

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

# FY 2016

Results Presentation

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# 1. Overview

## Highlights

Opening of 2<sup>nd</sup> Facility in the Gold Coast

Utilisation across two Tunnels\*: 76%

VWT Operations Revenue Contribution: ↑ 27%

Multi-Facility Operations validated

Delivery of Australian Rollout – Perth on track

IT Systems and Applications Development

Debt Facility in Place



*\*Utilisation is calculated on 12hrs/day which approximates a blended average of normal business hours across all facilities – if calculated against 15 hrs/day (as previously reported) would equal 61%*

## 2. Results & Analysis

	2016 FY ('000)	2015 FY Restated ('000)	2015 FY ('000)	2014 FY ('000)
<b>Consolidated Revenue</b>	\$8,371	\$6,588	\$6,588	\$1,139
<b>Consolidated EBITDA*</b>	(\$322)	(\$1,053)	(\$833)	(\$3,311)
<b>Consolidated NPAT</b>	(\$1,315)	(\$1,904)	(\$1,750)	(\$2,714)
<b>VWT Operational EBITDA</b>	\$4,143	\$3,056	\$3,056	N/A
<b>Cashflow from operations</b>	\$273	\$463	\$683	(\$582)
<b>Net Tangible Assets/Share</b>	\$0.24	\$0.25	\$0.25	\$0.18
<b>Earnings Per Share (cents)</b>	(1.10)	(1.78)	(1.63)	(3.45)

# 2. Results & Analysis

## Factors Effecting FY16

**Delay in Opening of the Gold Coast** – impacting in loss of 1.1m EBITDA

**Multiple Sources of Revenue**

**Additional Re-Sellers including International Markets**

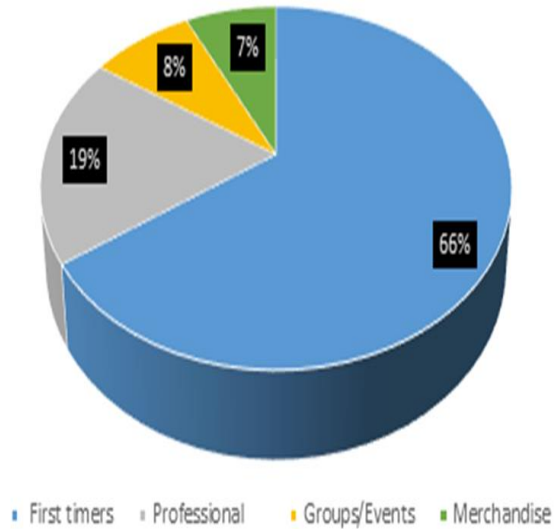
**Brand Recognition in Australia** – Continuing to drive the brand into new markets

**Property, Plant and Equipment** continues to grow: \$38.1m

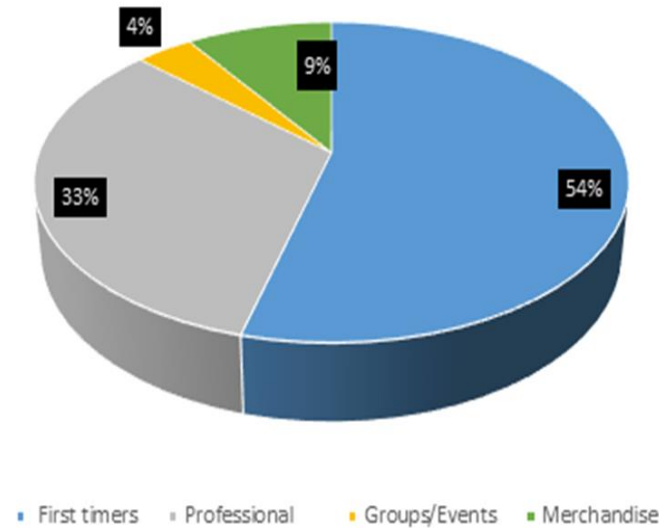
**One off Change in Accounting treatment**- increased expense to P&L relating to leases

