



*A visionary adventure leisure company  
formed to build and operate world class  
indoor skydiving facilities across the region*

# FY 2015

## Results Presentation



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# Contents

1. Overview
2. Results & Analysis
3. Strategy
4. Current Focus
5. Outlook
6. Summary
7. Appendices



IFLY  
DOWNUNDER



# 1. Overview

## Highlights

**Proof of Concept**

**Profitable Penrith Ops - EBITDA Facility: \$3.1m**

**Utilisation Continues to Rise**

**Operational Cash flow: \$0.7m**

**Delivery of Rollout continues**

**Stable, Robust, Low maintenance System**

**IT Systems Development:** localisation of hardware

**Australian Championships – August 22:** 47 teams





## 2. Results & Analysis

	June 2015 FY ('000)	Dec 2014 HY only ('000)	June 2014 FY ('000) #
<b>Revenue</b>	\$6,588	\$3,185	\$1,319
<b>EBITDA *</b>	(\$833)	(\$1,597)	(\$3,311)
<b>Operating Margin (operational facilities)</b>	50%	43%	30%
<b>NPAT</b>	(\$1,750)	(\$1,995)	(\$2,714)
<b>Cashflow from operations</b>	\$683	\$241	(\$582)
<b>Net Tangible Assets/Share</b>	\$0.25	\$0.25	\$0.18

# 2. Results & Analysis

## KEY DRIVERS



**Tunnel based Revenue and Occupancy** remained strong across the period



**Occupancy levels** continue to steadily increase



**Unearned Revenue (Pre-sales)** remains strong at \$1.3m



At a Group level the results were heavily impacted by **Performance Based Share expenses**: \$1.4m



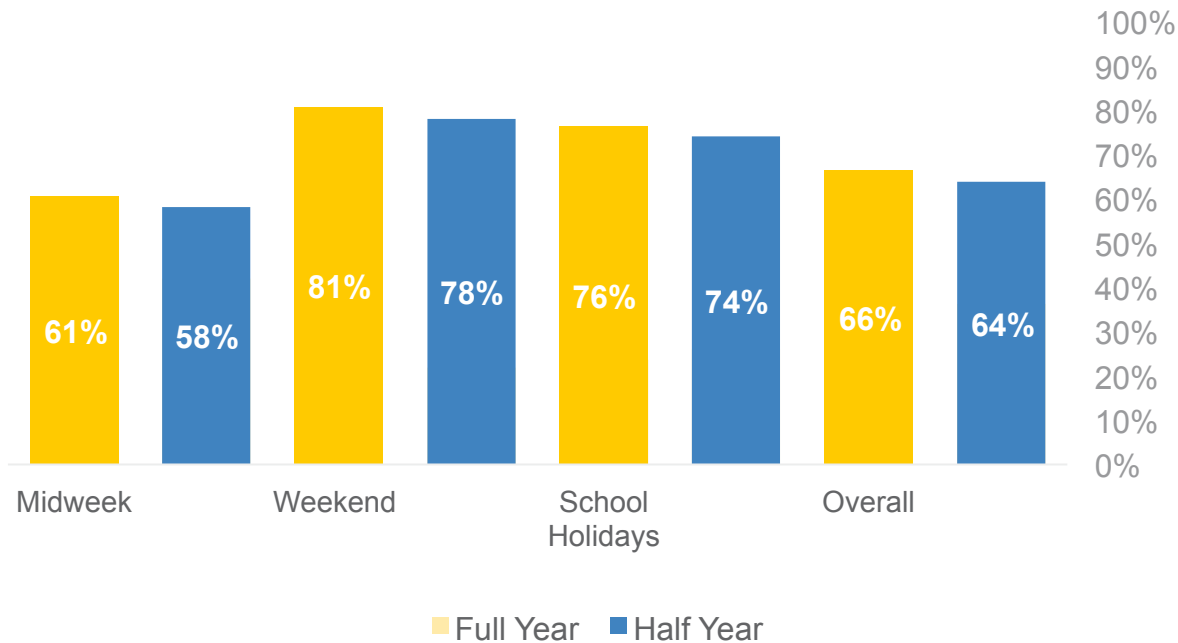
The reversal of the **Make Good provision** and associated P&L impact



