

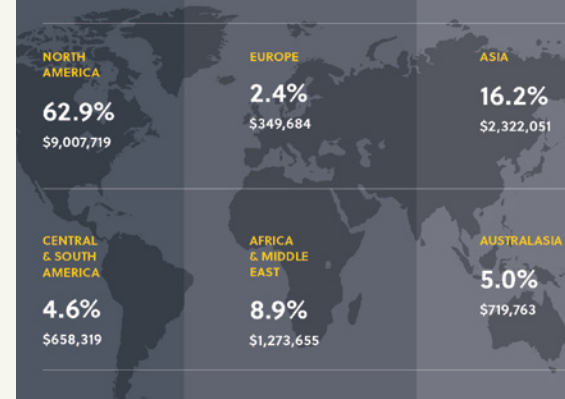
# INVESTOR FACT SHEET

TSX.V:FLY DECEMBER 2017  
OTCQX:FLYLF

## ABOUT FLYHT AEROSPACE SOLUTIONS LTD. :

FLYHT's mission is to improve aviation safety, efficiency and profitability (located in Calgary, Canada; publicly traded as: FLY:TSX.V; FLYLF:OTCQX). Airlines, leasing companies, fractional owners and original equipment manufacturers have installed the Automated Flight Information Reporting System (AFIRS™) on their aircraft to capture, process and stream aircraft data with real-time alerts. AFIRS sends this information through satellite networks to the UpTime™ cloud-based data center, which provides aircraft operators with direct **insight** into the operational status and health of their aircraft and enables them to take corrective **action** to maintain the highest standard of operational **control**.

## Revenue Based on Location



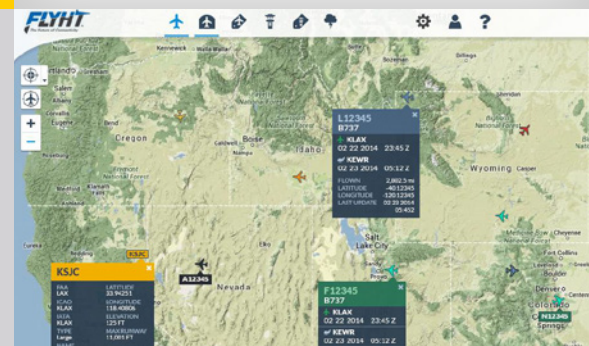
## WHAT WE OFFER:

FLYHT's proprietary technology, the Automated Flight Information Reporting System (AFIRS™), operates on multiple aircraft types and provides functions such as safety services voice and text messaging, data collection and transmission, and on-demand streaming of flight data recorder (black box), engine and airframe data. AFIRS has flown over 2.7 million aggregate flight hours and 1.8 million flights on customers' aircraft. FLYHT holds supplemental type certificates (STC) which allow for the installation of AFIRS on 95% of transport category aircraft.



## HOW WE DO IT:

AFIRS sends this information through the Iridium Satellite Network to FLYHT's UpTime™ cloud-based data centre, which routes the data to customer-specified end points and provides an interface for real-time aircraft interaction.



## WHY WE DO IT:

### B767 SUCCESS STORY

Customers have benefited from the real-time data provided by the AFIRS technology to help streamline their operations and improve their safety while saving them money.

**PROBLEM:** In one case, an AFIRS notification of high engine vibrations prompted a customer to take the aircraft out of service to examine the engine. Upon inspection, a serious mechanical flaw was found in the turbine that would have resulted in engine failure if it had continued to operate.

**SOLUTION:** AFIRS provided monetary and safety benefits to the customer, directly avoiding outlay of \$5.2 million for a replacement engine and instead affording the customer the option to expend \$780,000 on a timely engine repair.

## SHARE STRUCTURE <sup>(1)</sup>

As of December 1, 2017

<b>Market Cap</b>	\$45.0 million
<b>Share Price</b>	\$2.14
<b>52 week low-high</b>	\$1.85/\$3.00
<b>Shares</b>	21,038,617

Warrants outstanding (weighted average exercise price of \$2.49) 1,716,000

Options outstanding (weighted average exercise price of \$2.46) 1,207,738

<sup>(1)</sup> This table reflects a consolidation of shares of 1 new share for 10 existing pre-consolidation shares, effective July 17.

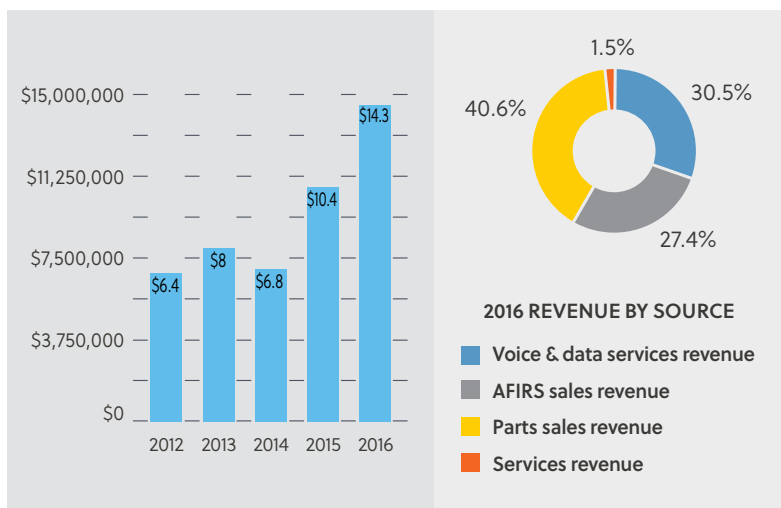
## FINANCIAL HIGHLIGHTS

Financial highlights (\$millions)

	2017 Q3 YTD	2016	2015	2014	2013
<b>Revenue</b>	\$10.4	\$14.3	\$10.5	\$6.9	\$8.0
<b>Net Profit (Loss)</b>	(\$1.2)	\$1.7	(\$3.9)	(\$4.3)	(\$4.1)
<b>EBITDA</b>	(\$0.843)	\$2.5	(\$3.2)	(\$3.3)	(\$2.9)
<b>Cash</b>	\$2.5	\$0.71	\$1.3	\$3.9	\$5.2
<b>Net Assets</b>	\$1.5	\$1.9	(\$5.0)	(\$1.9)	(\$2.3)

## INVESTOR HIGHLIGHTS

### Revenue Sources



- Well positioned to support the aviation industry as it advances to meet regulations, including mandates on Autonomous Distress Tracking and Timely Recovery of Flight Data with Patented FLYHTStream™
- Multiple revenue streams – Voice & data services, AFIRS sales and Parts sales (and License Fees), Services
  - Voice & data services revenue is recurring and subscription based; 70-85% gross margin
  - AFIRS sales revenue is 40-50% gross margin
  - Parts sales revenue includes mostly OEM License Fees; > 90% gross margin
  - Services revenue is derived from time- and materials-based customization activities

## COMPANY INFORMATION

### Management

Thomas R. Schmutz	Chief Executive Officer
Derek Payne	Chief Financial Officer
Derek Graham	Chief Technical Officer
Matieu Plamondon	Chief Operating Officer
David Perez	Vice President Sales and Marketing

### Board of Directors

Bill Tempany, <i>Chairman</i>	Douglas Marlin
John Belcher	Jack Olcott
Mike Brown	Mark Rosenker
Barry Eccleston	Paul Takalo
Jacques Kavafian	

### Investor Relations

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