## 2. Results & Analysis

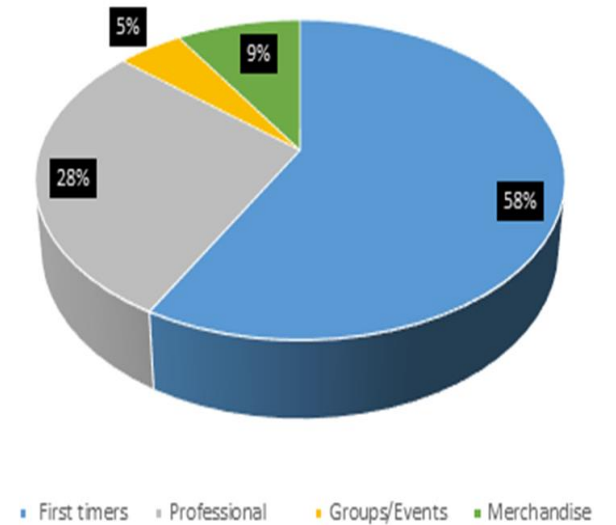
Average Weekend Revenue Mix



Average Weekday Revenue Mix



Average Weekly Revenue Mix



First timers

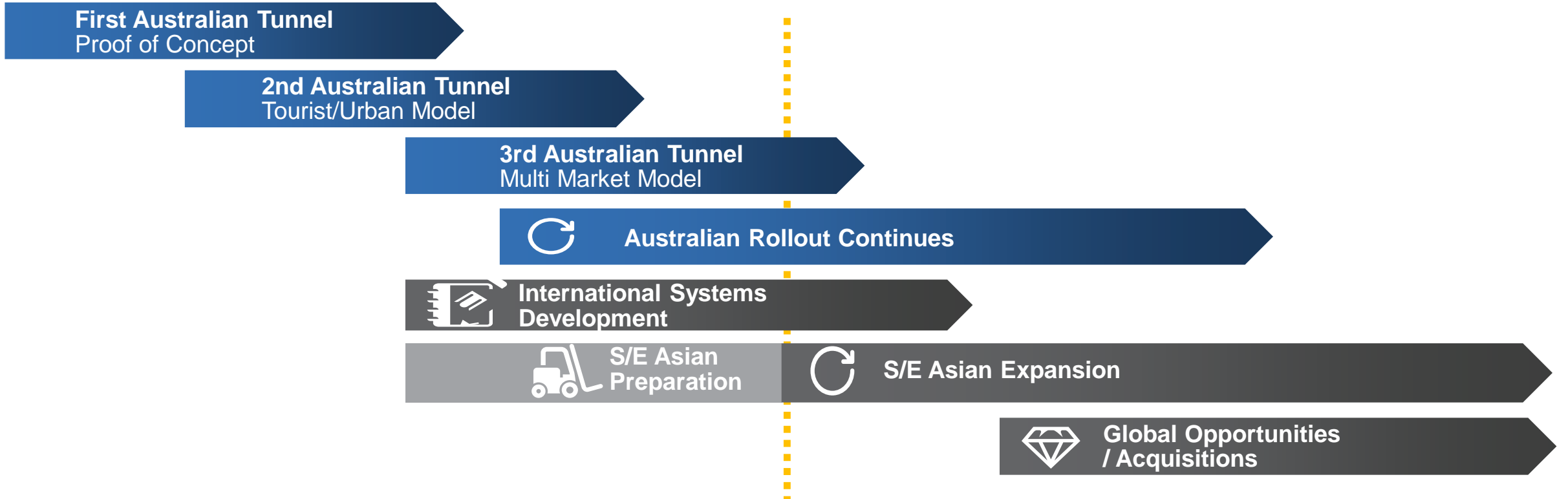
Professional

Groups / Events

Merchandise

**Unique Visitors – 50,025 (12 months)**

# 3. Strategy



Successful proof of concept

Implementing growth

Planning future growth



# 4. Current Focus



## Australian Tunnel Operations

- Proof of Concept Sydney and Gold Coast
- Growth in market segments
- Business Model Blueprint
- International business capable IT Systems



## Perth Construction

- VWT equipment under assembly onsite
- Approvals Complete
- Vertical construction advanced
- On Time & Budget
- Open Last Qtr16 (construction risks)

## 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
- Prudent Debt Management
- Market and business diversification



## Further Expansion

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

# 4. Current Focus

## Driving Performance



- 12ft Chamber
- High foot traffic location
- International Tourist
- Corporate Events



- 16ft Chamber
- Western Sydney location
- Specialist Military/Professional Skydiver Training



