从中国速度到全球信任
From China Speed to Global Trust

面向先进空中交通（AAM）与低空经济（LAE）企业出海的市场进入分享
A market-entry sharing for AAM and LAE companies going global

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相同与不同 | Same Demand, Different Path to Trust

海外的需求与顾虑和中国相似，建立信任的方式却不同 Overseas demand and concerns mirror China's; how trust is earned does not

相同 What's the same

跨城交通 Intercity travel	机场接驳 Airport shuttle	医疗救援 Medical rescue	高端文旅 Premium tourism

白皮书四大场景在海外同样存在；安全与噪音是公众最先提出的问题
The four whitepaper scenarios exist abroad too; safety and noise are the public's first questions

不同 What's different

	中国 China	海外 Overseas
信任来源 Source of trust	取得适航证即被视为安全 A certificate is taken as proof of safety	**本地监管认可，加上运营记录** Local regulator sign-off plus a track record
落地主体 Who delivers	政府主导，规模化推进 Government-led, at scale	**本地运营商、起降场与伙伴共同落地** Local operators, vertiports and partners
推进节奏 Pace	白皮书预期三年内实现商业化 Whitepaper: commercial launch within 3 years	**节奏因国而异，需逐个市场判断** Pace varies; judge market by market

提示：需求可以跨境复制，信任必须在每个市场重新建立。
Tip: Demand travels across borders. Trust has to be rebuilt in every market.

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四类市场，四种打法 | Four Market Types, Four Entry Plays

按监管、资本与本地生态划分市场类型，每类对应不同的主打场景 Each market type calls for a different lead scenario

