
Skydive the Beach
AND BEYOND
Annual General Meeting
27 November 2015

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AGENDA

1. Chairman's Address
2. FY15 Review
3. Strategy
4. Acquisition of Skydive Queenstown Limited ("NZone Skydive")
5. Outlook and Summary

1. Chairman's Address

2. FY15 Review

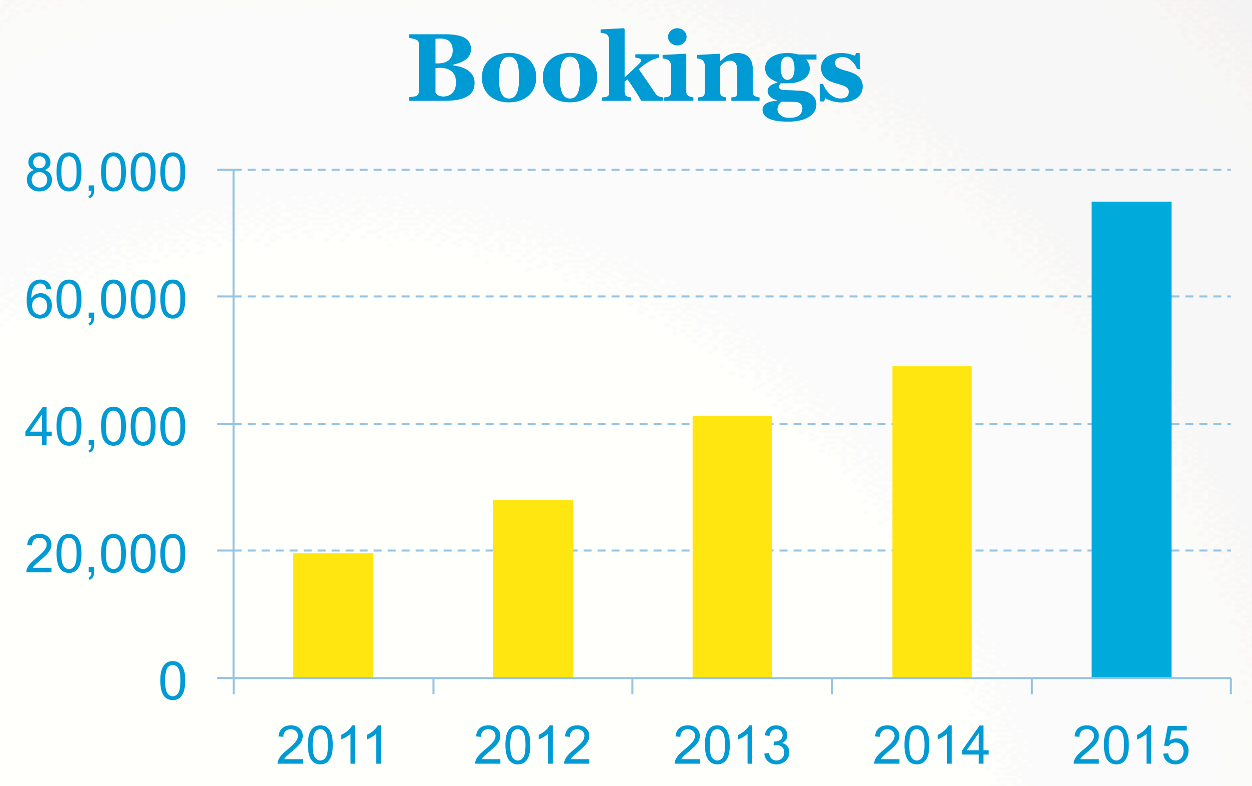
OPERATIONAL HIGHLIGHTS – FY15

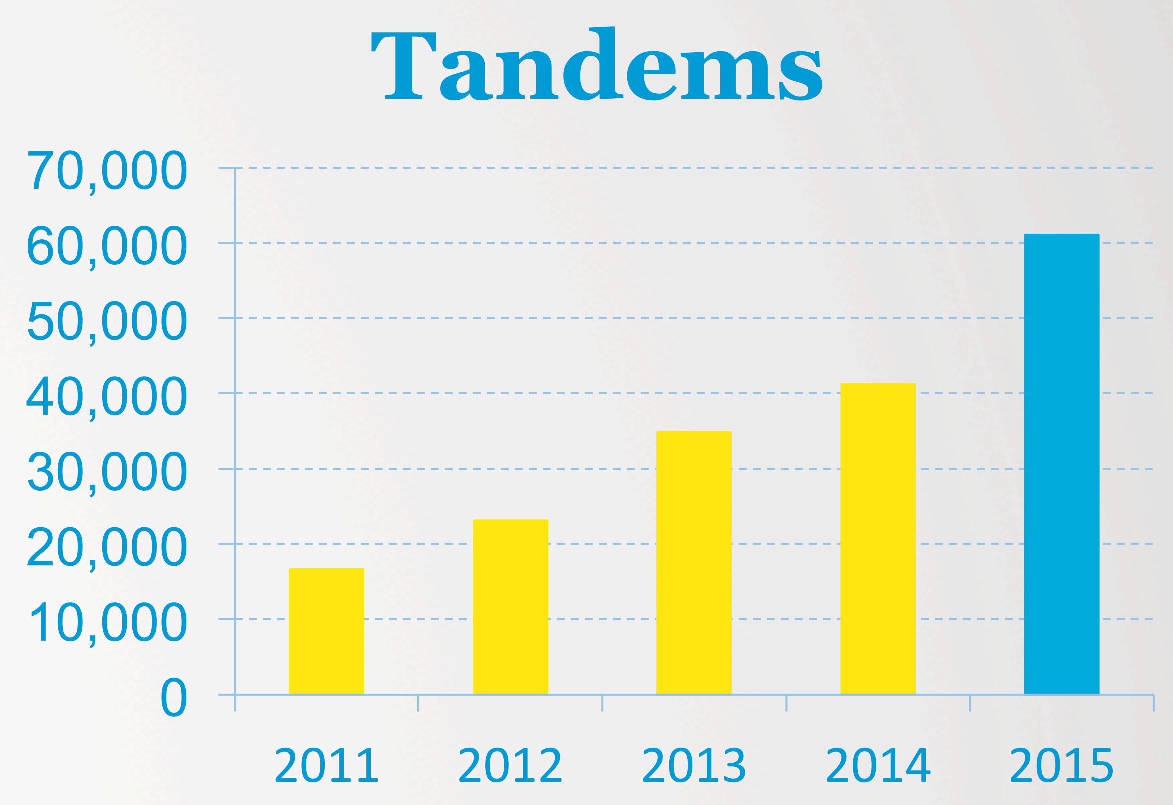
- **Successful listing on ASX on 27 March 2015** becoming the first publically listed adventure tourism company in Australia
- **Raised $25m,** significantly oversubscribed with strong investor base including prominent Australian investment funds
- Deployment **of capital achieved in FY15 through acquisition of Australia Skydive Pty Ltd (ASG),** repayment of debt and working capital investment
- **Growth delivered organically and through acquisition**: tandem jumps up more than 48% (YoY) FY15 vs FY14
- Final **dividend of 1cps,** 100% franked, in line with prospectus guidance

