Hawker 400XPR

Competitive Analysis

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Company Comparison Summary

There are two companies developing an aftermarket product using Williams International FJ44 powered engines for Beechjet 400A / Hawker 400XP:

- The Hawker 400XPR under development by Hawker Beechcraft the original equipment manufacturer of the Beechjet 400A / Hawker 400XP
- The Nextant 400XT by Nextant Aerospace, a start-up aircraft modification company

Built on 20 years of Hawker Beechcraft manufacture, support and refinement, the Hawker 400XPR represents the next evolution of the world's best light jet value. Based on extensive market research and engineering studies, the Hawker 400XPR represents a new factory performance standard that not only delivers an outstanding aftermarket value but may also find its way onto Hawker Beechcraft's new aircraft production line in the future.

As a factory upgrade, the Hawker 400XPR is based on legendary Hawker engineering which is fully supported by the company's 1,000-employee strong Global Customer Support division that has been attending to the needs of Hawker Beechcraft owners and operators for over 79 years.

In 2007, Nextant Aerospace was incorporated with aspirations of developing modifications to Hawker Beechcraft models Beechjet 400A and Hawker 400XP aircraft.

As a recent startup Nextant has no background in aircraft manufacturing and a very limited history of aircraft support.

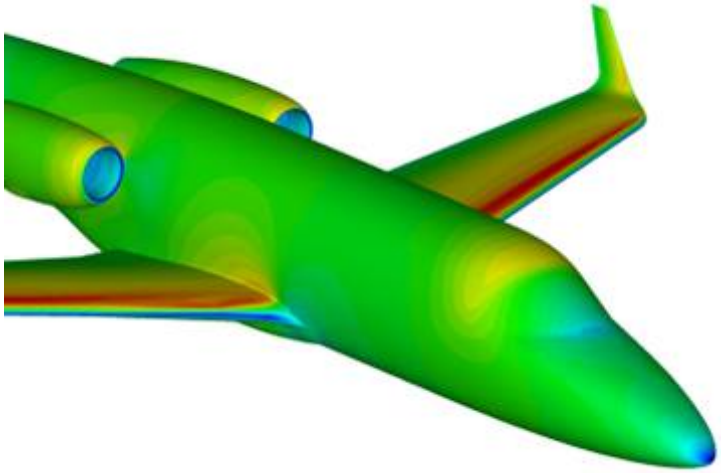
To date, Nextant has achieved only two Supplemental Type Certificates.

Technical Philosophy & Disclaimer

This report has been developed for the purpose of describing Hawker Beechcraft's new Hawker 400XPR performance standard and comparing it the Nextant 400XT. *Data shown in this report for the Nextant 400XT is estimated and may be different than what is published by Nextant.*

Both the Hawker 400XPR and Nextant 400XT are based on replacing the aircraft's original Pratt & Whitney JT15D-5R engines with Williams International FJ44 Turbofans. Where the Nextant 400XT is designed around the FJ44-3AP, the Hawker 400XPR utilizes the more powerful FJ44-4A-32 engine. While the FJ44-3AP is about 100 lb. lighter, the FJ44-4A-32 produces significantly more thrust. After evaluating both engines Hawker Beechcraft choose the FJ44-4A-32 for the 400XPR based on customer demand for greater hot / high performance. Indeed the majority of customers interviewed placed improved hot / high performance at the top of their wish list.

Hawker Beechcraft and Nextant choose different paths regarding improving 400 series aerodynamics. While Nextant is altering the aircraft's proven engine pylon and nacelle structure, potentially changing critical thrust line and rotor burst safety parameters, Hawker Beechcraft choose to leverage its aerodynamic expertise that crafted the revolutionary Hawker 4000 wing to minimize the aircraft's lift induced drag with Genuine Hawker Winglets.



The information contained in this document is based on analysis of the following sources:

- *Hawker Beechcraft proprietary data developed during the process of manufacturing, refining and supporting almost 900 Beechjet 400A / Hawker 400XP aircraft over the last 20 years*
- *FJ44-3AP and FJ44-4A-32 engine data provided by Williams International*
- *Nextant Aerospace published claims, internal HBC data estimations and information found in the public domain*

Due to the variability of multiple data sources analyzed for this report, the information contained within is subject to change without notice. All Hawker 400XPR performance data, specifications and concepts are preliminary and may be revised based on flight-testing and final program definition.

Due to the nature of estimations the numbers presented in this document of the 400XT may differ from numbers published by Nextant.

Hawker 400XPR Evolution

Featuring one of the first supercritical airfoils on a corporate aircraft the predecessor of the Hawker 400XPR was originally introduced as the Mitsubishi MU-300 Diamond in 1978. Beechcraft purchased the production rights from Mitsubishi and began manufacturing an improved version of the aircraft branded the Beechjet 400 in 1986.

In 1990, an improved Beechjet 400A was introduced which featured a number of enhancements including longer range and higher take-off weights. From the 400A, the Beechcraft T-1A Jayhawk military trainer was developed for the United States Air Force and Japan Air Self-Defense Force. Reliably performing sorties day in and day out, the T-1A has ultimately established the design's outstanding reliability.

In 2003, the Beechjet was further refined with a number of system and interior improvements pioneered by the aircraft's midsized Hawker 800XP sibling and rebranded as the Hawker 400XP. With the largest cabin and fastest cruise speeds in the light aircraft segment, rock solid reliability and low operating cost the Hawker 400XP became a favorite of corporate, fractional and charter operators worldwide.

Over 800 Beechjet / Hawker 400 series aircraft have been built amassing nearly 4,000,000 flight hours.

Between 2007 and 2010, in-depth customer interviews and market research was conducted along with extensive aerodynamic, propulsion and system studies to establish the performance and features of the next generation of this venerable aircraft. In 2010, driven by strong customer demand for a factory engineered and supported upgrade, Hawker Beechcraft decided to develop the Hawker 400XPR performance upgrade.

Announced at the 2010 NBAA Convention in Atlanta, Georgia, the 400XPR is an exclusive Hawker Beechcraft designed and supported upgrade that establishes a new factory standard in the light jet market for performance, reliability, cabin size and range at an extremely reasonable price point.

Projected to certify in early-2013, the 400XPR features the superior aerodynamics of genuine Hawker Winglets and propulsion of the Williams International FJ44-4A-32 engine along with optional Rockwell Collins Pro Line 21™ avionics and a number of system improvements to truly transform the way 400A / 400XP series aircraft fly.

The Hawker 400XPR will exhibit superior hot/high airfield performance, climb direct to maximum altitude, fly over 1,950 transcontinental nautical miles, in less time, delivering outstanding mission flexibility while costing significantly less to operate than non-upgraded Hawker 400XP series aircraft.

Hawker 400XPR Upgrade Overview

Hawker 400XPR Performance Upgrades combine major aerodynamic and propulsion enhancements that incorporate the latest technology to improve Beechjet / Hawker 400 series aircraft Performance, Range, Operating Cost and Value.

Hawker 400XPR options include the latest avionic situational awareness, navigational and safety enhancements along with partial or complete interior / exterior refurbishments, in-flight entertainment, WiFi voice and data connectivity, comprehensive factory inspection and component overhaul packages, and SupportPlus cost predictability maintenance coverage.

	FEATURE	BENEFIT
Propulsion	Williams FJ44-4A-32 Turbofan Engines	Maximize performance while lowering DOC
	3,200 lb. thrust flat rated at ISA +17°C	Superior hot/high airfield, time-to-climb and cruise performance
	Full Authority Digital Engine Control (FADEC)	Improved engine protection and reduces pilot workload
	16% - 20% SFC reduction	Significantly reduced trip cost
	5,000 hour TBO with no intermediate off-aircraft scheduled service events	Significantly reduced engine restoration cost
Aerodynamics	Genuine Hawker Designed Winglets	Maximize aerodynamics and aesthetics
		Improved climb and cruise plus increased fuel efficiency
	Outwardly canted composite construction	Strong and lightweight deliver distinct performance
	Factory engineered integral structure	No wing life or inspection schedule impact
	Integral LED position lighting	5,000 hour MTBF integrated within the winglet contour
	Stabilization benefit	Improved low speed handing and high altitude stability
Performance	Superior hot / high airfield performance	Significantly improved TO Field Length, Payload and Range
	FL370 in 11 minutes	Class leading time-to-climb
	Direct climb to max altitude (FL450)	Increased range, improved ability to fly over weather
	1,950 nm transcontinental range	Longer non-stop trip ability
	High landing gross weight	Multi-stop mission capability

Hawker 400XPR Propulsion

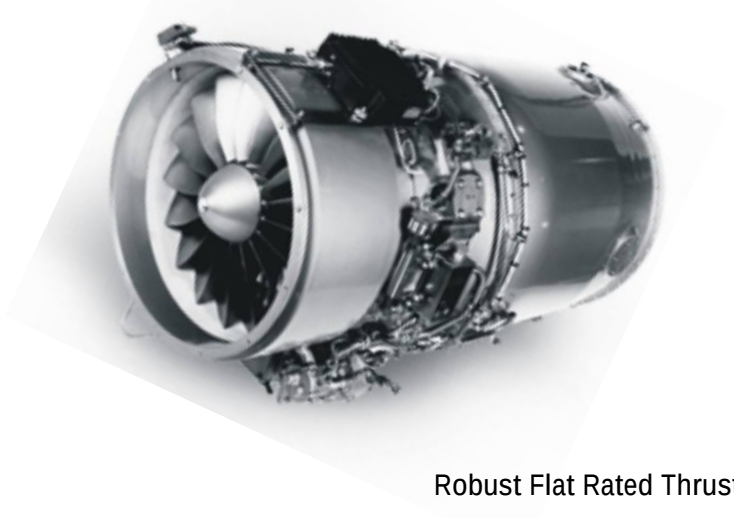
The Hawker 400XPR is propelled by two Williams International FJ44-4A-32 power plants. An evolution of the proven FJ44 turbofan family, the FJ44-4A-32 incorporates a number of proprietary improvements to yield a significant reduction in fuel consumption while delivering improved reliability and the best thrust-to-weight ratio in its class.

