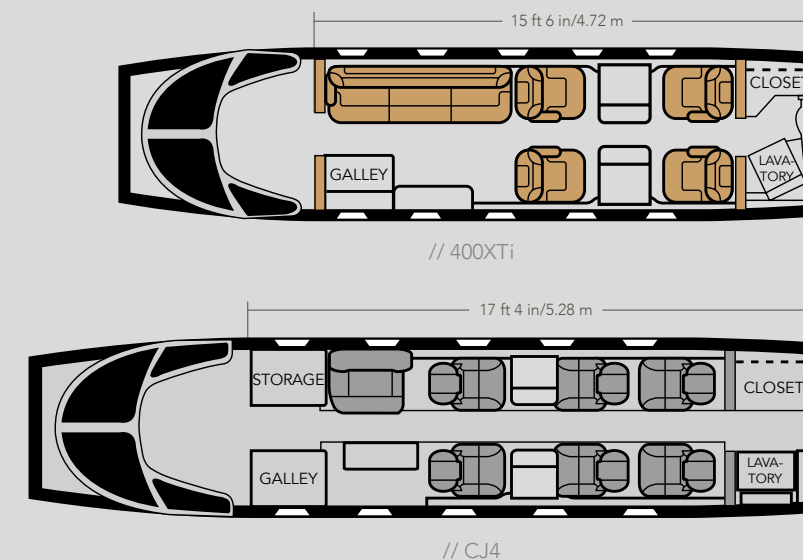
Compared to the Citation’s CJ4, the Nextant 400XTi delivers better range and speed with a purchase price of \$4.95 million vs \$9.34 million for the CJ4. The 400XTi delivers superior cabin volume with a flat floor for greater in-flight comfort and a “squared oval” cross-section for more room around the head and shoulders. The CJ4 offers a limited range of standard “cookie-cutter” interior options. The 400XTi’s custom-appointed interior provides the ultimate space to work or relax with a wide range of luxury interior finishings to choose from. Its signature club-four seating offers significant extra leg room, a larger table and Wi-Fi. In addition, the state-of-the-art acoustics package produces the quietest cabin in its class.

	400XTi	CJ4
Cabin Height	4 ft 10 in/1.46 m	4 ft 9 in/1.45 m
Flat Floor	Yes	No
Cabin Width	5 ft/1.52 m	4 ft 10 in/1.47 m
Cabin Length	15 ft 6 in/4.72 m	17 ft 4 in/5.28 m
Total Baggage	56 cu ft/1.58 cu m	77 cu ft/2.18 cu m
Cabin Volume	321 cu ft/9.1 cu m	311 cu ft/8.8 cu m