- 14ft Chamber
- Highly Visible Site
- 5 min from CBD
- Opening late 2016



# 5. Outlook – Global Industry\*

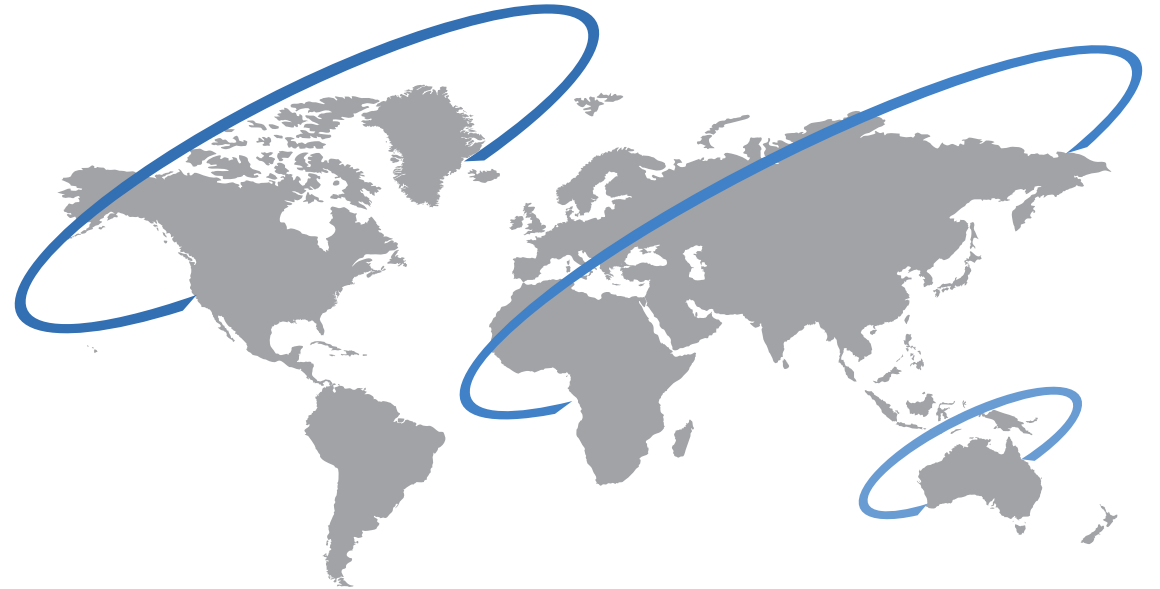
**100+** Vertical Wind Tunnels in Operation World Wide

**20+** New Tunnels Under Construction

Industry Continues to Grow with **30+** New projects to commence World Wide within the next 2 years