01 政府主导型 Government-led

市场 Markets
阿联酋 / 海湾地区
UAE / Gulf

主打场景 Lead scenarios
机场接驳、城市空中出租车
Airport shuttle, urban air taxi

进入打法 Entry play
与政府合作，快速示范试点
Partner with government; move fast on pilots

02 监管成熟型 Mature regulators

市场 Markets
新加坡、日本、韩国
Singapore, Japan, South Korea

主打场景 Lead scenarios
机场接驳、示范运营
Airport shuttle, demonstration flights

进入打法 Entry play
以安全数据和适航互认取信
Lead with safety data and certification validation

03 关系驱动型 Relationship-driven

市场 Markets
泰国、马来西亚、印尼、越南、菲律宾
Thailand, Malaysia, Indonesia, Vietnam, Philippines

主打场景 Lead scenarios
海岛医疗救援、高端文旅
Island medical rescue, premium tourism

进入打法 Entry play
找本地伙伴，长期经营
Local champions and long-term relationships

04 规模价格型 Scale and price

市场 Markets
印度
India

主打场景 Lead scenarios
跨城交通
Intercity travel

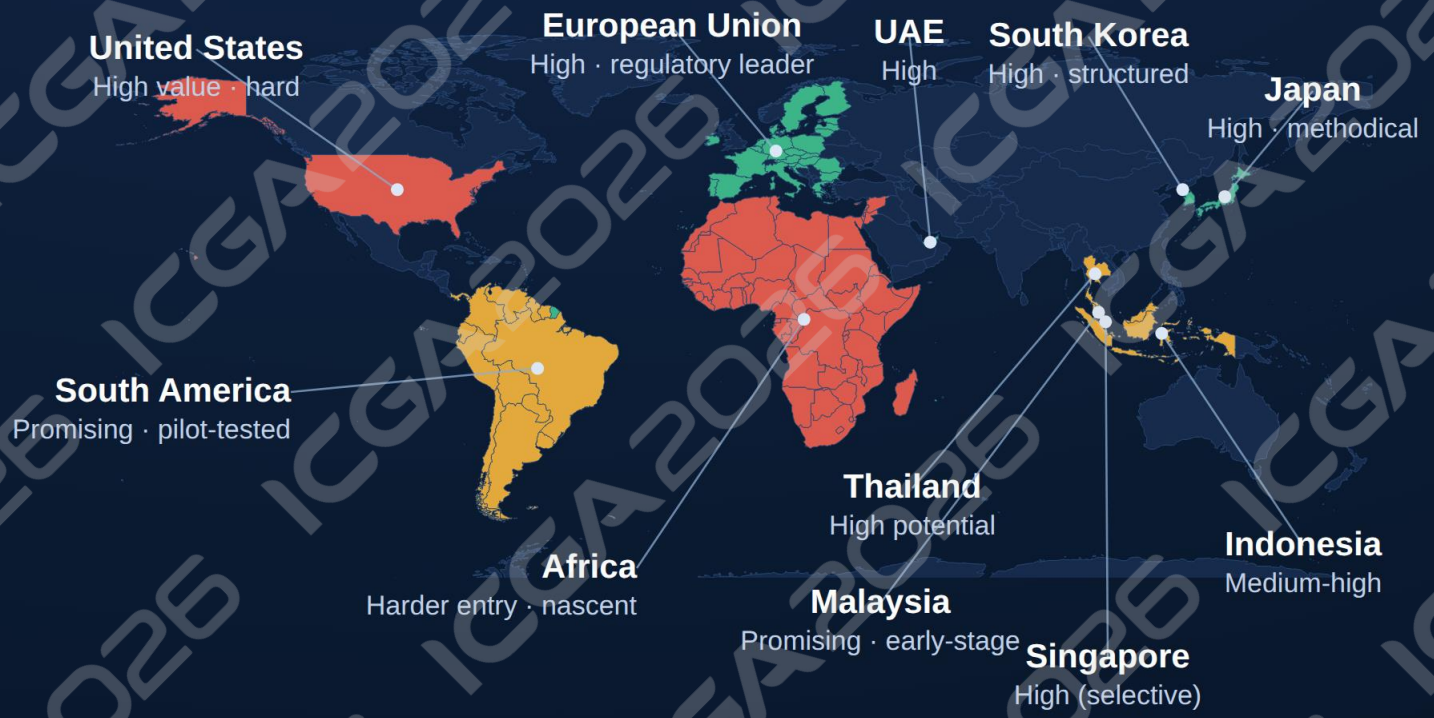
进入打法 Entry play
以成本优势和清晰回报取胜
Win on cost and a clear business case

提示：先判断市场类型，再决定主打场景与进入顺序。
Tip: Classify the market first, then choose the lead scenario and the order of entry.

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运行准入准备度 | Market Readiness for AAM EIS

覆盖监管、政府、基建、需求、资本与生态等维度，对不同市场进行对比评分
Selective markets and regions scored across six readiness dimensions



市场准入准备度评分卡
Market Readiness Scorecard

市场 MARKET	监管 REG	政府 GOV	基建 INFRA	需求 DEM	资本 CAP	生态 ECO	综合 OVERALL
阿联酋 UAE	●	●	●	●	●	●	高 High
新加坡 Singapore	●	●	●	●	●	●	高（选择性） High (selective)
日本 Japan	●	●	●	●	●	●	高 · 稳健 High · methodical
韩国 South Korea	●	●	●	●	●	●	高 · 体系化 High · structured
欧盟 European Union	●	●	●	●	●	●	高 · 监管引领 High · regulatory leader
泰国 Thailand	●	●	●	●	●	●	高潜力 High potential
印度尼西亚 Indonesia	●	●	●	●	●	●	中高 Medium-high
马来西亚 Malaysia	●	●	●	●	●	●	有潜力 · 早期 Promising · early-stage
南美洲 South America	●	●	●	●	●	●	有潜力 · 已试点 Promising · pilot-tested
美国 United States	●	●	●	●	●	●	高价值 · 高难度 High value · hard
非洲 Africa	●	●	●	●	●	●	进入较难 · 起步期 Harder entry · nascent

Ready now Promising Harder entry

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Source: NexAvian Market Readiness Scorecard, 2026.

CHINA TO THE WORLD

NexAvian Go-to-Market Platform for AAM / eVTOL Global Expansion

MARKET ENTRY • REGULATORY READINESS • PARTNERSHIPS • COMMERCIAL DEPLOYMENT



真正的竞争力，是把中国速度转化为全球引领力

全球运营 · 全球生态 · 长期的全球信任

Real competitiveness is turning China Speed into Global Leadership

Global Operations · Global Ecosystem · Global Trust

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谢谢 Thank You

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Going Global Readiness Assessment

Assess your AAM readiness

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