**Property, Plant and Equipment** continues to grow as we progress new projects: \$23.9m

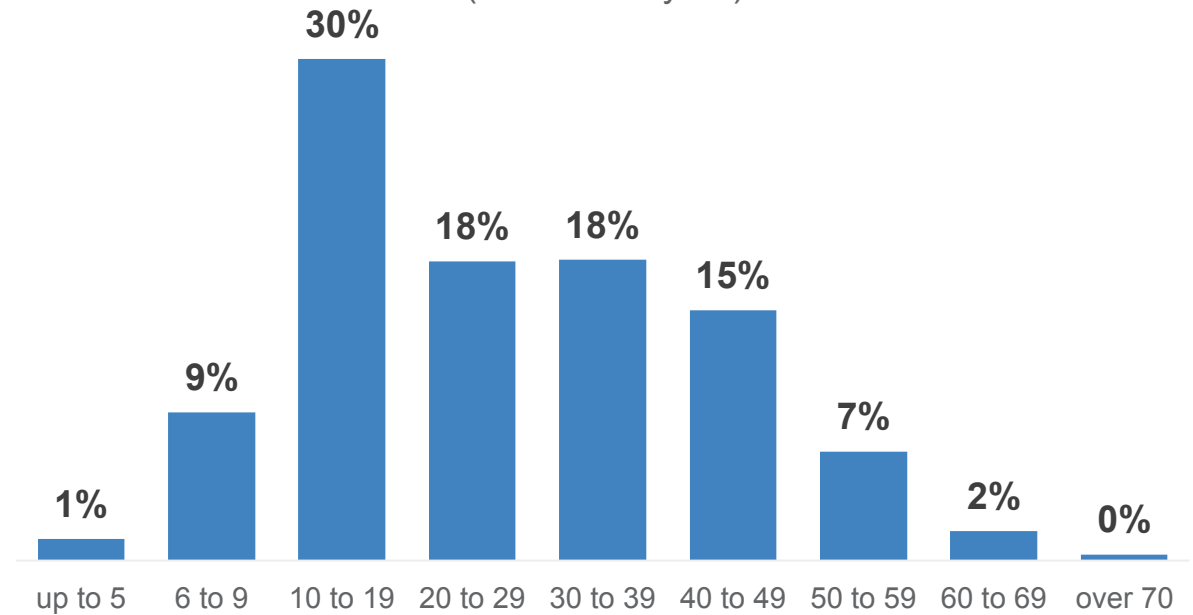
## 2. Results & Analysis

Typical Utilisation Rates



Age of Flyers

(% of total flyers)



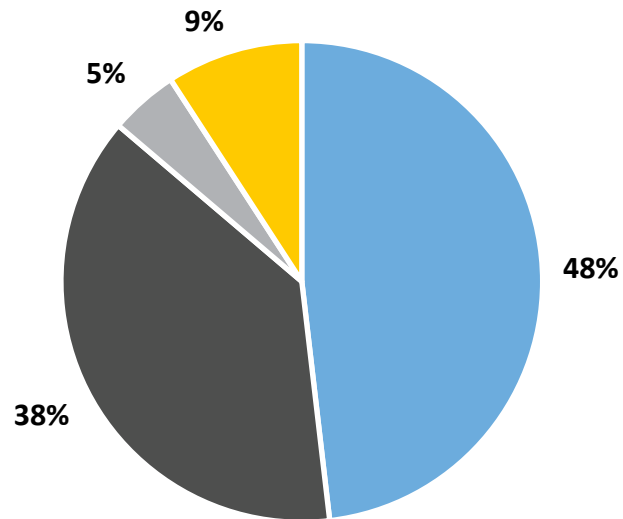
**Unique Customers: 37,400**  
**Return Flyers: 8%**