**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 / manufacturers / technology



# 7. Appendices

## Indoor Skydive Australia Group Board



**David Murray AO**  
Non-Executive Director



**Kirsten Thomson**  
Non-Executive Director



**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

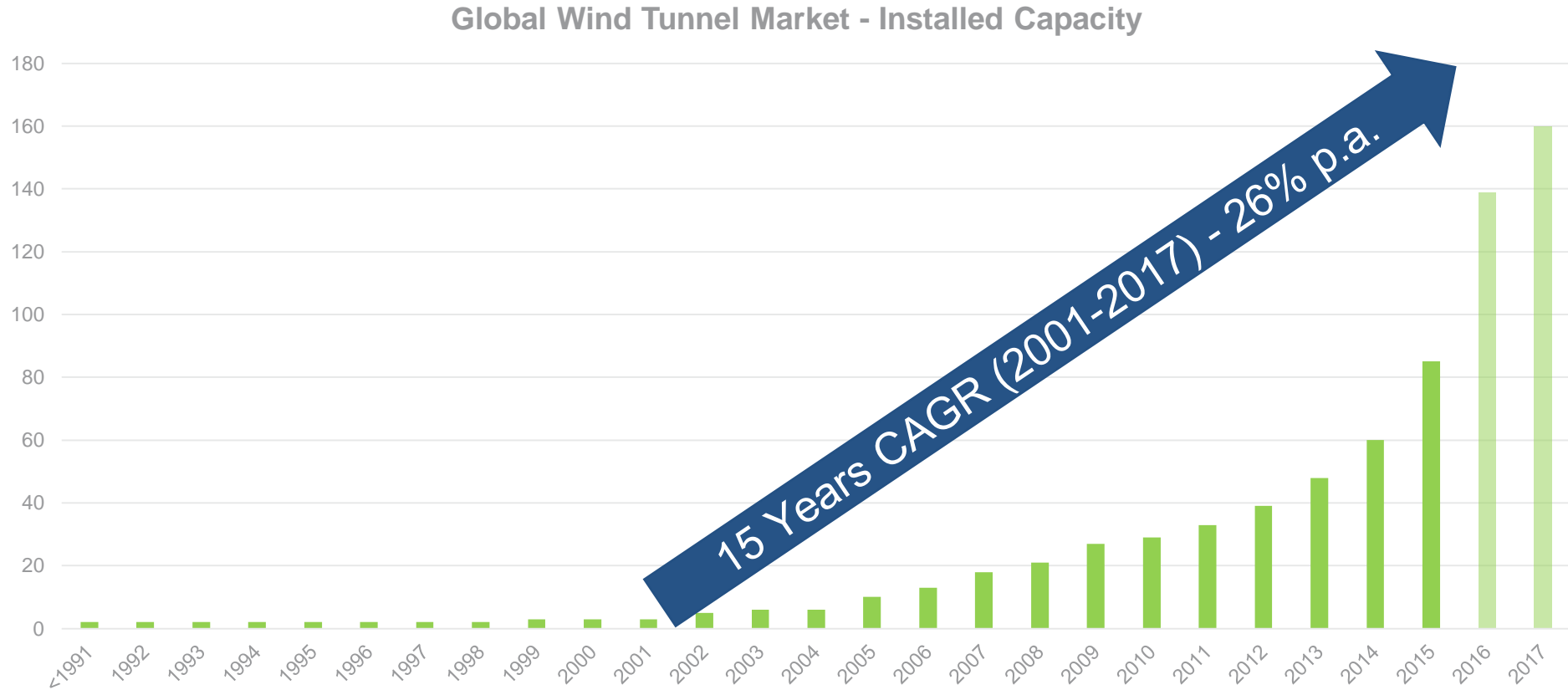


**Wayne Jones**  
Executive Director &  
Chief Executive Officer



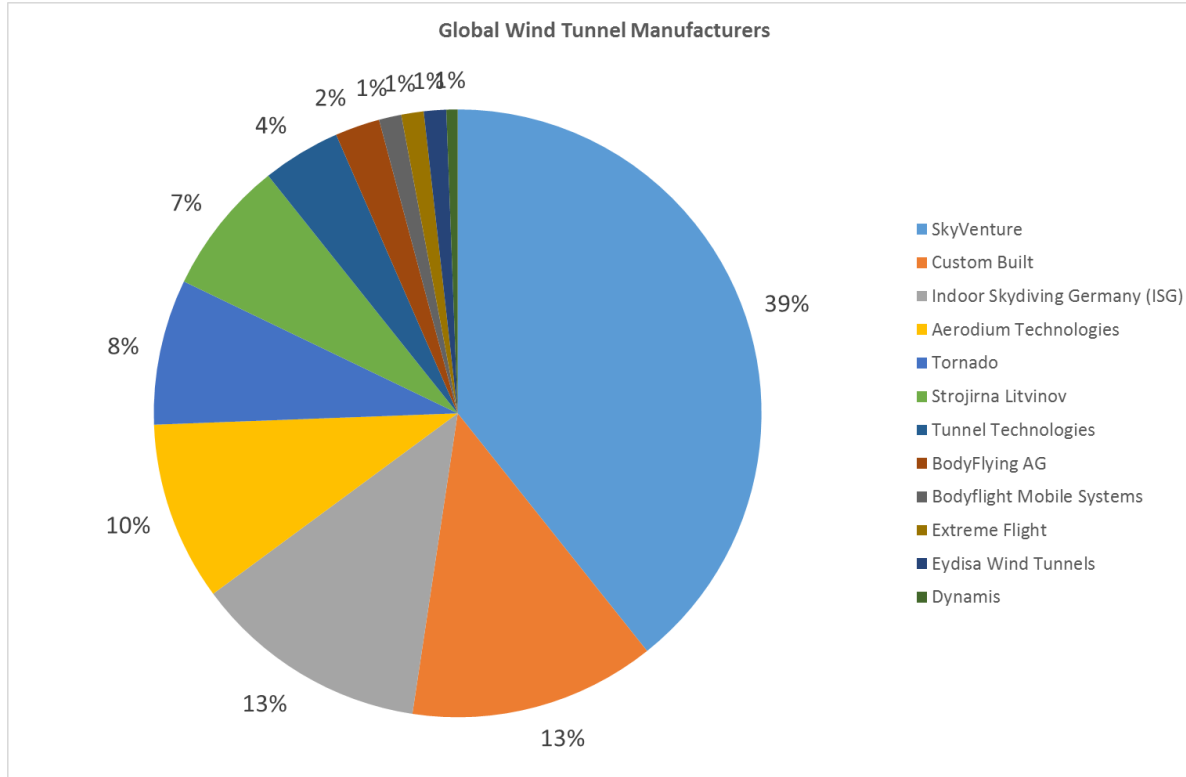
**Brett Sheridan**  
Chief Marketing Officer