The FJ44-4A-32 is a medium bypass, twin-spool design with four compression and three turbine stages. The engine features a rugged wide-chord fan machined from a solid billet of titanium and extremely efficient inner-engine aerodynamics.

Advanced materials are utilized throughout including a composite inlet case to reduce engine weight. A dual channel, Full Authority Digital Engine Control (FADEC) system provides optimal power setting and reduces pilot workload while providing trend monitoring, time-limited dispatch, diagnostics, and engine synchronization.

Williams International FJ44-4A-32
Original introduced in 1992
Hawker 400XPR - 4A-32 variant introduced 2007
Thrust = 3,600 lb. capable - flat rated to 3,200 lb.

Legacy Pratt & Whitney JT15D-5R
Original introduced in 1971
Hawker 400XP - 5R variant introduced 1990
Thrust = 2,965 lb.



Robust Flat Rated Thrust = Strong Hot/High Performance

Somewhat larger than its FJ44-3AP cousin, the FJ44-4A-32 version of the Williams International FJ44-4A-32 engine is optimized exclusively for the Hawker 400XPR and is capable of producing 3,600 pounds of thrust per engine. The FJ44-4A-32 thrust is flat rated to 3,200 pounds at 17°C for the Hawker 400XPR to create robust temperature margin and performance.

With a total thrust of 6,400 pounds, the Hawker 400XPR generates 5%, or 300 pounds, more thrust than its smaller -3AP cousin and 8% or 470 pounds more thrust than the Pratt & Whitney JT15D-5R it replaces. This significant improvement in flat rated thrust results in exceptional hot/high performance.

Hawker 400XPR Propulsion (continued)

Extremely Efficient Combustion = Lower SFC and Carbon Emissions

The combination of advanced internal aerodynamics and FADEC fuel management produces extremely efficient combustion that deliver a 16% reduction in specific fuel consumption (SFC) on short range missions and over a 20% SFC reduction on long range trips.

This same combustion efficiency greatly reduces the aircraft's Carbon Emissions making the Hawker 400XPR one of the most environmentally responsible neighbors on any airport.

Evolutionary Design = Reliability and Low Operating Cost

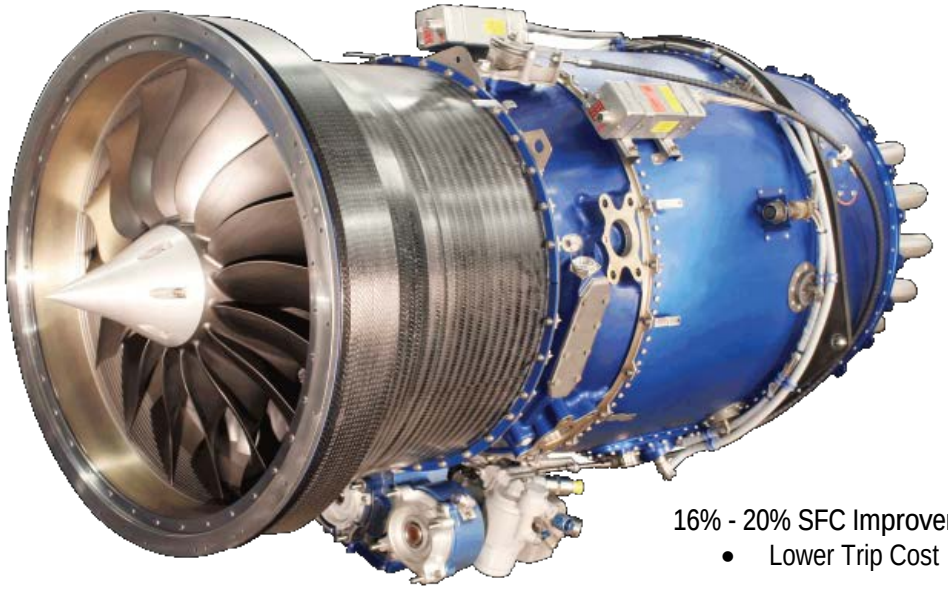
The FJ44-4A-32 is a proven design that delivers outstanding reliability and one of the lowest operating costs in its class based on a 5,000 hour TBO with no scheduled, intermediate off-aircraft events.

Williams International FJ44-4A-32 Features

Latest Technology Materials
- Robust Durability
- Low Weight

Highly Advanced Aerodynamics & Combustion

3,200 lb. @ ISA +17°C
- Best Thrust to Weight for its class
- 300 lb. > FJ44-3AP
- 470 lb. > JT15D-5R



Rugged single piece Wide-Chord Fan

16% - 20% SFC Improvement
- Lower Trip Cost

5,000 hour Time Before Overhaul
- Longest TBO of its class
- Lower Maintenance Cost
- 1,000 hour > FJ44-3AP
- 1,400 hour > JT15D-5R
- No intermediate "off-aircraft" events

Dual Channel FADEC
- Reduced pilot workload
- Integral engine synchronization
- Trend monitoring
- Ultra low idle

Hawker 400XPR Aerodynamics

Genuine Hawker Winglets utilize composite construction which is lightweight and extremely strong. They are designed and engineered by the factory that built the legendary Beechjet/Hawker 400XP and are standard on all Hawker 400XPR aircraft.

The addition of Hawker Winglets increases the aspect ratio of the wing to effectively diminish lift-induced drag. Benefits include; reduced fuel consumption, improved time-to-climb performance, faster cruise speeds and increased range. Hawker Winglets also improve low speed and high altitude handling characteristics by enhancing stabilization in flight.

To ensure dispatch reliability and lower operating cost, LED position lights are incorporated into the design. The LED position lights are projected to have a Mean Time between Failure (MTBF) of 5,000 hours.

Genuine Hawker Winglet Feature

- Increased wing aspect ratio = Reduced lift-induced drag
- Climbs higher and faster for a given power setting
- Higher cruise speeds for given fuel flow = Faster block speeds
- Improved low speed handling & high altitude stability
- Greater thrust for the same fuel flow & higher cruise speeds
- Improved fuel efficiency
- Minimal weight (25 lb. / 11 kg.)
- Outstanding ramp appeal and aesthetics

Winglet design subject to change

Aircraft upgraded with genuine Hawker Winglets are readily recognized for their investment in performance, range and resale value and unmistakable ramp appeal

Hawker 400XPR Avionics

Pioneered on the Hawker Beechcraft Premier I, Rockwell Collins Pro Line 21™ avionics are available as a Hawker 400XPR option.

Featuring 8x10 in-liquid crystal, Adaptive Flight Displays (AFD), Pro Line 21™ avionics significantly improve situational awareness and reliability. The AFD combines attitude, altitude, airspeed and heading references with an easy-to-read graphical interface while the system's Multifunction Display (MFD) enables pilots to quickly reference layers of information pertinent to strategic decision making.

Pro Line 21™ Features & Benefits

- High-resolution Adaptive Flight Displays greatly increase flight crew situational awareness
  - Display TAWS, Weather Radar, TCAS, Lightning Detection and other advanced features
- Seamless integration with communication, navigation and surveillance sensors
- Seamless integration with Beechjet 400A / Hawker 400XP autopilot
- Higher reliability reduces cost of ownership
- Supports growth for future CNS/ATM requirements
- Optional Integrated Flight Information System (IFIS) for electronic charts and satellite weather

Hawker Beechcraft Factory Integration

A production standard since 2001, Hawker Beechcraft has integrated more Pro Line 21™ avionic suites into corporate aircraft than all non-OEM avionics shops combined. This in-depth understanding of the system ensures a seamless interface with the Hawker 400XP's legacy systems, while providing an excellent foundation for future regulatory and technology upgrades.