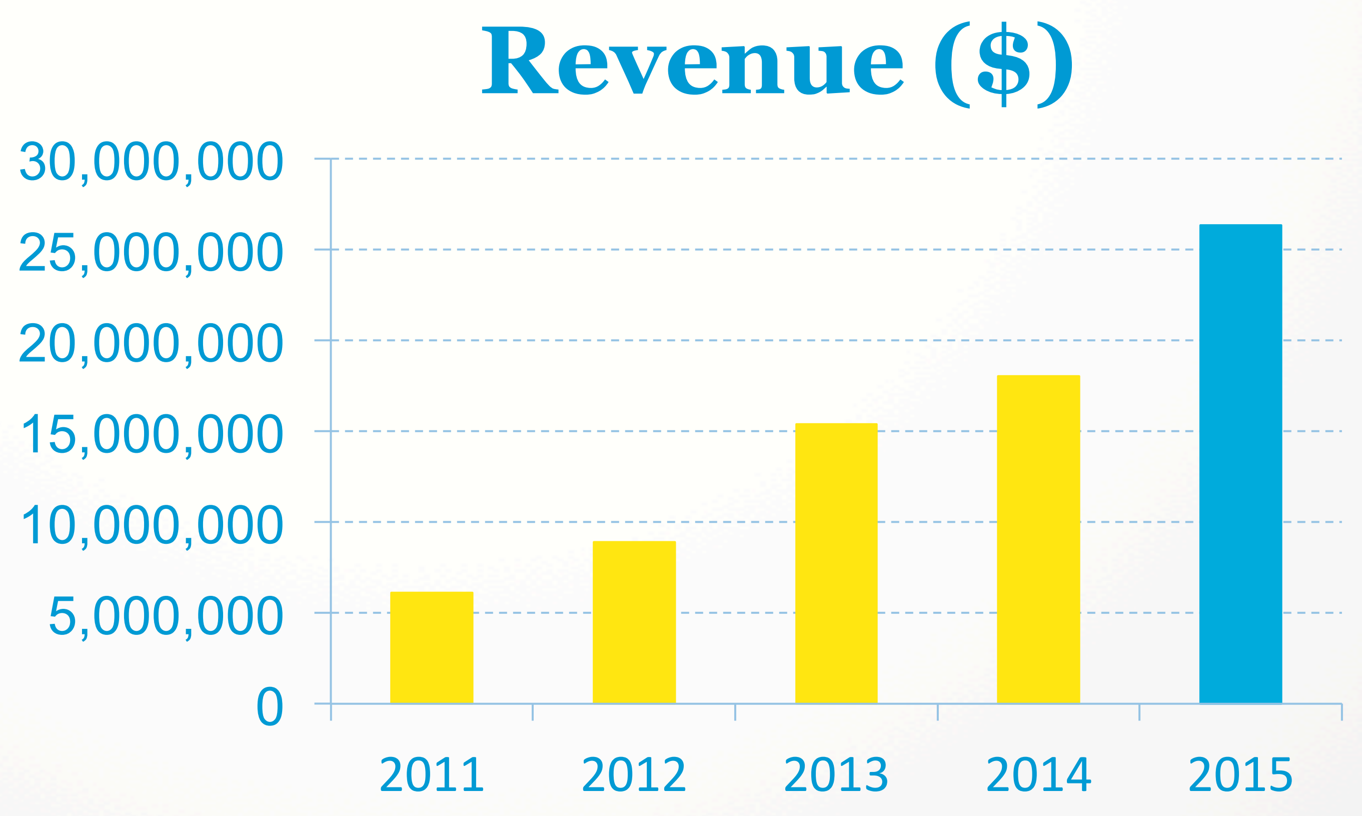
FINANCIAL HIGHLIGHTS – STRONG GROWTH IN FY15 ACHIEVED

