

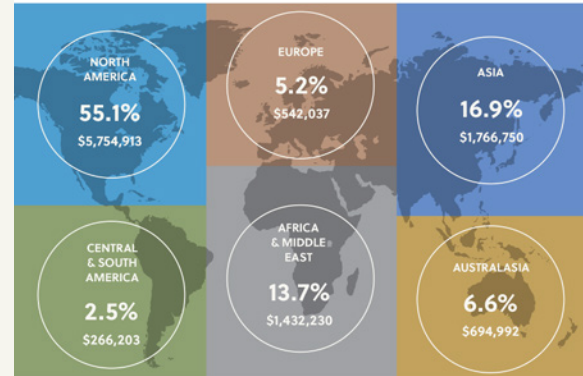
# INVESTOR FACT SHEET

TSX.V:FLY MARCH 2017  
OTCQX:FLYLF

## WHO WE ARE:

FLYHT is a leading provider of real-time aircraft intelligence and cockpit communications for the aerospace industry. More than 70 customers, including airlines, leasing companies and original equipment manufacturers, have installed our systems in order to increase safety, improve operational efficiencies and enhance profitability. AFIRS has flown over 2.5 million aggregate flight hours and 1.6 million flights on customers' aircraft. FLYHT holds supplemental type certificates (STC) which allow for the installation of AFIRS on 95% of transport category aircraft.

## Revenue Based on Location



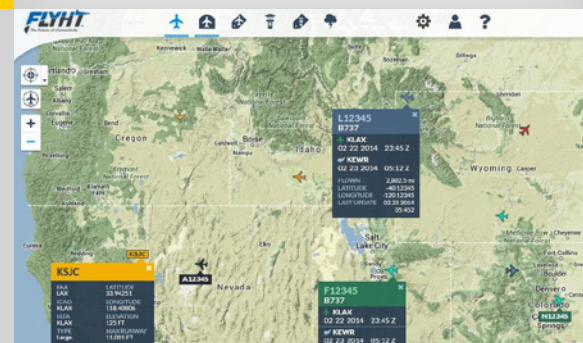
## WHAT WE OFFER:

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.



## HOW WE DO IT:

AFIRS sends this information through the Iridium Satellite Network to FLYHT's UpTime™ ground-based server, 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

As of March 1, 2017

<b>Market Cap</b>	\$57.3 million
<b>Share Price</b>	\$0.275
<b>52 week low-high</b>	\$0.15-\$0.30

As of September 30, 2016:

**Shares** 207,393,766

Warrants Outstanding (weighted average exercise price \$0.23): 20,127,792

Stock Options Outstanding (weighted average exercise price \$0.27): 10,670,517

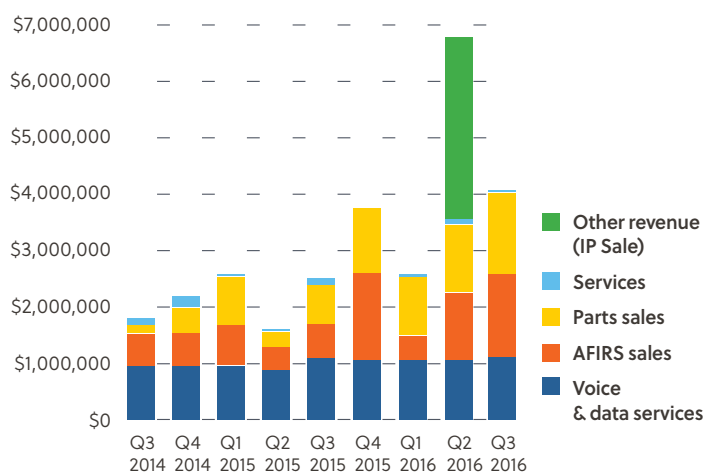
## FINANCIAL HIGHLIGHTS

(\$millions)

	2016 YTD Sept. 30	2015	2014	2013	2012
<b>Revenue</b>	\$10.2	\$10.5	\$6.9	\$8.0	\$6.5
<b>R &amp; D Expenditures</b>	\$1.9	\$2.8	\$0.8	\$2.2	\$2.4
<b>Loss (before R&amp;D)</b>	\$3.5	(\$1.1)	(\$3.5)	(\$1.9)	(\$2.5)
<b>Net Profit (Loss)</b>	\$1.6	(\$3.9)	(\$4.3)	(\$4.1)	(\$4.9)
<b>Cash</b>	\$3.8	\$1.3	\$3.9	\$5.2	\$0.7

## INVESTOR HIGHLIGHTS

### Revenue Sources



- Multiple revenue streams: initial hardware sale and installation and recurring revenue
- Robust recurring revenue gross margins of 75-85%
- Five-year customer contracts renew at expiry
- Greater than 2.4 million flight hours using AFIRS; and have shipped and/or installed over 1400 units worldwide
- Certified on 95% of all aircraft used for commercial air transport; significant barrier to entry
- OEM agreements in place with two global OEMs
- Only solution that can provide real-time aircraft data monitoring and black box streaming

## COMPANY INFORMATION

### Management

Thomas R. Schmutz	Chief Executive Officer
Nola M. Heale, CPA, CA	Chief Financial Officer
Derek Graham	Chief Technical Officer
Michael Fang	Vice President China Operations
David Perez	Vice President Sales and Marketing
Mat Plamondon	Vice President, Operations and Customer Fulfillment

### 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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