Reduced Operating Cost

Pro Line 21™ avionics installed in conjunction with a Hawker 400XPR upgrade significantly lowers your aircraft's avionics operating cost. Pro Line 21™ new components feature a comprehensive two-year equipment warranty. When installed in conjunction with Hawker 400XPR, Rockwell Collins will extend its Collins Aviation Service Program (CASP) for all remaining Rockwell Collins installed flight deck avionics for a period of two-years. This value provides 400XPR operators with no-charge repairs and exchange services at any Rockwell Collins dealer.

Hawker 400XPR Interior / Exterior Options

Hawker Beechcraft Services offers a number of interior options. Freshen-up your cabin with new leathers and fabric or completely transform your aircraft's interior with a cabinetry re-veneer. Older Beechjet 400A aircraft owners can choose a Hawker 400XP styled window panel / arm ledge / seating upgrade.

New cabinetry designs and rebuilds are also available to maximize your passengers comfort and internal baggage capacity.

Your aircraft's exterior finish protects your Hawker from the elements and makes a statement every time you land and taxi-up to the ramp. And now, Hawker 400XPR customers can choose from a number of unique XPR paint design schemes and tail art logos.

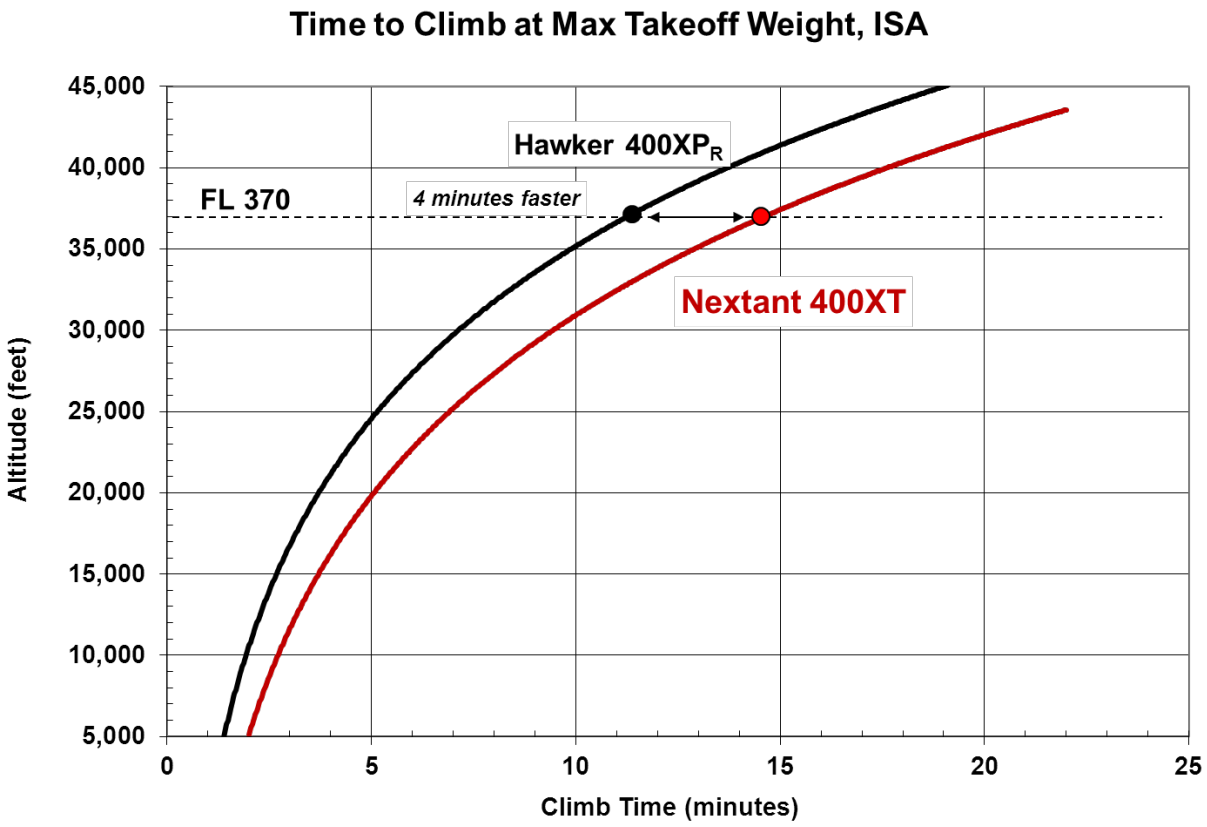
Hawker Beechcraft artisans have received great praise for the flawless shine, constancy and durability of our paint application, which is backed by industry-leading warranties.

Explore how Hawker Beechcraft can transform your aircraft's exterior appearance and image.

Time to Climb Comparison

The greater flat rated thrust of the Hawker 400XPR is demonstrated by the aircraft's ability to soar direct to altitude leaving the Nextant 400XT over an hour behind when climbing to FL450.

Faster time to climb settles passengers into the trip faster and shortens overall flight time, resulting in an improved passenger flight experience.



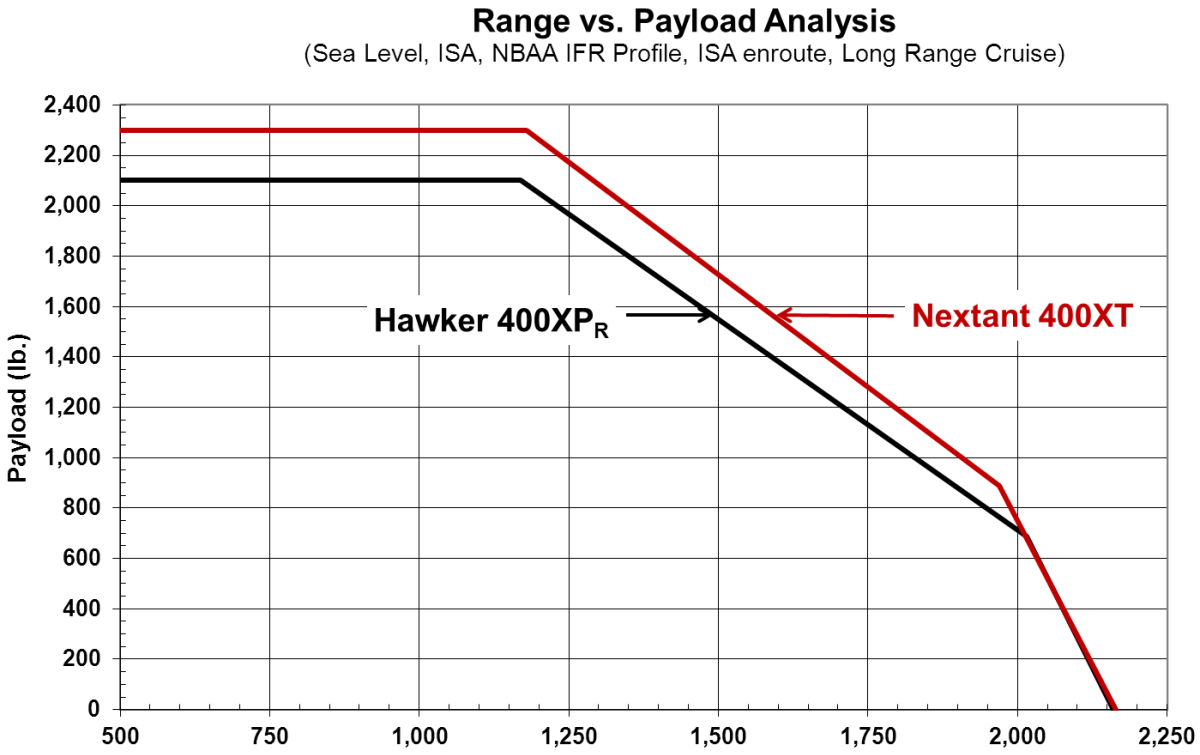
Hawker 400XPR can climb straight to FL370 in 11 minutes and reach FL450 in a little over 20 minutes.

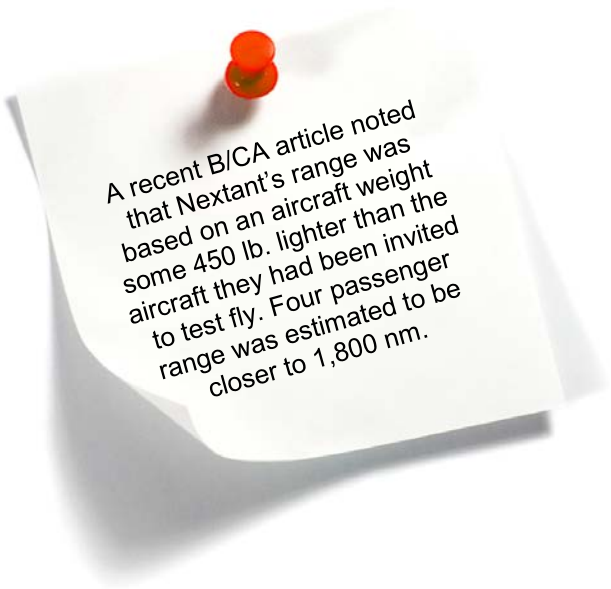
Conversely, it's projected that the Nextant 400XT will take14 minutes to reach FL370 and over an hour (1 hour, 11 minutes) to reach FL450.

