

FLYHT Aerospace Solutions Ltd.

Insight, Action, Control
洞察、行动、控制

TSX-V: FLY | OTCQX: FLYLF



GCOFF Conference 国际金融投资博览会
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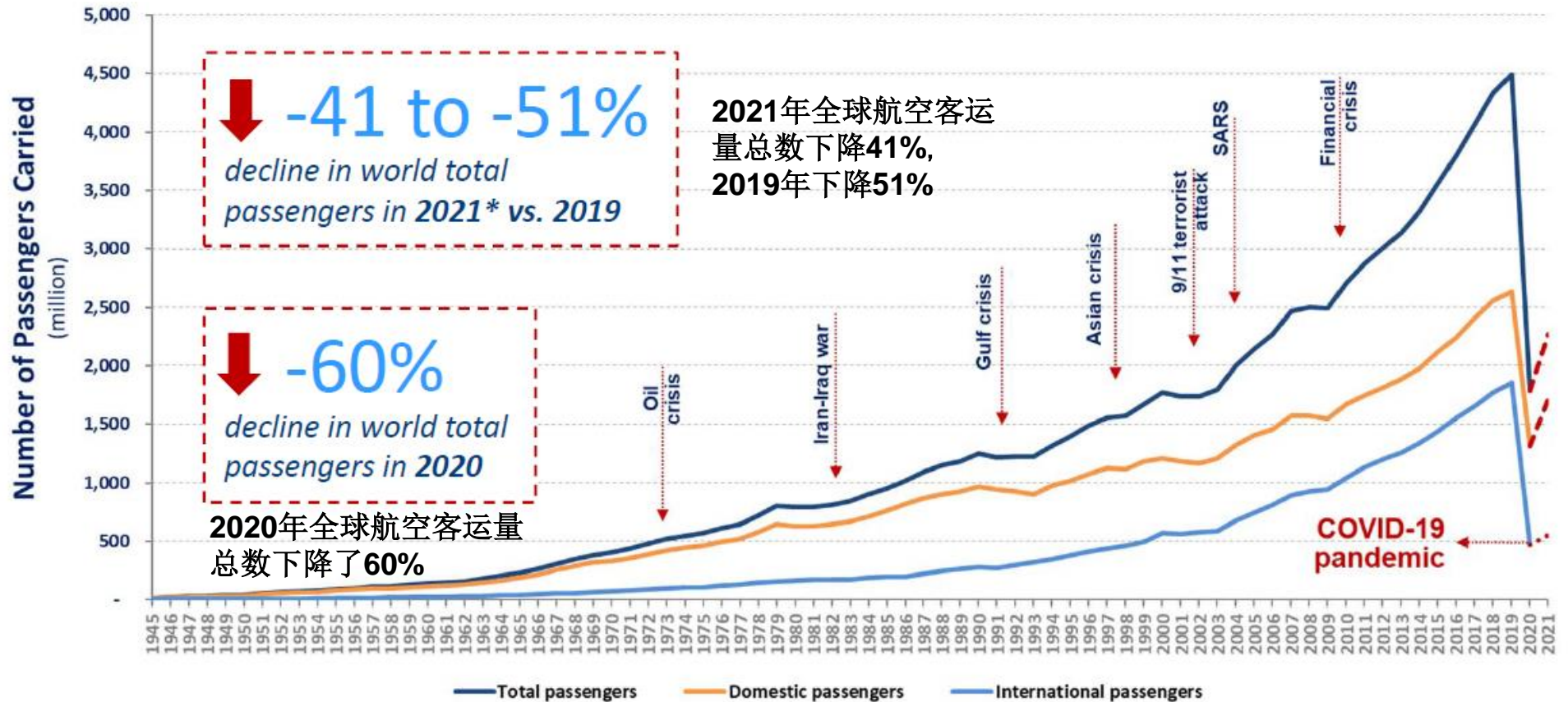
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Passenger Traffic Inching Back From Unprecedented Decline 客运量从史无前例的下降中逐渐回升

World passenger traffic evolution 全球航空客运量变化
1945 - 2020



Source 来源: ICAO Air Transport Reporting Form A and A-S and ICAO estimates

Supporting The Industry In Its Recovery Is An Opportunity 支持行业复苏是一个机会

The Industry Will Recover... 行业将复苏

... Airlines Do Not Want to Recover to the Same State 航空公司不想要恢复到之前的状态



Airlines must 航空公司必须:

- Proactively optimize their operations to remain competitive and profitable 主动优化其运营，以保持竞争力和盈利能力
- Move from reactive management to a proactive and predictive approach 从被动式管理转向主动式和预测式管理。
- Evolve enterprise-level data into meaningful & useful business intelligence 将企业级数据转化为有意义和有用的商业信息。