**Average Occupancy: 66% (+2%)**  
**Frequent Flyer Club: 470 (+20%)**

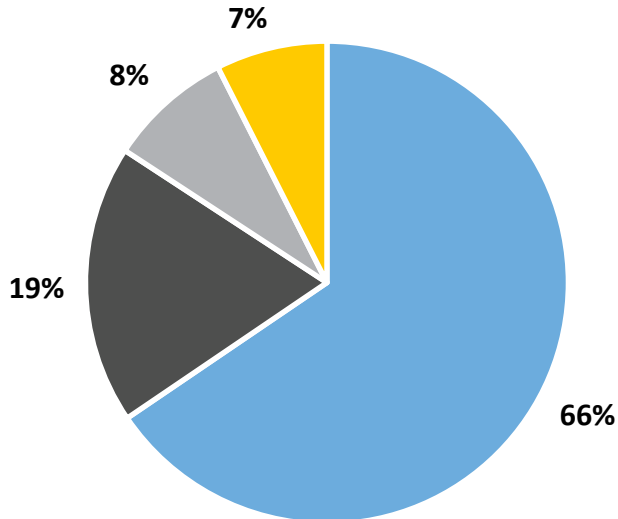


# 2. Results & Analysis

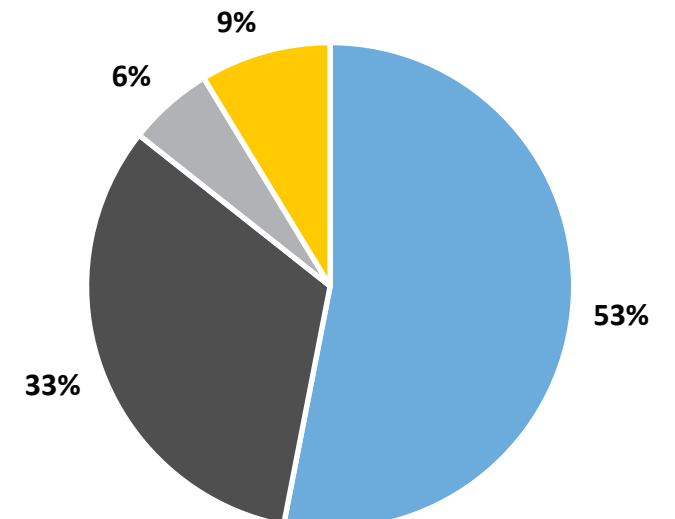
Average Weekday Revenue Mix



Average Weekend Revenue Mix

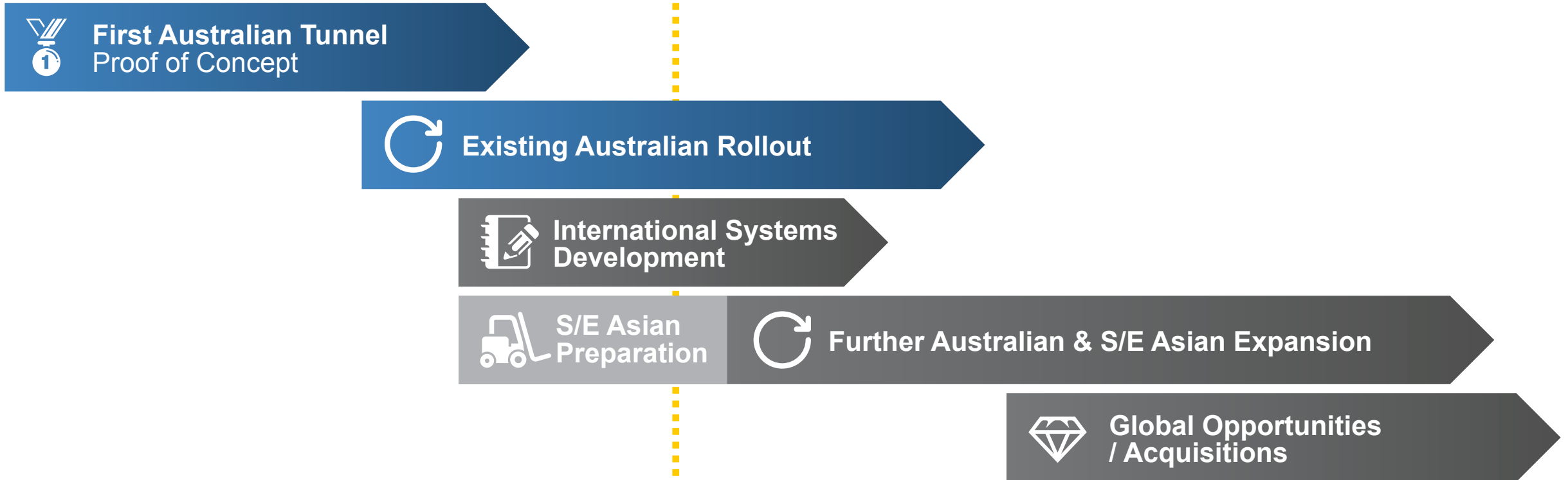


Average Weekly Revenue Mix



■ First timers      ■ Professional      ■ Groups / Events      ■ Merchandise

# 3. Strategy



Successful proof of concept

| Implementing local growth

| Planning future growth

# 4. Current Focus



## First Australian Tunnel

- Proven concept
- Established markets segments
- Technology and processes tested and delivered
- World Class Facility



## Existing Australian Projects

- Gold Coast
- Perth

## Resulting in:

- Growth Platform
- Stable Operations
- Economies of Scale
- Corporate overhead absorption

## Contingencies:

- Currency
- Construction risk
- Economic downturn



## Managed by:

- Project Timeline Management
- Cost Management
- Debt



## Further Expansion

- Additional Australian Projects
- Partnership Projects: Australia & NZ (SkyVenture Projects)
- Hong Kong
- S/E Asia
- Acquisitions



