



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

## **Investor Presentation**

Investor Presentation  
and Operations Update

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# 1. Details of Capital Raising

Institutional Placement under LR7.1 to raise \$5 million

Restricted to Sophisticated and Professional Investors

Share Purchase Plan to raise approximately \$1 million

Proceeds used to:

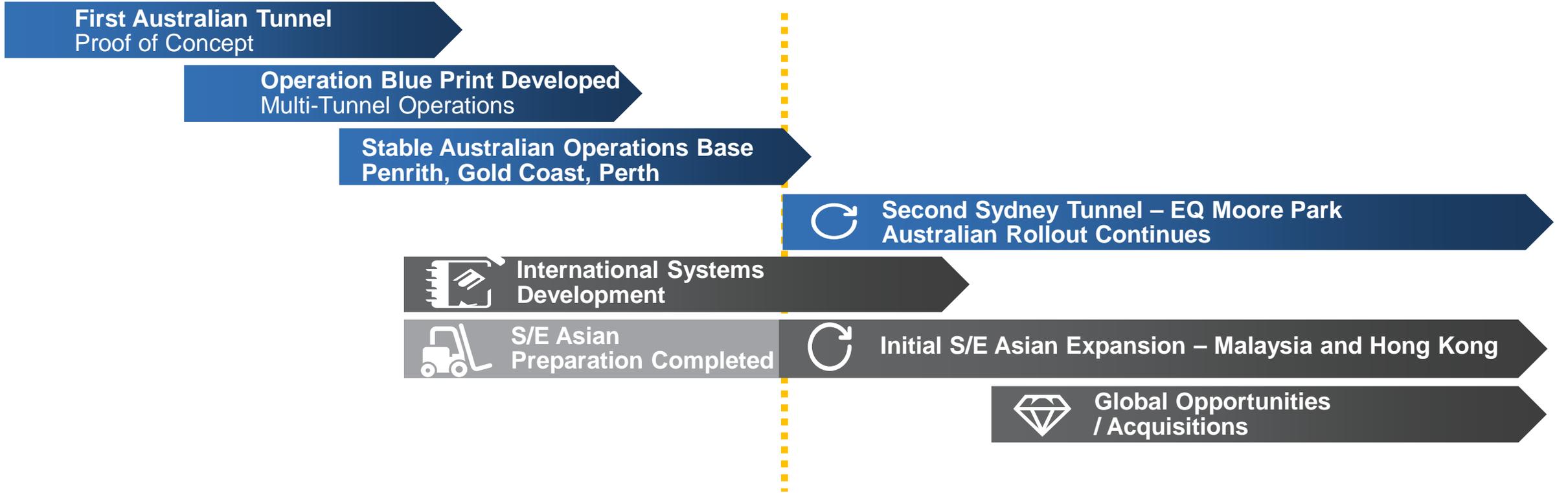
- Provide working capital for Australian and South East Asian Projects including Malaysia Prelim Works (\$700K)
- Strengthen Cash Reserves
- Foreign Exchange Risk Mitigation

Offer Price \$0.38 per Share

Discount of 7.9% to 5 day VWAP to 29 November 2016



# 2. Delivering on Strategy



# 3. Operations Update

**Stable Australian Operations Base Established**

**All Facilities Cash Flow Positive from Opening**

**All Facilities Positively Contributing to Group EBITDA – on track for operational profit FY17**

**Proposal for additional \$15.3 million Debt Facility received from Westpac**

**Stable Corporate Overheads Implementing Growth - greater efficiencies from existing resources**

**Proven Systems for Multiple Facilities - processes and systems standardised across all operations**

**In house Training Capability Developed – no longer reliant on third party trainers**

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

# 3. iFLY Downunder (Penrith)

Market Continues to Grow

Continued Revenue Growth – \$6.55m FY16  7%

Continued Occupancy Growth – 83%\*

Increase in Enthusiasts - first time flyers converting to return flyers (sport)

Increased participants in 2<sup>nd</sup> Australian Championships – local and international coverage

Frequent Flyer Program Launched

Strong Increase in Educational Programs

*\*Based on 12hrs/day 364 days/year*



# 3. iFLY Gold Coast

Heart of Tourism District – Surfers Paradise

Walk in Customers\* 40% of all bookings  
(Penrith 18%)

Facility is still in ramp up stage with its first experience of the December/January holiday period about to commence.

Category winner – Best New Tourism Business  
Queensland Tourism Awards

Operations Cash Flow Positive and Contributing  
to Group EBITDA

\* *Book and Fly on the same day*



# 3. iFLY Perth

Project On Time and Budget

Commissioning Commenced and on Track

Successful Test Flights Completed

Early Bird Sale Success – 400 hrs sold out in 3 minutes

Booking System Live – taking flights from 17 Dec 16

Strong daily sales have commenced, consistent with Penrith ramp up experience



# 3. Second Sydney Tunnel

Entertainment Quarter, Moore Park

- < 5kms CBD
- Easily accessible by Public Transport

Agreement for Lease signed – 16 November 2016

14ft Diameter Flight Chamber

Design and Construction Confidence

- Project Management Team
- Design
- Approval Process
- Delivery

Leveraging  
from Perth  
success

Opening the market to greater metro area

- Corporate market and international travellers staying close to the city



# 3. South East Asia

First Project - To be located within the largest shopping mall in Malaysia

Reducing risk by partnering with successful local operator – final stages of negotiations

\$2 - \$2.5m Total Investment – Majority funded by Westpac Debt Facility (Proposal received)

ROI 3-5 years based on Profits and Management Agreement – additional Incentives available

Further opportunities in Malaysia, Singapore and Hong Kong under consideration



# 4. 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



**Thank you**