

INVESTOR FACT SHEET

APRIL 2018
TSX.V:FLY
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

Region	Percentage	Revenue
NORTH AMERICA	54.8%	\$7,683,296
EUROPE	2.4%	\$333,152
ASIA	22.1%	\$3,092,593
CENTRAL & SOUTH AMERICA	3.2%	\$442,603
AFRICA	5.5%	\$774,407
MIDDLE EAST	6.2%	\$873,546
AUSTRALASIA	5.8%	\$819,153

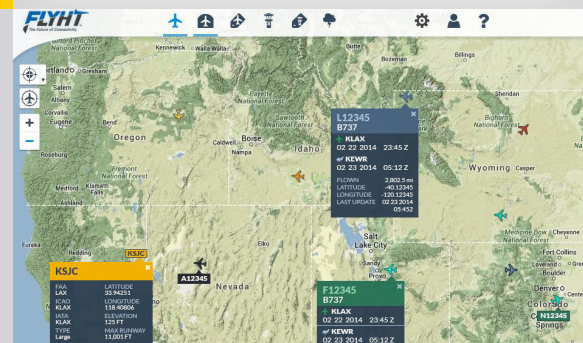
WHAT WE OFFER:

FLYHT's proprietary technology, AFIRS, operates on multiple aircraft types and provides functions such as safety services voice and data, text messaging, data collection and transmission, and on-demand streaming of flight data recorder (black box), engine and airframe data. These AFIRS services are managed through our enterprise server UpTime which has recorded over 3 million aggregate flight hours and 2 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 ⁽¹⁾

As of April 4, 2018

Market Cap	\$36.2 million
Share Price	\$1.72
52 week low-high	\$1.51 - \$2.95
Shares	21,058,617

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

Options outstanding (weighted average exercise price of \$2.39) 938,498

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

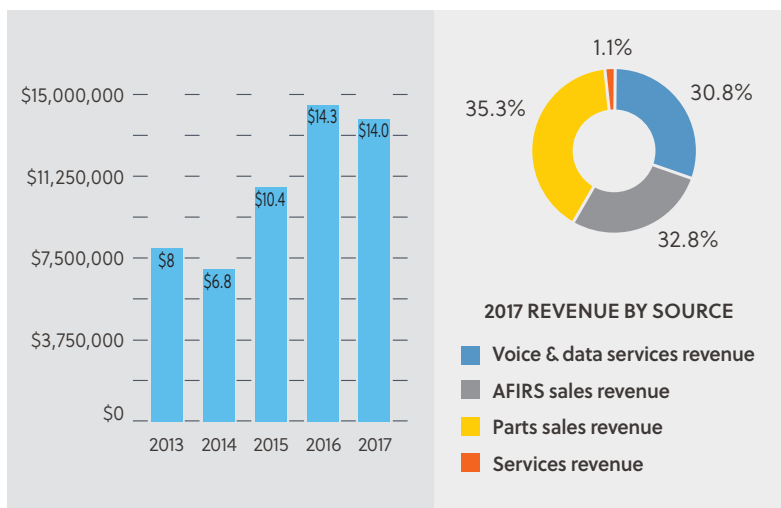
FINANCIAL HIGHLIGHTS

Financial highlights (\$millions)

	2017	2016	2015	2014	2013
Revenue	\$14.0	\$14.3	\$10.5	\$6.9	\$8.0
Net Profit (Loss)	(\$1.8)	\$1.7	(\$3.9)	(\$4.3)	(\$4.1)
EBITDA	(\$1.2)	\$2.5	(\$3.2)	(\$3.3)	(\$2.9)
Cash	\$2.0	\$0.71	\$1.3	\$3.9	\$5.2
Net Assets	\$1.1	\$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
Alana Forbes	Chief Financial Officer
Derek Graham	Chief Technical Officer
Matieu Plamondon	Chief Operating Officer
David Perez	VP, Sales and Marketing
Steve Newell	VP, Business Development

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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