# 4. Current Focus

## Australian Rollout



**Size:**  
16.5 ft

**Target Market:**  
Professional & Retail

**Operating Licence:**  
24/7



**Size:**  
12ft

**Target Market:**  
Retail

**Operating Licence:**  
24/7

**Expected Capex:**  
\$11-\$12m



**Size:**  
14ft

**Target Market:**  
Professional & Retail

**Operating Licence:**  
24/7

**Expected Capex:**  
\$11 - \$12m



**Size:**  
12 ft

**Target Market:**  
Retail

**Operating Licence:**  
TBC

**Expected Capex:**  
(Developer Funded)



Additional Australian Tunnel

**Final location:**  
TBC

**Size:**  
TBC

## Partnership Projects Australia & NZ



In accordance with the Exclusive Territory Development Agreement with our equipment supplier, SkyVenture LLC, both parties have the ability to invest in each specific facility. SkyVenture's first project has commenced and is to be located at Essendon Fields, VIC. iFLY Melbourne is scheduled to open mid 16.

All operations will be marketed and operated under the iFLY brand.

# 4. Current Focus

## Australian Rollout

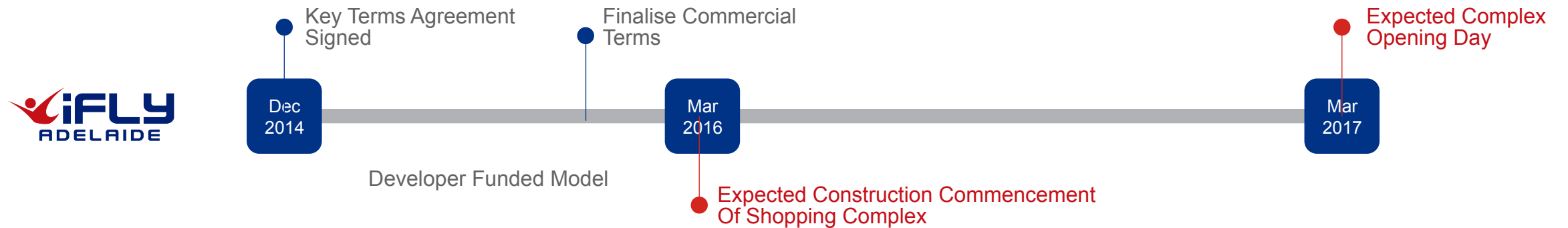
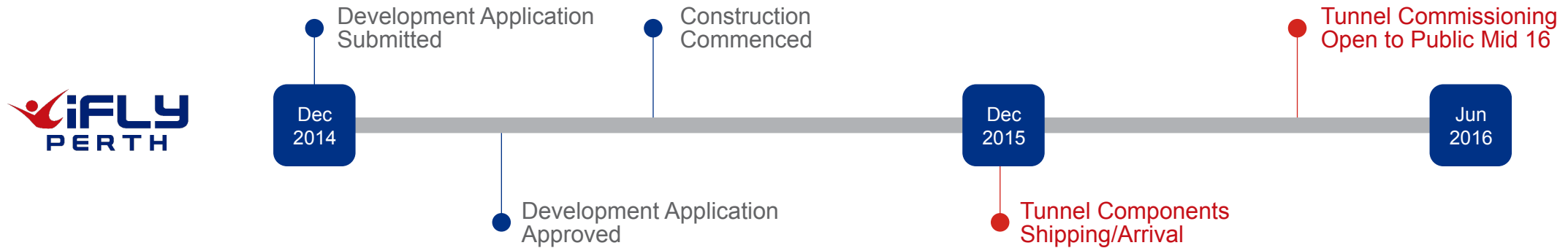