// CABIN CROSS-SECTIONS



// FLOOR PLANS



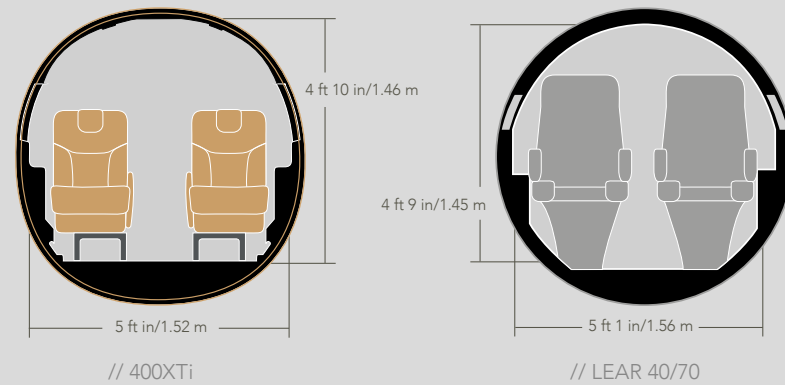


## //NEXTANT 400XTi vs LEAR 40/70

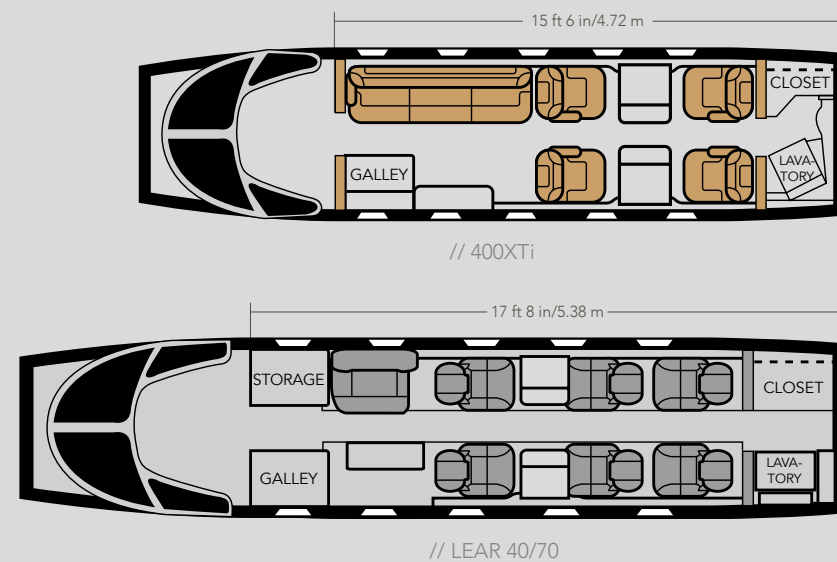
With a purchase price of \$10.84 million, the Lear 40/70 is more than twice the price of the Nextant 400XTi. However, the 400XTi still outperforms the Lear 40/70 in speed and range. The cabin height and width are similar but the 400XTi's "squared oval" cross-section delivers more room around the head and shoulders. The 400XTi's custom-appointed interior provides the ultimate space to work or relax with a wide range of luxury interior finishings to choose from. Its signature club-four seating offers significant extra leg room, a larger table and Wi-Fi. In addition, the state-of-the-art acoustics package produces the quietest cabin in its class.

	400XTi	LEAR 40/70
Cabin Height	4 ft 10 in/1.46 m	4 ft 9 in/1.45 m
Flat Floor	Yes	Yes
Cabin Width	5 ft/1.52 m	5 ft 1 in/1.56 m
Cabin Length	15 ft 6 in/4.72 m	17 ft 8 in/5.38 m
Total Baggage	56 cu ft/1.58 cu m	65 cu ft/1.84 cu m
Cabin Volume	321 cu ft/9.1 cu m	363 cu ft/10.3 cu m

// CABIN CROSS-SECTIONS



// FLOOR PLANS



Source: Conklin & de Decker and Nextant Aerospace.

## //NEXTANT 400XTi VS HAWKER 400XP r

They may look similar but only one of these aircraft offers a true new-ownership experience and superior performance. Only one is fully certified by the FAA and EASA. Only one is made by a dedicated jet manufacturer. Surprisingly, it's also the one that costs less to own and operate.