Payload vs. Range Comparison

At commonly encountered conditions greater than sea level ISA, Hawker 400XPR robust thrust and winglet improved aerodynamics can carry more weight further than the Nextant 400XT.

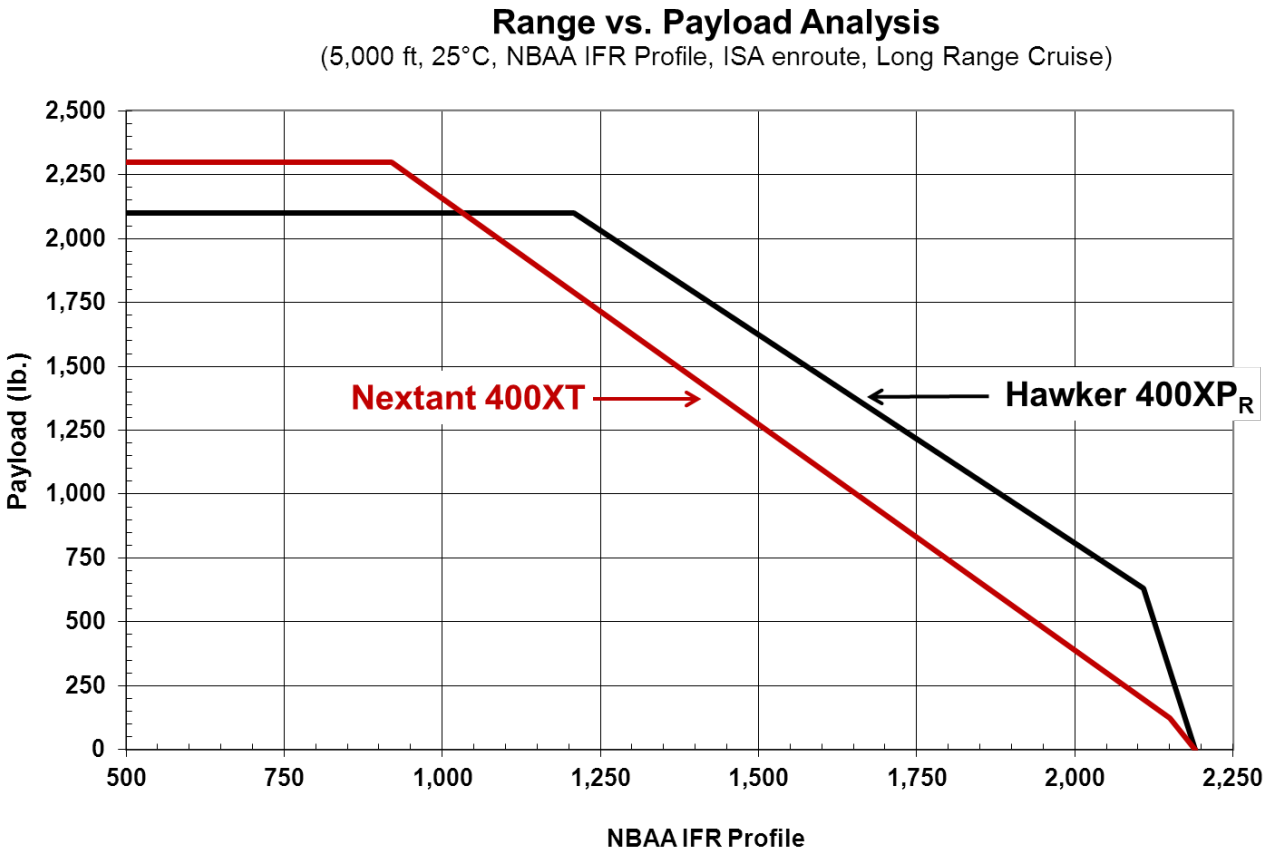
The ability to carry a heaver payload over a greater range provides operators of Hawker 400XPR aircraft with a superior flexibility to mix and match passenger loads and fuel requirements.





Payload vs. Range Comparison – Hot and High

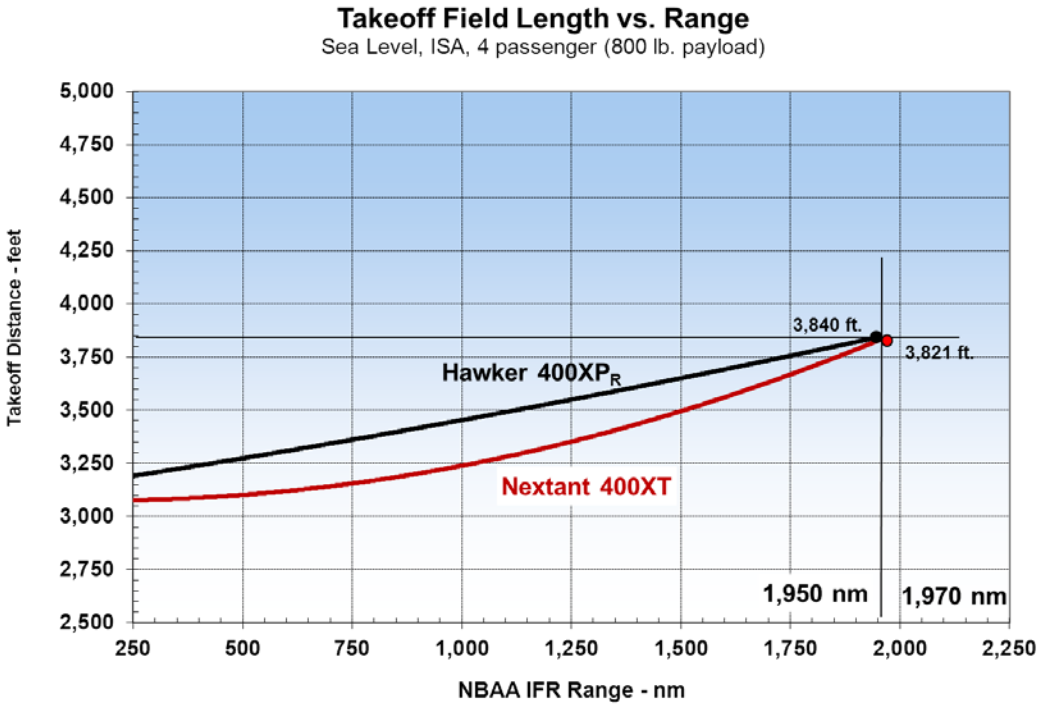
Nextant 400XT's smaller engine size and weight enables to it to carry about 200 lb. more weight over shorter ranges at sea level ISA conditions. This "light weight "ability is quickly lost at higher departure temperatures and altitudes.



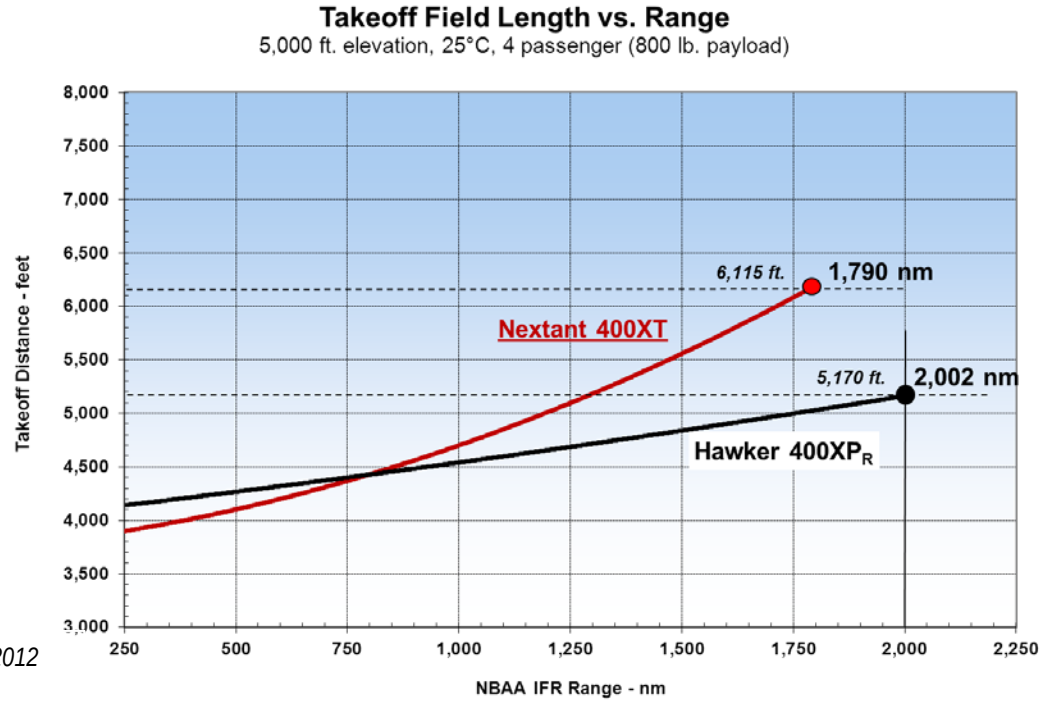
Balanced Field Length vs. Range Comparison [1]

Although Hawker 400XPR and the Nextant 400XT exhibit similar Balanced Field Length vs. Range curves on a standard day at sea level, the greater thrust and high flat rating provided by the Hawker 400XPR enables it to rotate sooner and obtain more range over the Nextant 400XT at field elevations above sea level and/or temperatures above ISA.