# 7. Appendices



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

# 7. Appendices

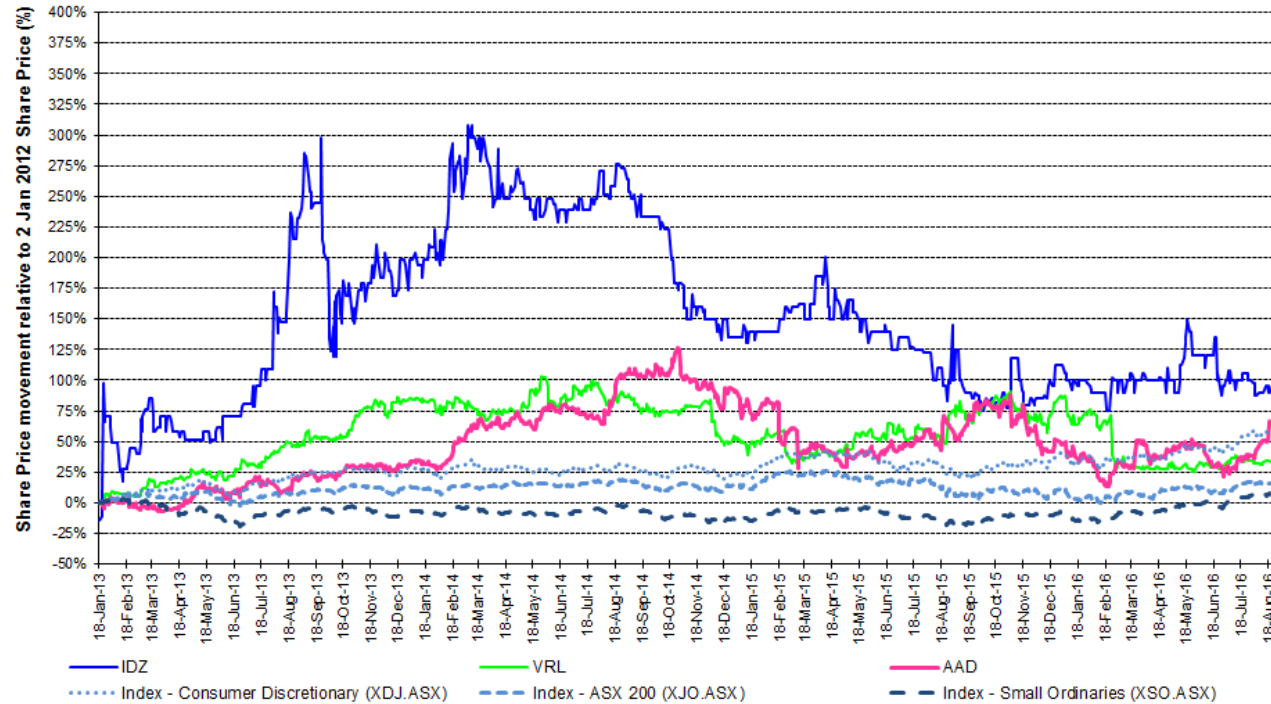


**Wind Tunnel Manufacturers** – Competition in Manufacturing is driving increased efficiency in Technology



# 7. Appendices

IDZ CY13 - YTD CY16 Share Price Performance versus Index & Other Listed Consumer Discretionary Companies  
(Indexed to 18 Jan 2013)



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



**Thank you**