**Pre sales:** To commence September  
**Pricing strategy:** Starting from \$99  
**3rd Party Sales:** Including inbound tourism



# 4. Current Focus

## Australian Rollout





# 5. Outlook – Global Industry

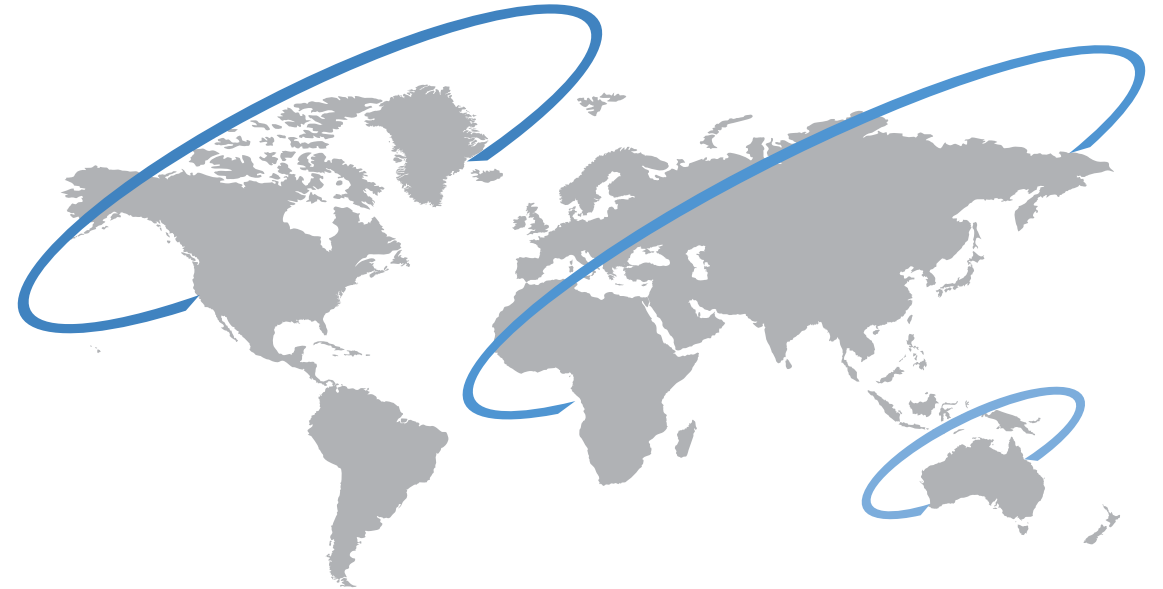
**80+** Vertical Wind Tunnels in Operation World Wide\*