Air Transport Impacts and Scenarios Report

空运影响和情景报告:

“As they plan the journey out of the COVID-19 crisis, airlines, airports, and other air transport industry stakeholders will prioritize investment in digital transformation, automation, sustainability, innovation, and customer experience. “在规划走出新冠疫情危机的征程时，航空公司、机场和其他航空运输业的利益相关者将优先考虑在数字化转型、自动化、可持续性、创新和客户体验方面的投资”



Airline Savings 航空公司节省费用

Turn Arouds 周转



Improved passenger satisfaction 提升旅客满意度

Reduce ground delays 减少地面延误

Improve asset utilization 提升资产利用率

Reduce crew costs 降低机务人员成本

Increase Profits by 1% 将利润提高1%

Irregular Operations

非正常运营



Better visibility into unplanned events

更好地洞察异常事件

Improve passenger satisfaction

提升旅客满意度

Reduce costs of reassigning travel

降低重构路线的成本

Projected Savings 0.5% 预计节省成本0.5%

Fuel 燃料



Reinforce 7 IATA fuel initiatives

强化7个IATA燃料方案

Track and report CORSIA metrics

追踪和报告CORSIA数据

Manage tankering vs cost metrics

管理邮箱和成本数据

Projected Savings 0.5% 预计节省成本0.5%

FLYHT tools can save an operator of a 100 aircraft fleet >\$120 million over 3 years / FLYHT工具能让100架飞机的运营者三年时间节省\$1.2亿以上

FLYHT's Total Available Market Is Large, Global And Growing FLYHT的总体可渗透市场规模很大，全球市场不断增长

~\$800B 约\$8000亿 Worldwide Airline Operating Costs 全球航空公司运营成本⁽¹⁾

\$267B Fuel + \$533B Non-Fuel / \$2670亿燃料+ \$5330亿非燃料

Figures in USD
数据为美元

Actionable Intelligence will **save between 1% and 2% in Fuel, Station and Ground, Airport Charges and Maintenance and Overhaul which equates to between \$4 and \$8 billion in savings.** Actionable Intelligence (可操作的情报)将从燃料、塔台和地面、机场费用以及维护与维修这几方面节省1%和2%的成本，约等于\$40亿至\$80亿资金。

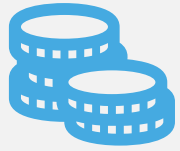
The real advantage is reduced time on the ground which can **increase profits by between \$5 and \$10 billion per year** for the whole industry. 真正的优势是减少了在地面上的时间，每年可以为整个行业增加\$50亿到\$100亿的利润。

\$85B / \$850亿 Aircraft Ownership 飞机拥有
\$75B / \$750亿 Maintenance & Overhaul 维护和维修
\$58B / \$580亿 General & Administrative 一般及行政费用
\$54B / \$540亿 Flight Deck Crew 飞行机组人员
\$52B / \$520亿 Reservation, Ticketing, Sales & Promotion
预订、票务、销售及推广
\$52B / \$520亿 Station & Ground 塔台及地面
\$41B / \$410亿 Cabin Attendants 机舱服务员
\$39B / \$390亿 Airport Charges 机场费用
\$34B / \$340亿 Passenger Service 旅客服务
\$33B / \$330亿 Air Navigation Charges 空中导航费用
\$10B / \$100亿 Other 其他

(1) International Air Transport Association (IATA), Airline Cost Management Group (ACMG). 国际航空运输协会 (IATA); 航空公司成本管理小组 (ACMG);
Note: (1) Total Available Market represents our estimated global aviation operating costs but does not represent the actual market opportunity that we may target or ultimately service or otherwise derive revenue from. 注: (1) 总体市场代表了我们的估计的全球航空运营成本, 但并不代表我们可能瞄准或最终服务或以其他方式获得收入的实际市场机会。

FLYHT At A Glance / FLYHT概览

22 Years of Commercial Aviation Experience / 22年商业航空经验



\$14^{mm}

2020 Revenue / 2020年收入为\$1400万

\$\$\$

\$29^{mm}

Backlog at Q4 2020 / 2020年第四季度未完成订单\$2900万



54%

2020 SaaS Revenue as % of Total / 2020年迄今为止SaaS收入在总收入中的占比



>65%

SaaS Gross Margins / SaaS毛利润率



95%

Retention Rate 保留率*
(80 Worldwide Airline Customers
有80个全球航空公司客户)