The Hawker 400XPR and Nextant 400XT display similar BFL capabilities at sea level ISA conditions.



The Hawker 400XPR demonstrates superior BFL capabilities at hot and high elevation conditions.



[1] *Nextant 400XT BFL data from January 2012 Business & Commercial Aviation article*

Range Circle Comparison – Toluca

The Hawker 400XPR is the aircraft of choice when flying out of Toluca. The Hawker 400XPR leaves the Nextant 400XT nearly 800 nm (1,482 km) behind when flying out of Toluca.

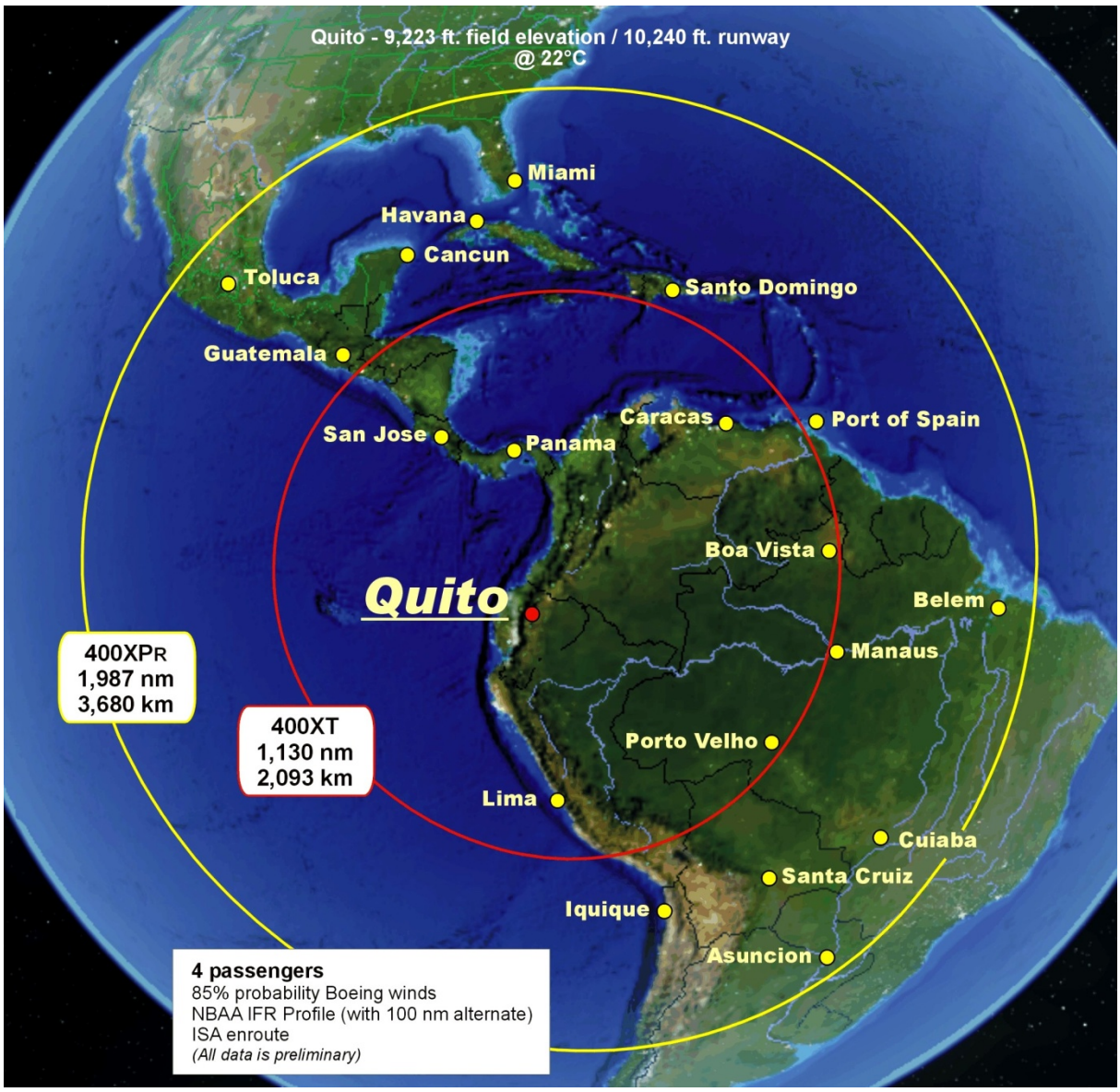
The Hawker 400XPR can easily reach popular destinations such as New York, San Francisco, Chicago, Las Vegas and Jackson Hole to the north and Bogota, Aruba and Santo Domingo to the south. The Nextant 400XT must make addition fuel stops enroute to these locations resulting in added cost, time and passenger frustration.

Hawker 400XPR leaves the Nextant 400XT 768 nm (1,422 km) behind when flying out of Toluca

Range Circle Comparison – Quito

At the highest altitude air fields, where low density altitude greatly restricts the performance of most aircraft, the Hawker 400XPR reigns supreme over the Nextant 400XT.

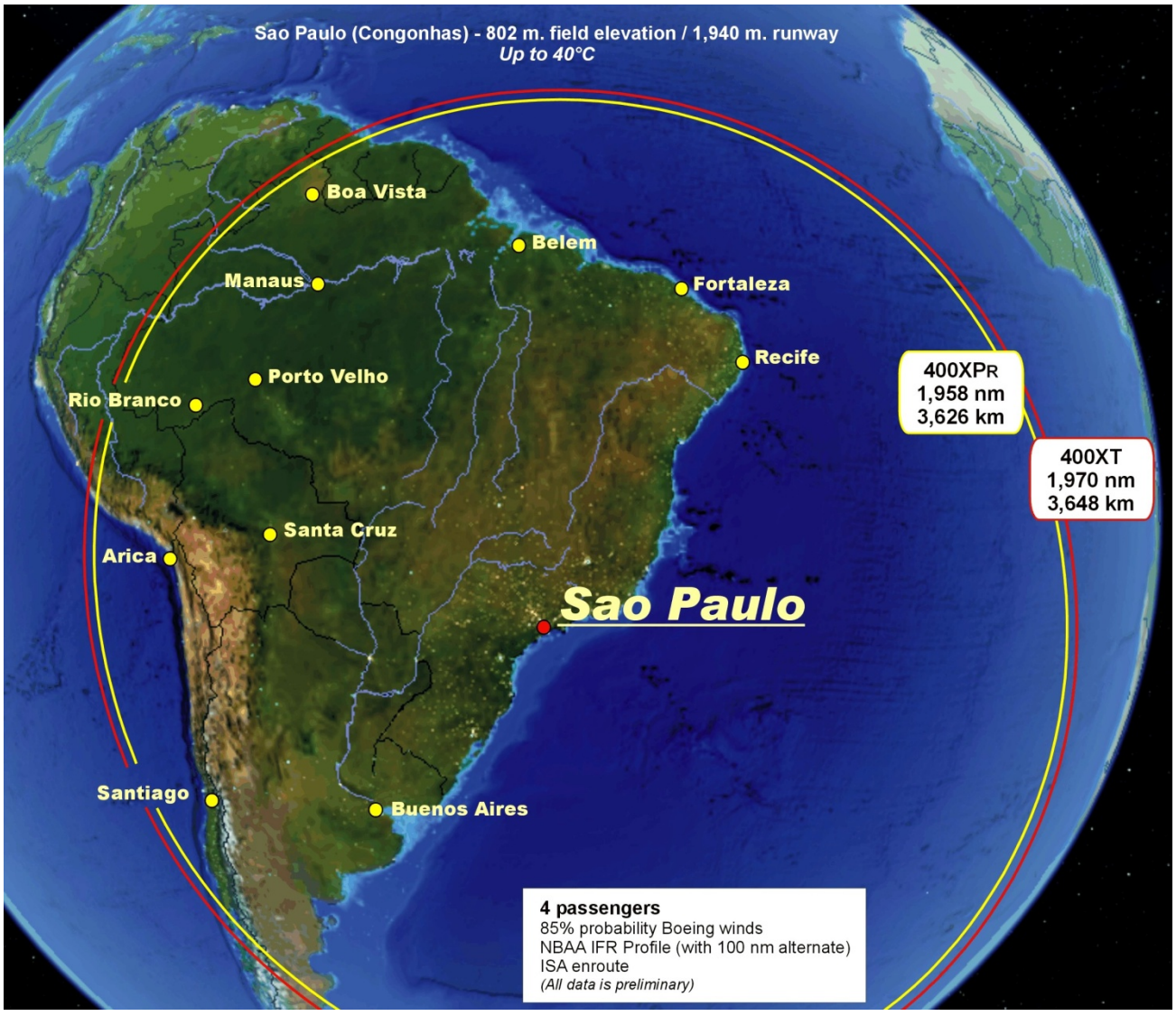
Toluca, Cancun, Havana and Miami are easily in range to the north while Iquique, Santa Cruz and Belem are in range to the south when flying the Hawker 400XPR out of Quito.