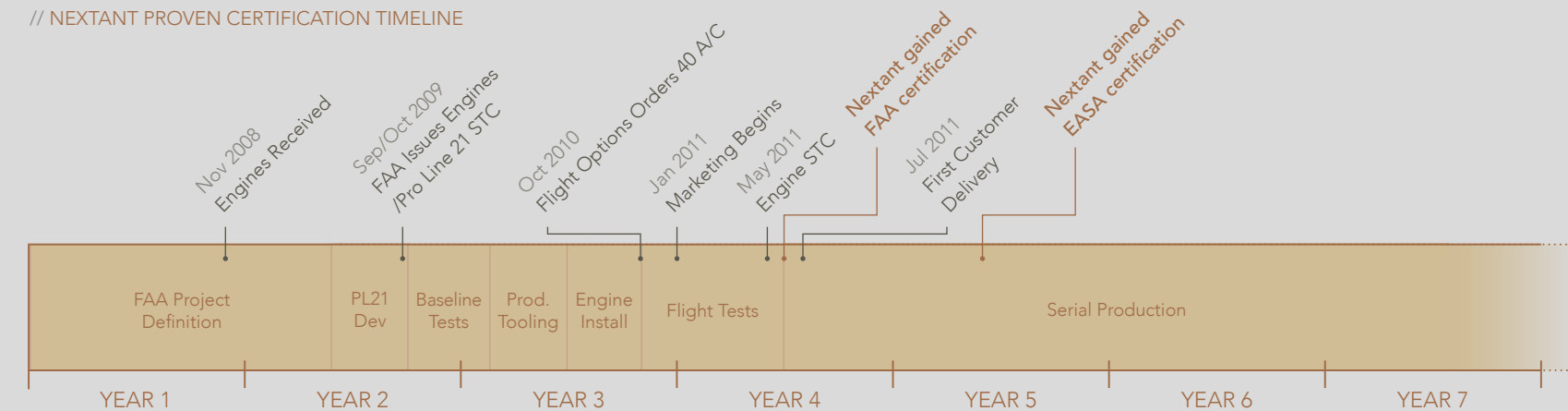
The Nextant 400XTi is an uncompromised finished product, with new aerodynamics, avionics, cabin features and power plants. There's no compromise on payload/range performance, passenger comfort or cockpit features. No compromise either on after-sales support: Nextant aircraft are already flying high with satisfied customers on four continents, backed by a worldwide network of specialized service facilities. And only the 400XTi by Nextant Aerospace offers an iron-clad whole aircraft warranty.

In recent months, Beechcraft have changed the core focus of their business to one that will focus on turboprop and piston-driven aircraft. They will no longer manufacture jet aircraft and have clearly stated that their XPr program will be an after-market option for aircraft already in service. This contrasts sharply with Nextant Aerospace – a company focused solely on delivering a fully integrated, state-of-the-art business jet with a world-class customer service platform in place to support it.

At Nextant, it's clear that all of our commercial, engineering and manufacturing effort is focused on making the 400XTi the clear class leader – in the air and on the balance sheet. In fact we have only one higher priority: serving our customers.

If you would like an in-depth comparison between the Nextant 400XTi and the Hawker 400XP r, please contact us at +1 216.261.9000 or email [info@nextantaerospace.com](mailto:info@nextantaerospace.com)

// NEXTANT PROVEN CERTIFICATION TIMELINE



Birmingham International Airport (BHM)  
4243 East Lake Boulevard  
Birmingham, Alabama 35217

Cleveland Hopkins International  
Airport (CLE)  
5211 Secondary Road  
Cleveland, Ohio 44135

Cuyahoga County Airport (CGF)  
26180 Curtiss Wright Parkway  
Cleveland, Ohio 44143

McCarran International Airport (LAS)  
5050 Koval Lane, Hangar 17C  
Las Vegas, Nevada 89119-1105

McClellan Airfield (MCC)  
4917 Bailey Loop Road  
Sacramento, California 95652

Teterboro Airport (TEB)  
119 Billy Diehl Road  
Teterboro, New Jersey 07608-1001

West Palm Beach International  
Airport (PBI)  
3800 Southern Boulevard  
West Palm Beach, Florida 33406-1434

Augsburg Airport (EDMA)  
Airport Road 5  
Augsburg, Germany 86169

Jet Aviation AG  
Geneva Airport Branch  
P.O. Box 456  
CH-1215 Geneva Airport  
Switzerland

Lanseria Airport (FALA)  
Hangar 104, Gate C  
Gauteng, South Africa 1748

Seletar Airport (WSSL)  
West Camp Road  
Singapore 797800

FUTURE SERVICE CENTER  
LOCATIONS:

- London
- Dubai
- Riyadh
- Delhi
- Shanghai
- Hong Kong
- Australia

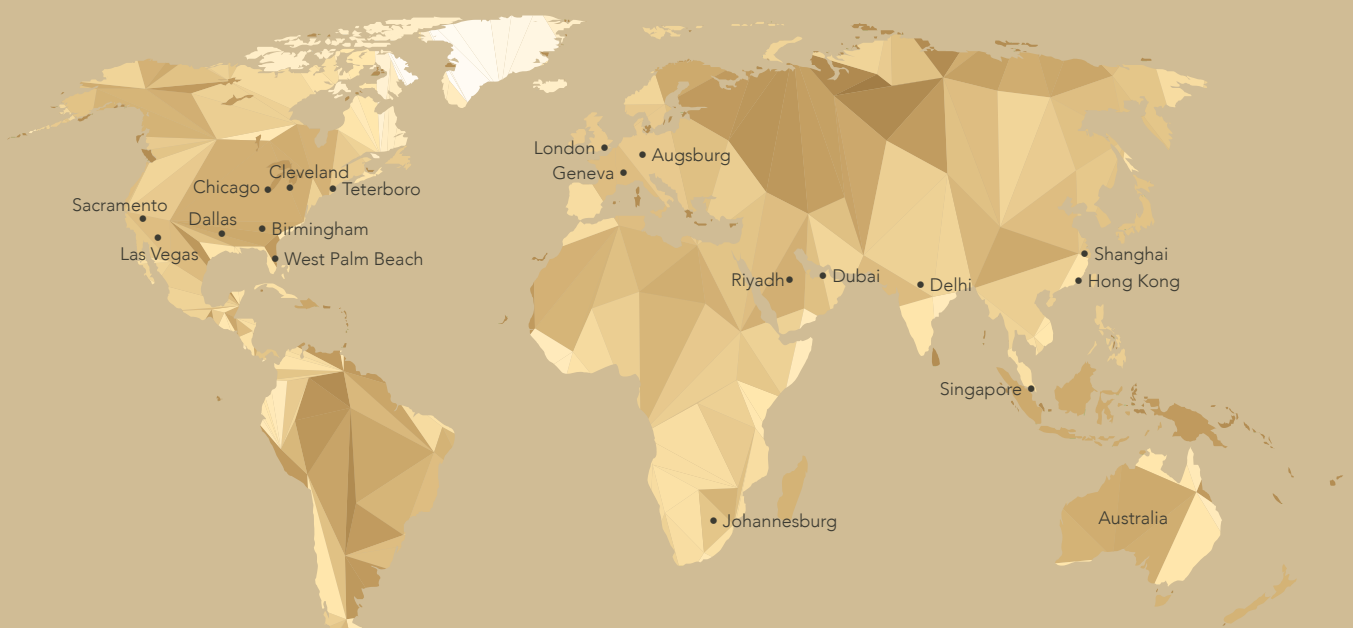
## //GLOBAL CUSTOMER SUPPORT

The 400XTi delivers great performance at an unbeatable price. But long term, we know our customers will measure its true value by the support system that keeps it in the air and working hard.

Their investment is a trust we honor with a commitment to providing the best after-sales service in the business. That's why, before we sold a single jet, we invested heavily in our support network. We forged agreements with key industry partners, creating a logistical and service network that spans the planet.

All that investment translates into short lead times, quick turnarounds and maximum dispatch reliability. In other words, more efficiency when our customers need it most.

- › Full aircraft warranty
- › Complete technical engineering support
- › Global network of owned and authorized service centers
- › World's premier parts supply and distribution infrastructure powered by API



//ONCE YOU'VE DONE THE MATH,  
THE DIFFERENCE IS CLEAR.

nextant **aerospace**

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//REIMAGINED //REBUILT //REBORN

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For more information,  
please call +1 216.261.9000 or  
email [info@nextantaerospace.com](mailto:info@nextantaerospace.com)