800%

Customer ROI++
客户投资回报率++



2.9^{mm}

Flights
290万架航班



~4.3^{mm}

Hours of Voice and Data
Services 约430万语音和数
据服务小时数

** Retention Rate defined as customers not leaving for another system. Some are no longer customers because of bankruptcy etc. 保留率的定义是指客户没有离开去其他系统。有些因为破产等原因不再是客户。

++ Based on one-time investment of \$5 million for AFIRS with \$40 million ROI per year 基于一次性投资\$500万的AFIRS、每年投资回报率为\$4000万计算

FLYHT's Runway To The Future / FLYHT奔向未来之路

- **Strategic refocus on recurring SaaS revenue** (54% of 2020 total & rising as %) 战略上重新聚焦于经常性SaaS收入（2020年迄今为止在总收入中的占比为54%并且在上升）
- **Refreshed leadership with strong industry relationships** 焕然一新的领导团队拥有强大的行业关系
- **\$29 million backlog and solid pipeline** (approx. ½ and rising as %) 未完成订单\$2900万，稳固的渠道（大约占50%，并且仍在以百分数增长）。
- **Cash generative expected in 2H 2021** 预计2021年下半年产生现金
 - Streamlined costs with permanent changes 精简成本，实现永久性改变
 - Corporate comp aligned with company success and shareholder value 公司薪酬与公司成功和股东价值相一致
- **>\$8.9 million of liquidity at December 31, 2020 / 2020年12月31日流动资金超过\$890万**
 - \$5.1 million cash and cash equivalents 现金和现金等价物\$510万
 - \$1.5 million undrawn on credit facility 未使用信贷额度\$150万
 - \$2.0 million in WINN funding not yet received 未收到的WINN资金\$200万
 - \$325k representing 6 months of government COVID subsidies 政府的6个月新冠疫情补贴\$32.5万

Agile Company Supporting Large Airlines 支持大型航空公司的灵活科技公司

- The aviation industry will rebound & FLYHT is in a unique position to support and share in that recovery, offering: 航空业将回暖，而FLYHT在支持和分享航空业复苏方面具有独特的优势，因为公司提供：
 - Agile team to meet demands not yet foreseen by carriers
灵活的团队满足航空公司尚未预见的需求
 - Ability to work with airlines to customize solutions when they need them
能够与航空公司合作，在航空公司需要时定制解决方案
 - Access to big fish in our pond
可以在我们的池塘里吃到大鱼
 - Access to unique information to support innovative industry change
能够获取独特信息，支持行业创新变革



Regulations are, in Part, Driving the Demand

监管一定程度上驱动了需求

- CAAC mandated SATCOM for safety rule starting 2013. Every aircraft must have a SATCOM system onboard for voice function.
中国民航总局在2013年作为安全管理一项对卫星通讯进行了强制安装。每一架飞机必须安装卫星设备进行语音通讯。
- FLYHT's AFIRS product was certified by CAAC to have SATCOM function to satisfy airlines' SATCOM mandate requirement.
FLYHT公司的产品AFIRS被中国民航局授权且符合航空公司卫星通讯的要求。
- There are 25 airlines in China with total 800+ aircraft using AFIRS product today which has generated potential data services. Some of airlines in China already started using AFIRS as a data power center.
目前有25家中国航空公司约800多架飞机已经安装使用了AFIRS产品并为下一步利用AFIRS进行数据服务提供了潜在的机会。中国的一些航空公司已经开始使用AFIRS作为数据动力中心。

National Programs Getting FLYHT Products

国家规划安装FLYHT产品

- CAAC started to promote Beidou project as a national program in aviation industry in 2018 as an important part of safety enhancement.
中国民航总局在2018年进行了北斗卫星系统的航空化推进，并作为安全管理的重要一环。
- FLYHT started to work with CAAC to develop AFIRS-Beidou based safety data collection system which will start installation on aircrafts in 2021.
FLYHT自2019年就和CAAC合作开发基于AFIRS与北斗系统的安全数据采集系统，并将在2021年下半年开始在飞机上安装。
- The total number will be using this new technology, based on CAAC, is around 450 aircraft.
民航局规划此项新技术安装数目在450架飞机左右。

Integrated Clients 整合的客户群

- FLYHT announced China Express as a partner in the development of Actionable Intelligence in Q2 2020
FLYHT宣布华夏航空成为合作伙伴，2020年第二季度开发Actionable Intelligence（可操作的情报）。
- China Express is the launch customer for AFIRS factory install on the ARJ 21 华夏航空是将AFIRS系统安装在ARJ 21机型的启动客户。
- China Express will be using Actionable Intelligence across its fleet of ARJ 21, CRJ and A320 aircraft
华夏航空将在其ARJ21、CRJ和A320飞机机队中使用Actionable Intelligence（可操作的情报）。

Thank you for
your interest
谢谢关注

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