Hawker 400XPR leaves the Nextant 400XT 857 nm (1,587 km) behind when flying out of Quito

Range Circle Comparison – Sao Paulo

In addition to its excellent hot / high capability, the Hawker 400XPR demonstrates very similar range capabilities to the Nextant 400XT from relatively low elevation airports.



Hawker 400XPR exhibits comparable range to the Nextant 400XT when flying out of Sao Paulo

Estimated Direct Operating Costs

	Nextant 400XT	Hawker 400XPR
Fuel		
$5.50 per U.S. Gallon	929.50	858.00
(Gallons per Hour) [1]	(169)	(156)
Maintenance Cost ($):		
Labor - @ $98.00 per Man-hour [2]	184.24	184.24
(Man-hours per Flight hour) [3]	(1.88)	(1.88)
Parts - airframe and avionics [3]	122.17	122.17
Engine Restoration ($):		
2012 JSSI "Complete" and Williams International TAP "Elite" Rates	271.88 [4]	285.72 [5]
Thrust Reverser Overhaul	NA	NA
Total Direct Operating Costs per Hour ($):	$1,507.79	$1,450.13
Average Speed (600 nm mission) [1]	414	414
Cost per Nautical Mile ($)	$3.64	$3.50

Source:

1. *Fuel burn/speed assumes a 600 nm trip*
2. *Maintenance labor assumes a typical shop rate of $98.00 per man-hour*
3. *Maintenance man-hours and parts from Conklin de Decker Aircraft Cost Evaluator (Spring 2012).*
4. *2012 Jet Support Services Inc. (JSSI) 'Complete' engine maintenance program*
5. *2012 Williams International standard 'Elite' hourly rate per engine per hour*

All rates are subject to adjustment for economic escalation each year.

Specification & Performance Comparison Parameters

All Specification and Performance data and charts contained in this document are based on the following parameters unless otherwise noted:

1. Beechjet 400A / Hawker 400XP performance data based on Hawker Beechcraft Pilot Operating Manual
2. The weight for the Nextant 400XT and Hawker 400XPR has been calculated based on estimated -3AP / -4A-32 respective engine weight changes applied to the average Beechjet / Hawker 400 series fleet aircraft weight.
3. Pilots Operating Manual drag polar used when calculating performance for 400XT and 400XPR
4. Estimated average engine performance was used to calculate all comparisons
5. The same ground run fuel burn was used for the 400XT and 400XPR
6. Hawker 400XP maximum zero fuel / maximum take-off weights were used for the 400XT and 400XPR
7. Hawker 400XP maximum cruise speeds were used for the 400XT and 400XPR
8. Basic drag reductions for the 400XT and 400XPR were considered

Specifications Comparison

	Beechjet 400A Hawker 400XP	Nextant 400XT	Hawker 400XPR
Engines			
Manufacturer	2 P&WC	2 Williams	2 Williams
Model	JT15D-5R	FJ44-3AP	FJ44-4A-32
Output (per engine)	2,965 lb.	3,050 lb.	3,200 lb.
Flat Rating	ISA+12°C	ISA+7°C	ISA+17°C
Output (both engines)	5,930 lb.	6,100 lb.	6,400 lb.
Inspection Interval	3,600 t	4,000 c	5,000 c
Takeoff Field Performance (optimum flap setting)			
Sea Level, ISA	3,906 ft.	3,821 ft. [1]	3,840 ft.
5,000 ft. above Sea Level, 25°C	6,311 ft.	6,115 ft. [1]	5,170 ft.
Landing Distance			
@ Max gross landing weights. (ft.)	3,514 ft.	3,514 ft.	3,400 ft.
Vref (knots)	118 kt	118 kt	118 kt
Climb Performance (Max Takeoff Weight)			
Time to Climb / Altitude	19 min / FL370	14 min / FL370	11 min / FL370
Ceilings			
Certified (ft.)	45,000 ft.	45,000 ft.	45,000 ft.
All Engine Service (ft.)	43,450 ft.	42,800 ft.	45,000 ft.
Engine-out Service (ft.)	20,600 ft.	23,100 ft.	31,000 ft.
Cruise Performance			
Limits			
M_{MO}	0.78 Mach	0.78 Mach	0.78 Mach
Trans. Atl. FL / V_{MO}	FL 263 / 320	FL 263 / 320	FL 263 / 320
High Speed Cruise			
Speed	447 kt / 514 mph	447 kt / 514 mph	447 kt / 514 mph
Fuel Flow	1,255 lb./hr.	939 lb./hr.	913 lb./hr.
Altitude	FL 390	FL 390	FL 450
Long Range Cruise			
Speed	414 kt / 476 mph	422 kt / 486 mph [2]	425 kt / 489 mph
Fuel Flow	938 lb./hr.	965 lb./hr.	761 lb./hr.
Altitude	FL 430	FL 430	FL 450

1 Nextant 400XT BFL data from Business & Commercial Aviation magazine, January 2012

2 Nextant 400XT cannot reach FL 450 at test weight due to climb performance limitations

Note: Data for the Nextant 400XT has been estimated using available engineering data for the FJ44-3AP engines.

Range Performance Comparison (Departing from Sea Level)

Range departing Sea Level, ISA conditions
NBAA IFR reserves (w/100 nm alternate) - LRC

Maximum Range Performance	Nextant 400XT	Hawker 400XPR
Maximum Payload with Available Fuel	2,300 lb. payload [1]	2,100 lb. payload
Range	1,180 nm	1,170 nm
Average Speed	390 kt.	406 kt.
Trip Fuel	2,756 lb.	2,508 lb.
Maximum Fuel with Available Payload	888 lb. payload [1]	688 lb. payload
Range	1,970 nm	2,015 nm
Average Speed	396 kt.	415 kt.
Trip Fuel	4,123 lb.	3,977 lb.
4 passengers (800 lb. payload)		
Range	1,970 nm [1]	1,950 nm
Average Speed	402 kt.	415 kt.
Trip Fuel	4,152 lb.	3,861 lb.
Ferry (Zero payload)		
Range	2,172 nm [1]	2,160 nm
Average Speed	394 kt.	413 kt.
Trip Fuel	4,164 lb.	4,124 lb.

[1] *Range calculation includes step-climb at FL 430 due to climb limitations*

Note: Data for the Nextant 400XT has been estimated using available engineering data for the FJ44-3AP engines.

Range Performance Comparison (Departing from 5,000 ft. Elevation)

Range departing 5,000 ft. elevation, 25°C conditions
NBAA IFR reserves (w/100 nm alternate) - LRC

Maximum Range Performance	Nextant 400XT	Hawker 400XPR
Maximum Payload with Available Fuel	**2,300 lb. payload [1]**	**2,100 lb. payload**
Range	920 nm	1,209 nm
Average Speed	389 kt.	400 kt.
Trip Fuel	2,034 lb.	2,561 lb.
Maximum Fuel with Available Payload	**188 lb. payload [1]**	**688 lb. payload**
Range	2,150 nm	2,109 nm
Average Speed	394 kt.	401 kt.
Trip Fuel	4,164 lb.	4,102 lb.
4 passengers (800 lb. payload)		
Range	1,790 nm [1]	2,002 nm
Average Speed	392 kt.	401 kt.
Trip Fuel	3,596 lb.	3,924 lb.
Ferry (Zero payload)		
Range	2,190 nm [1]	2,191 nm
Average Speed	395 kt.	397 kt.
Trip Fuel	4,164 lb.	4,128 lb.

[1] *Weight at takeoff limited to 15,700 lb. due to WAT limitations*

Note: Data for the Nextant 400XT has been estimated using available engineering data for the FJ44-3AP engines.