**40+** Opening by end 2016\*

Global Growth of **50%** expected in the next 12 months

**Increased technology and efficiency** as further credible manufacturers enter the market.

**Proven Business Model** – expanding successful operations world wide.



# 6. Summary



**Clear strategy** for growth



**Dynamic** Board of Directors



**Strong** management team



**Expertise** in planning and execution



**Proven** to deliver



**Flexibility** in engagement models

# 7. Appendices

## Indoor Skydive Australia Group Board



**David Murray AO**  
Non-Executive Director



**Malcolm Thompson**  
Alternative Director for  
Stephen Baxter



**Wayne Jones**  
Director &  
Chief Executive Officer



**Ken Gillespie**  
**AC, DSC, CSM**  
Chairman



**Danny Hogan MG**  
Director &  
Chief Operations Officer



**Stephen Baxter**  
Non-Executive Director



# 7. Appendices

## Indoor Skydive Australia Group Executive Team



**Stephen Burns**  
Chief Financial Officer



**Fiona Yiend**  
General Counsel &  
Company Secretary



**Danny Hogan**  
Executive Director &  
Chief Operations Officer



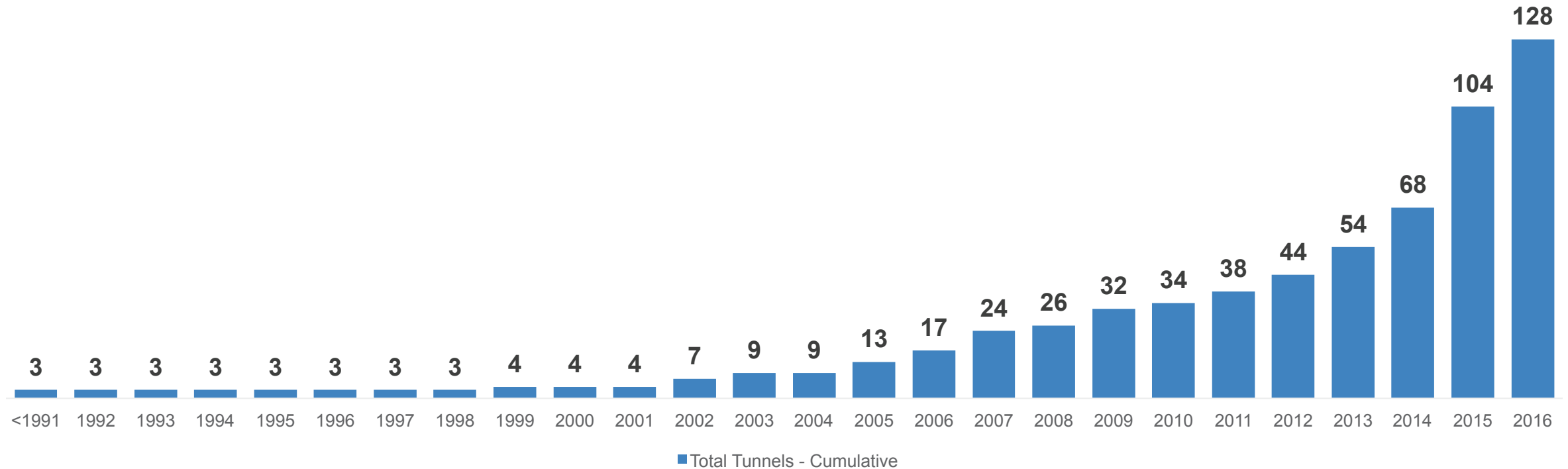
**Wayne Jones**  
Executive Director &  
Chief Executive Officer



**Brett Sheridan**  
Chief Marketing Officer

# 7. Appendices

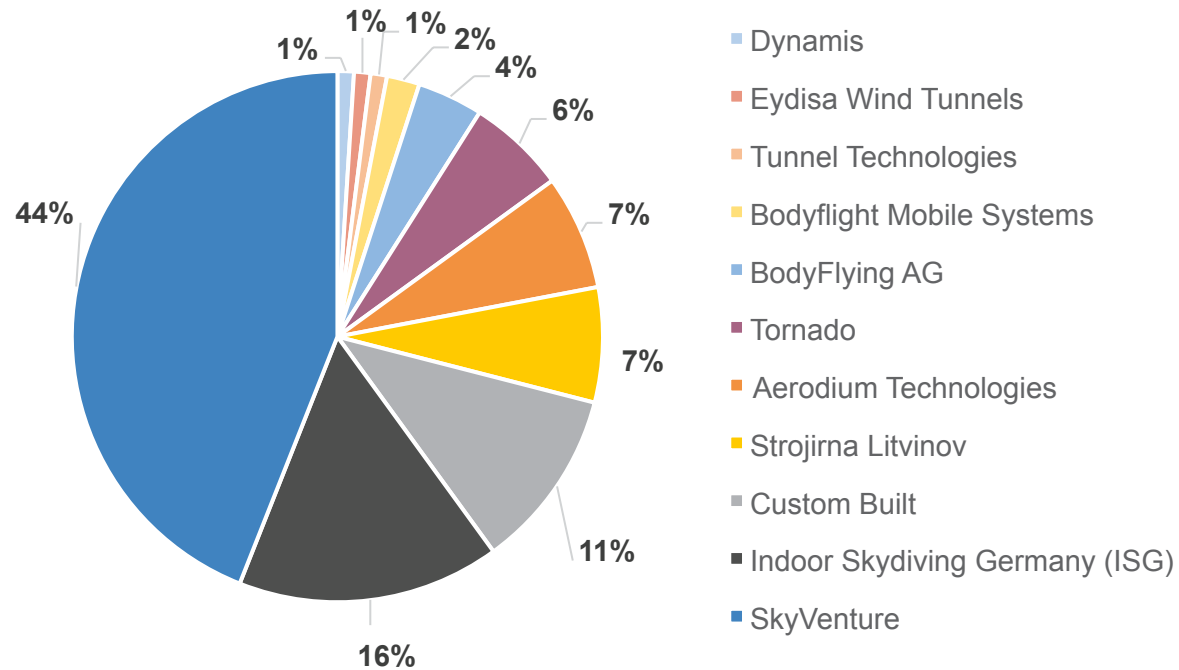
Global Wind Tunnel Market – Installed Capacity



