

# FLYHT Aerospace Solutions Ltd.

Leading Provider of Real-Time Aircraft Data Streaming Technology



## Management

Thomas R. Schmutz  
Chief Executive Officer

Alana Forbes  
Chief Financial Officer

Derek Graham  
Chief Technical Officer

Matieu Plamondon  
Chief Operating Officer

Jeffrey Rex  
VP, Sales and Marketing

## Board of Directors

- Barry Eccleston
- John Belcher
- Mike Brown
- Nina Jonsson
- Jacques Kavafian
- Douglas Martin
- Jack Olcott
- Mark Rosenker
- Paul Takalo
- Bill Tempany, Chariman

## Investor Relations

Deborah Honig  
Adelaide Capital Markets  
647-203-8793  
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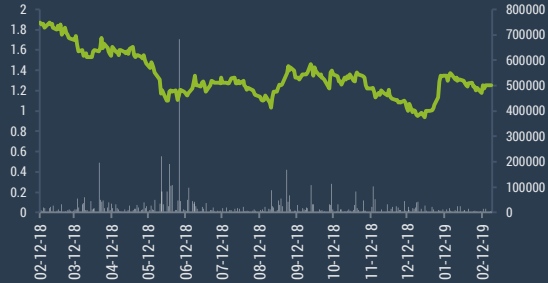
## Contacts

300E, 1144 – 29th Avenue  
NE, Calgary, AB, T2E 7P1,  
Canada  
1-403-250-9956  
www.flyht.com

## Share Price

As of Feb 20, 2019 (CAD)

Share Price	\$1.25
Market Cap	\$25,561,299
25 Week Range	\$0.94-1.90
Shares Out.	21,068,617



## How We Do It

### The Automated Flight Information Reporting System (AFIRS™)

- Iridium-based SATCOM device installed on the aircraft
- AFIRS connects to numerous aircraft systems
- AFIRS software acquires and transmit aircraft data in real time
- Data is processed and distributed to the customer using FLYHT's ground server network called UpTime™

### Data-based services include:

- Enhanced global flight tracking
- Event triggered flight data recorder (FDR) streaming
- Two-way text messages (iPad, MCDU)
- Real-time proactive aircraft health monitoring solutions
- Fuel management
- Real-time weather observations



## Industry Drivers



China

### CAAC legislated SATCOM regulations

CCAR 121 R5 – December 2019

- Airline Operations Center: aircraft within 4 minutes

### Destination China!

- 25% of aircraft on order

## Global

### UN: ICAO's Annex 6: Operation of Aircraft

#### Amendment 39 – November 2018

- Normal Aircraft Tracking: 15 minute intervals

#### Amendment 40 – January 2021

- Autonomous Distress Tracking: 1 minute intervals
- Timely Access to Flight Recorder Data: recovered & available

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## Core Products

### Iridium SATCOM

FLYHTVoice  
FLYHTMail  
ACARS over Iridium

### Enhanced Global Flight Tracking

FLYHTLog  
FLYHTASD  
AirMap

### Aircraft Health Monitoring

FLYHTHealth

### FDR Streaming

FLYHTStream

### Fuel Management

FLYHTFuel

### Weather Observations

TAMDAR

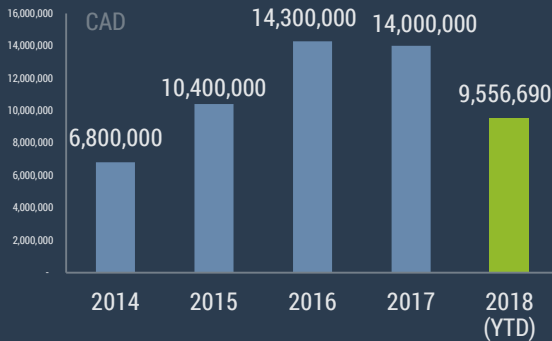
### Where FLYHT Competes

Basic Product Offering

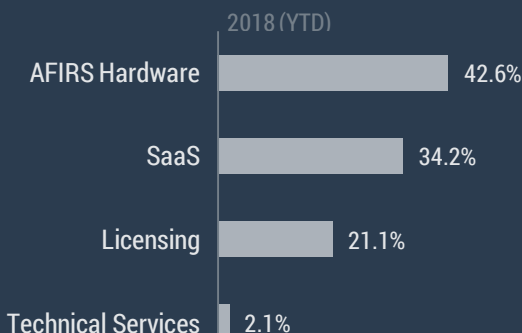
### Unique, Value-Added Services FLYHT Upsells (SaaS)

- Saves aircraft operators money
- Streamlines their operations
- Enhances operational safety

## Annual Revenues



## Revenue by Source



## Investment Highlights



### Licensing Arrangement with OEM at ~90% Margins

Factory options on Airbus A320, A330 and Bombardier CRJ



### Regulatory Requirements Driving Global Growth

Major growth of sales from China



### 20-year Proven Track Record

3+ million flight hours, 80+ customers, and 2,200+ shipments worldwide



### Robust SaaS revenue at ~70-85% Gross Margins

Sustaining ~\$60M sales backlog

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