Mission Performance Comparison (High Speed Cruise, HSC)

	Nextant 400XT	Hawker 400XPR
300 nm mission		
Flight Time	0 hr. 48 min	0 hr. 46 min
Trip Fuel	1,017 lb.	897 lb.
Flight Level	FL 370	FL 370
600 nm mission		
Flight Time	1 hr. 29 min	1 hr. 27 min
Trip Fuel	1,500 lb.	1,515 lb.
Flight Level	FL 410	FL 410
1,000 nm mission		
Flight Time	2 hr. 24 min	2 hr. 22 min
Trip Fuel	2,306 lb.	2,285 lb.
Flight Level	FL 430	FL 430
1,500 nm mission		
Flight Time	3 hr. 32 min	3 hr. 29 min
Trip Fuel	3,655 lb.	3,328 lb.
Flight Level	FL 450	FL 450

Note: Data for the Nextant 400XT has been estimated using available engineering data for the FJ44-3AP engines.

Corporate Comparison

The following is a comparison between Hawker Beechcraft and Nextant Aerospace corporate pedigree, infrastructure, capabilities, expertise, and experience warranty and resale value.

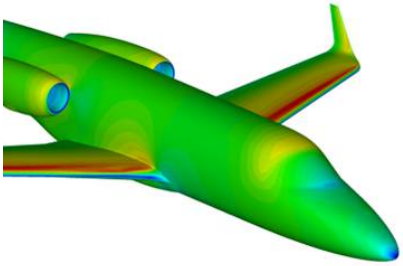
Corporate Pedigree

- Originally founded in 1932, Hawker Beechcraft has upgraded, manufactured and supported tens of thousands of aircraft over the last 80 years. Hawker Beechcraft is an iconic brand that helped form corporate aviation as we know it today with legendary aircraft such as the Staggerwing, the Beech 18, the Bonanza, the King Air, the Hawker 125 series, the Beechjet/Hawker 400 series, the Premier and the Hawker 4000, to name a few.
- Founded in 2007, Nextant Aerospace is a start-up aircraft modification company that received its first (and to date, only) FAA Supplemental Type Certificate in 2009 for an avionics installation.

Corporate Infrastructure

- Hawker Beechcraft is a fully integrated aircraft manufacturing and support company that employs over 4,000 seasoned aviation professionals in major facilities in the United States, Mexico and the United Kingdom.
- Nextant Aerospace is an aircraft modification company that employs approximately 150 people in Cleveland, Ohio (as of May 2012).

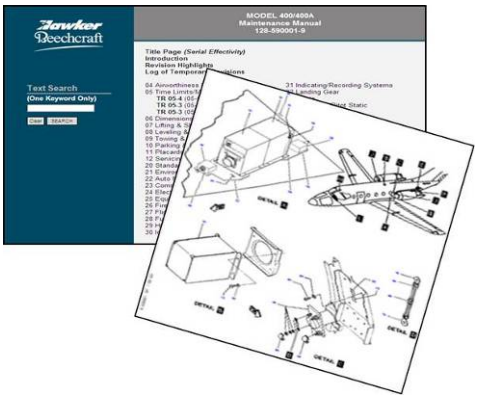
Engineering and Certification Expertise



- In addition to its vast wealth of intellectual property including direct access to Beechjet/Hawker 400 series Type Certificate Data, Hawker Beechcraft employs several hundred engineers and certification experts representing thousands of years of experience to develop and support its new aircraft upgrade programs.
- Nextant Aerospace engineering capability is unknown and its ability to develop and support a major aircraft modification over time is unproven.

Corporate Comparison (continued)

Technical Publications



- Hawker Beechcraft's Hawker 400XPR Technical Publications will be fully integrated into the Beechjet/Hawker 400 series Interactive Maintenance Library (IML) to enable technicians throughout the world to easily maintain the aircraft. The Hawker Beechcraft IML is recognized by aviation authorities and contains publications such as Maintenance Schedules, Illustrated Parts Catalogues, Maintenance Manuals, Wiring Manuals, Service Bulletins, etc. Technicians are able to easily maintain standard 400XP and upgraded 400XPR aircraft from the same IML available in paper form, Compact Disk or accessed online.

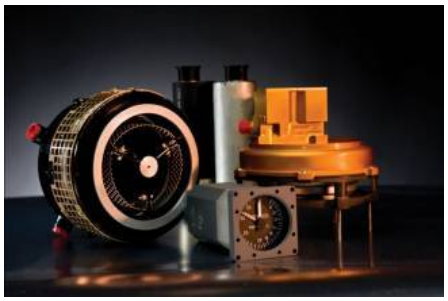
- As a non-OEM, Nextant Aerospace's 400XT Instructions for Continued Airworthiness (ICA) will **not** be incorporated in the Hawker Beechcraft Interactive Maintenance Library. Nextant's ability to develop and maintain an effective multi-national ICA package is unproven.

Technical Support

- Hawker Beechcraft Technical Support employs over 100 highly trained technical specialist answering AOG Hot Line calls and working one-on-one with aircraft operators throughout the world to ensure the aircraft we build and upgrade enjoys the highest level of reliability - 24 hours a day, 7 days a week, 365 days a year. More than 60 Hawker Beechcraft Field Service Representatives (FSR) are strategically located in all major aircraft population centers internationally. FSRs routinely visit Hawker Beechcraft owners and operators to ensure aircraft reliability and customer satisfaction. In addition, FSRs can be dispatched to any location throughout the world to assist with any 400XPR issue if needed.

- Nextant Aerospace Technical Support capability is unknown and its ability to provide international support in the field is unproven.

Parts Distribution



- In addition to major parts distribution hubs in the United States, Dubai, Singapore and London Hawker Beechcraft maintains parts inventories at its factory and authorized service centers, which can be accessed – 24/7/365 through its E-Commerce Web site or by simply calling HB P&D by phone.

- Nextant Aerospace parts capability is, at present, only available via Flight Options sources.

Corporate Comparison (continued)

Service Centers

- Hawker Beechcraft operates twelve (12) factory Hawker Beechcraft Services (HBS) service centers dedicated solely to maintaining Hawker Beechcraft aircraft at locations in the United States, Mexico and the United Kingdom. In addition to HBS service centers there are also 25 authorized service centers around the world that have met or exceeded Hawker Beechcraft standard to work on Hawker 400 aircraft. HBS employs Flight Safety MxPro Plus training, and the highest ratio of Hawker Beechcraft Master Technicians to improve reliability of the aircraft it has manufactured over the years. Their mission is to repair the airplane right the first time, be pro-active to any trends and install upgrades that increase aircraft resale value. In addition, Hawker Beechcraft Services regularly audits all their Service Centers for quality and customer satisfaction.

- Nextant Aerospace has established a service center network consisting of seven locations in the United States, none of which are authorized by Hawker Beechcraft.

Warranty

- Hawker 400XPR owners and operators will enjoy the peace of mind that their aircraft are covered by Hawker Beechcraft, Williams International and Rockwell Collins new component and workmanship warranties that supplement their existing Hawker Beechcraft new aircraft warranties. *Long term structural warranties are fully supported by Hawker Beechcraft Global Customer Support.*

- It is unclear how Nextant Aerospace will affect aircraft flight characteristics, structural integrity and safety. *Hawker Beechcraft voids all warranties and liability associated with aircraft modified by Nextant Aerospace regardless of year of manufacture.*

Warranty Comparison

The following is a summary of the warranties provided with the purchase of a new Hawker 400XPR and Nextant 400XT.

	Nextant 400XT	Hawker 400XPR
System & components (Genuine Hawker Winglets) *	2 years or 800 hours	2 years *
Interior Reappointments	2 years or 800 hours	2 years
Exterior Paint	2 years or 800 hours	3 years
Rockwell Collins Avionics	2 years	2 years
Williams International Engines	3 years or 1,500 hours	5 years or 2,000 hours*

* Labor is covered for the specified periods provided the work is performed at a properly rated Hawker Beechcraft Authorized Service Center

CAMP Systems - Factory Authorized Maintenance Tracking Program

CAMP Systems is a program that reflects Hawker Beechcraft's commitment to provide all Hawker operators worldwide with the finest support services available.

CAMP Systems is a maintenance tracking system program that provides computerized aircraft maintenance tracking with all data being exchanged electronically.

CAMP Systems program is a full service aviation management system that continually monitors the entire range of aircraft maintenance and inspection requirements and brings them to the attention of the operator as they become due. CAMP Systems maintenance tracking program allows you to accurately track and predict the maintenance requirements of your aircraft.