Wind Tunnels – Long Term, High Growth, Global Market – 15 Year CAGR 26%

# 7. Appendices

Global Wind Tunnel Manufacturers

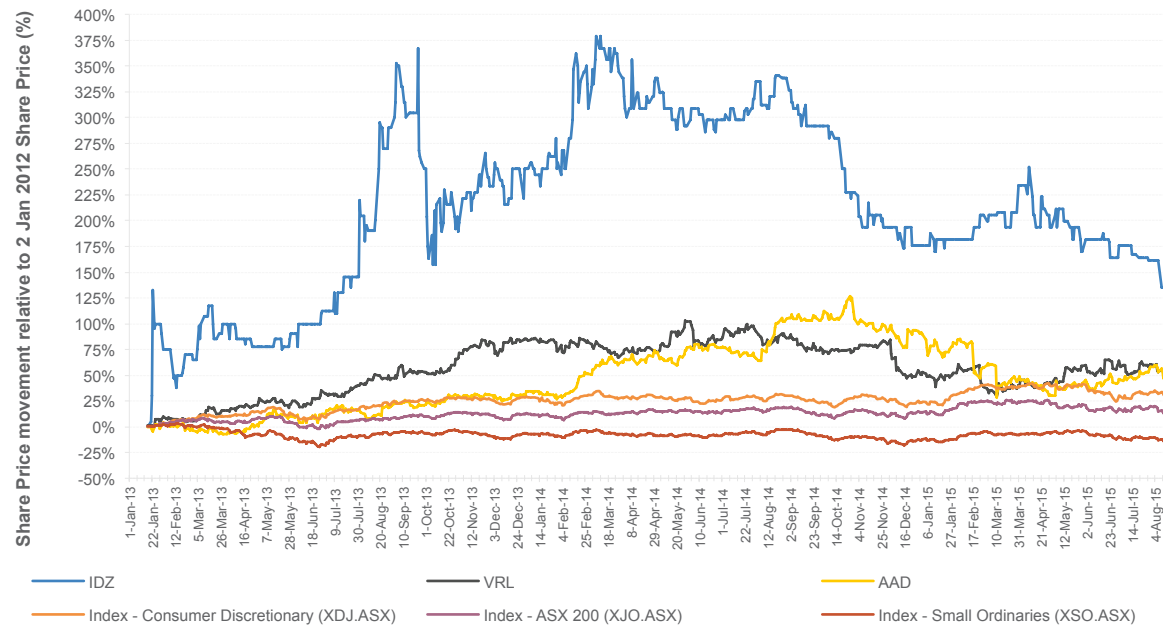


**Wind Tunnels Manufacturers** – Competition in Manufacturing is driving increased efficiency in Technology



# 7. Appendices

**IDZ CY13 – YTD CY 15 Share Price Performance vs Index & Other Listed Consumer Discretionary Companies**  
(Indexed to 13 Jan 2013)



**Strong Share Price Performance – Since listing in Jan 2013**



*A visionary adventure leisure company  
formed to build and operate world class  
indoor skydiving facilities across the region*

**Thank you**