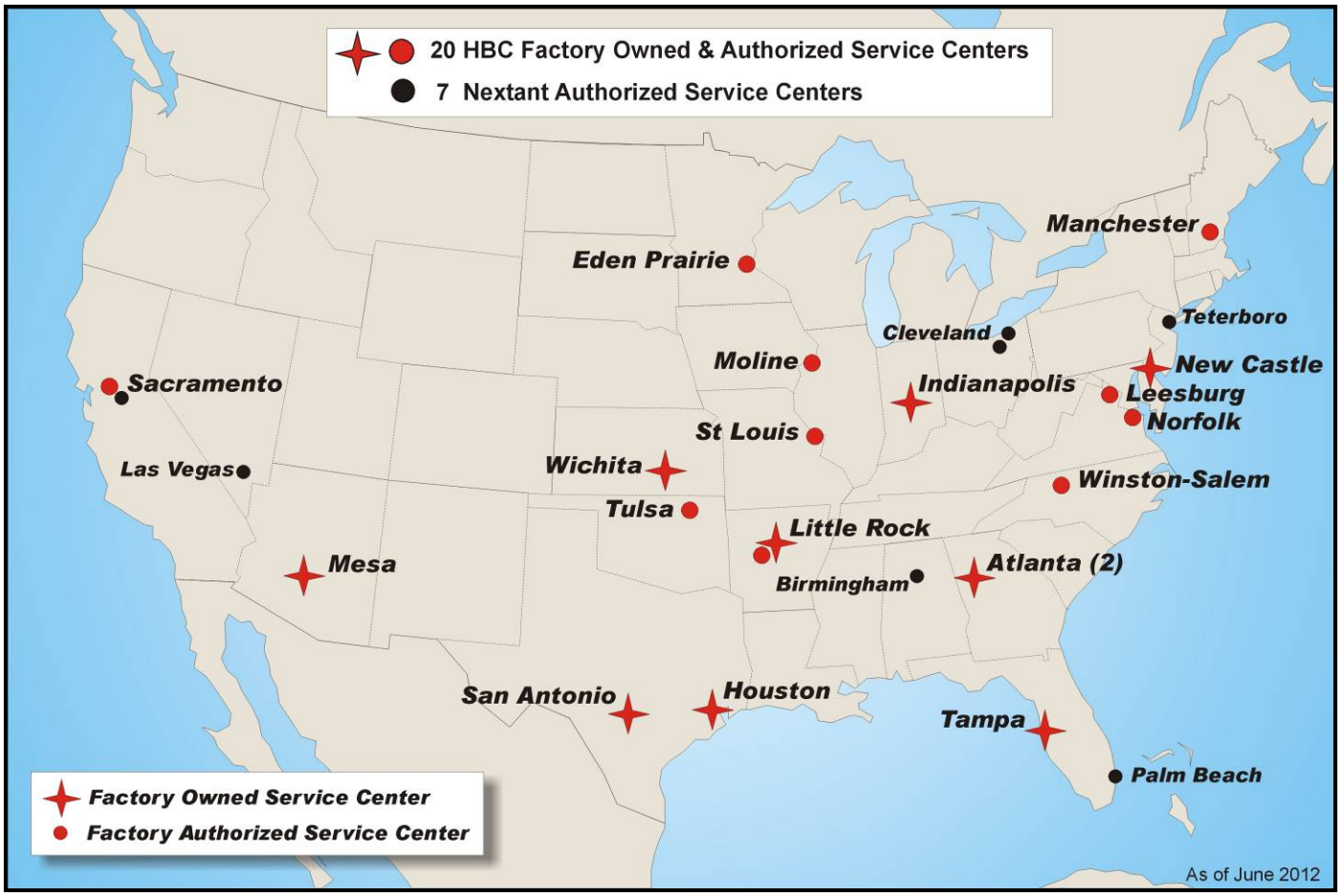
CAMP Systems provides a dedicated analyst assigned to your aircraft to ensure that your aircraft data is as accurate and complete as possible. This is an aircraft specific program that is tailored to each specific aircraft serial number.

Aircraft Support Network

The Hawker 400XPR is backed by the largest network of factory trained maintenance facilities in the industry.

Support is provided through a wide network of Factory Owned and Authorized Service Centers. There are 20 of these facilities located in the United States and 17 located internationally dedicated to supporting your Hawker 400XPR.

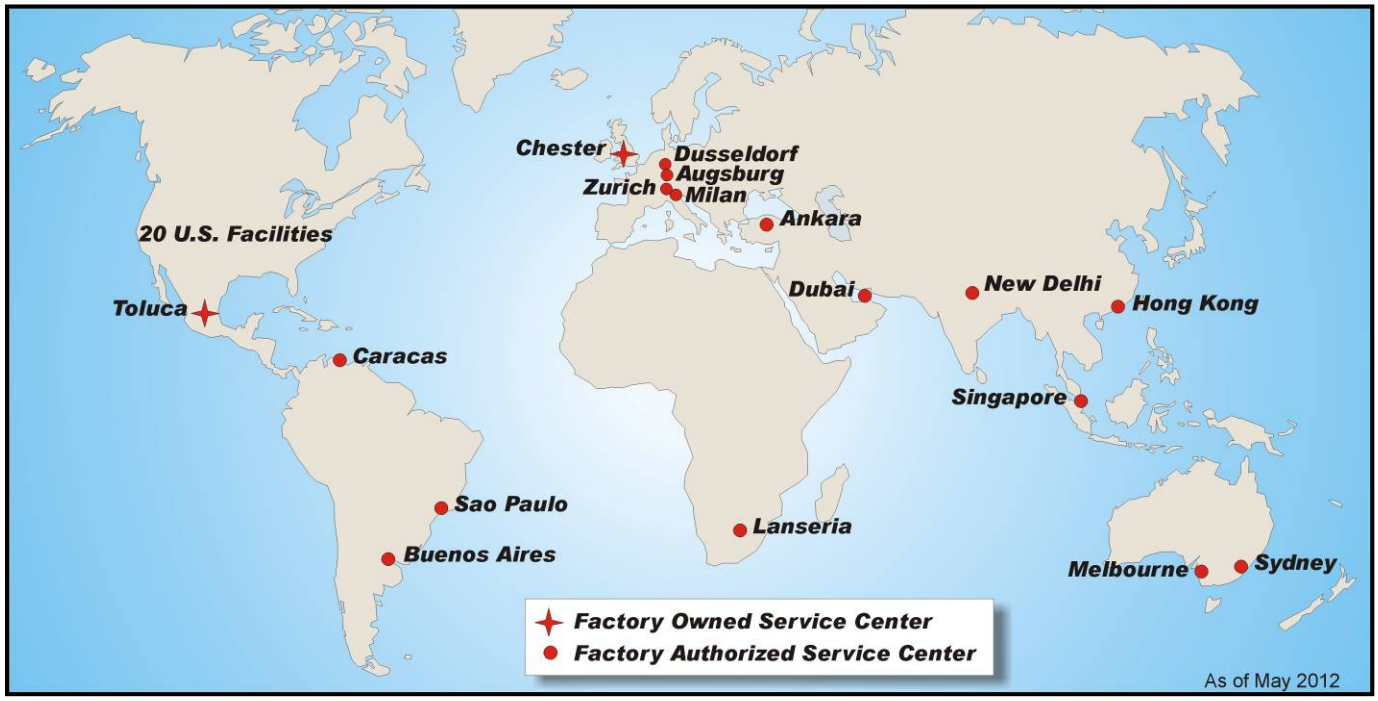
Each center is staffed with factory trained technicians and equipped with the tools, equipment, and parts to keep the Hawker 400XPR ready for use at all times. Twenty four-hour AOG support is provided as well as direct factory help on-call.



Aircraft Support Network (continued)

Wherever your travels take you, your Hawker 400XPR is backed by the finest network of factory trained business maintenance facilities in the industry. Our authorized service centers throughout the World offer a broad range of service and support.

All Hawker products are fully supported by an extensive, worldwide system of service centers and field representatives strategically located throughout the world, to provide direct support liaison and on-the-spot assistance.



More Information

AN EXCLUSIVE HAWKER BEECHCRAFT SERVICES PRODUCT

The Hawker 400XPR upgrade is offered exclusively through Hawker Beechcraft Services, backed by the factory that built your Beechjet 400A or Hawker 400XP and supported by our commitment to quality.

About Us

Hawker Beechcraft Services is a functional organization of Hawker Beechcraft Global Customer Support Inc. (a wholly owned subsidiary of Hawker Beechcraft Corporation). Headquartered in Wichita Kansas, Global Customer Support (GCS) is dedicated to enhancing the ownership experience through improving the value of Hawker Beechcraft aircraft by employing products and services to simplify aircraft ownership, reduce operating cost and increase resale value.

Global Customer Support is comprised of five functional organizations including:

- **Hawker Beechcraft Services** - Factory-powered service centers
- **Hawker Beechcraft Parts & Distribution** - Genuine factory parts
- **SupportPLUS™** - Cost predictability & warranty programs
- **Technical Support** - Field support & hot-line troubleshooting experts
- **Technical Publications** - On-line and hard copy operational, service and technical information

For further information on the **Hawker** 400XPR please contact:

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Or visit: http://xpr.hawkerbeechcraft.com/

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