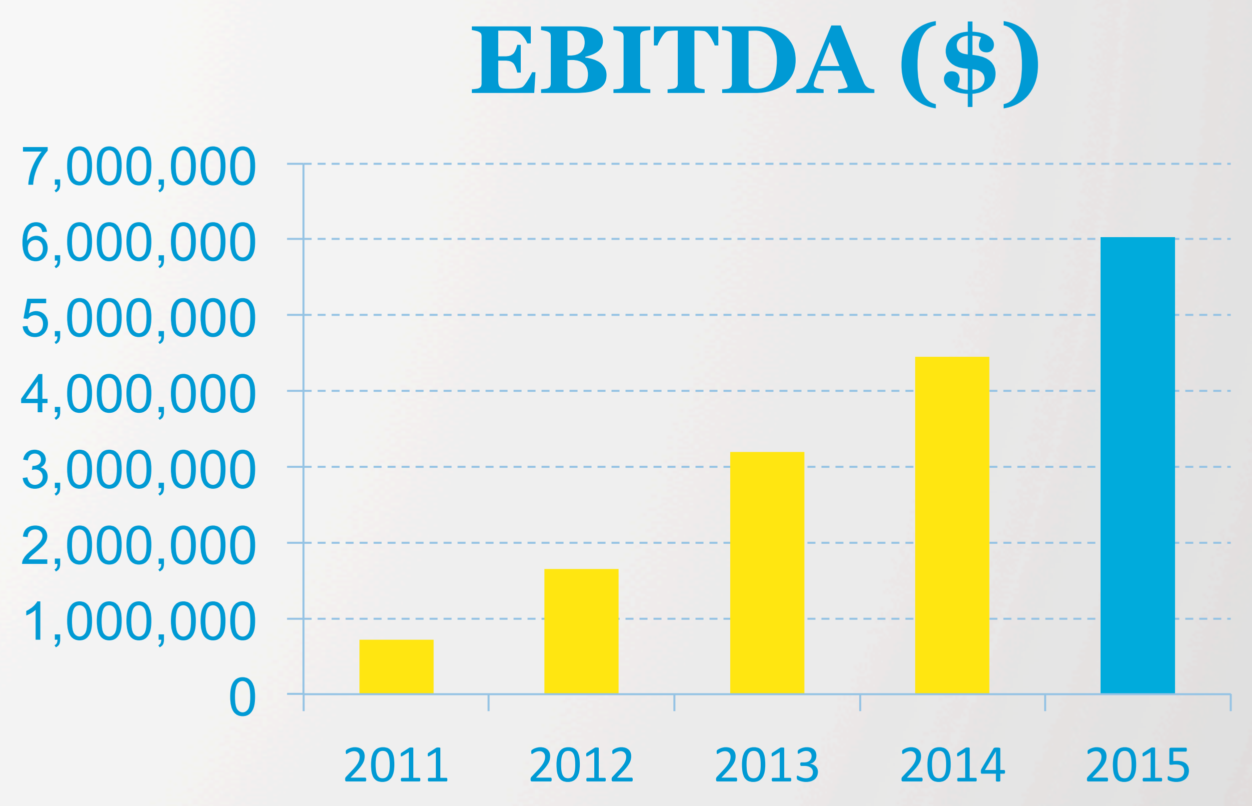
- **Bookings** up 53% to 74,900
- **Tandems** up 48% to 61,069
- **Revenues** up 46% to $26.3m
- **EBITDA** up 35% to $6.0m

Note: FY15 includes 3 of ASG acquisition









3. Strategy

FOUR KEY STRATEGIC PRIORITIES DRIVING FUTURE GROWTH

Acquisitions ✔

Efficiencies ✔

Skydive the Beach AND BEYOND

Diversification ✔

Further Start ups ✔

STRATEGIC ACTIVITIES IN FY15

- **ASG acquisition completed 31 March 2015**
  - Purchase price A$11.7m (4.3x EBITDA 2014)
  - 5 drop zones on Australia's east coast complementary to SKB locations
  - Significant operational efficiencies delivered; driving upgrade to FY16 EBITDA forecasts
- **Upgrade to aircraft fleet:** Exercised option on VH-UMV at A$850,000
- **Upgrade to aircraft engines** commenced for US$630,000
  - Fuel savings, flight time savings, reduced maintenance costs
  - 17 - 33% increase in workload (estimated) for equivalent cost

STRATEGIC ACTIVITIES: EARLY FY16

- **Raised $19.6m,** strongly supported by leading Australian substantial investors to acquire:
  - Nzone Skydive for A$15.5m
  - Two additional aircraft for approximately A$4m
- **First overseas acquisition,** acquiring NZone Skydive, New Zealand's leading tandem skydiving company**. Completed** 30 October 2015
- Achieved requirements and documentation to start **airfreight business**
  - Complements existing business, increased efficiencies in aircraft fleet
  - Expected launch 2H FY16

4. Acquisition of NZone Skydive

ACQUISITION AND OVERVIEW OF NZONE SKYDIVE

- **NZone Skydive is New Zealand's (NZ) leading tandem skydiving company, with approximately 33% market share**
- **2 drop zones**
- **High barriers to entry: the only skydive operator in one of the world's largest adventure tourist destinations (Queenstown)**
- Founded in 1990 and headquartered in Queenstown
- 70 employees across 2 drop zones and head office
- 3 premium aircraft
- No company debt
- Market leading position, reputation and brand (previous winner of NZ Supreme Tourism Award)
- Operates in growing industry; 29% growth in international visitors in FY15

Internationally recognised brand, ideal dropzone location, quality aircraft fleet

Operates under two brands:
NZone Skydive (88% of jumps),
Skydive Paradise (12% of jumps)

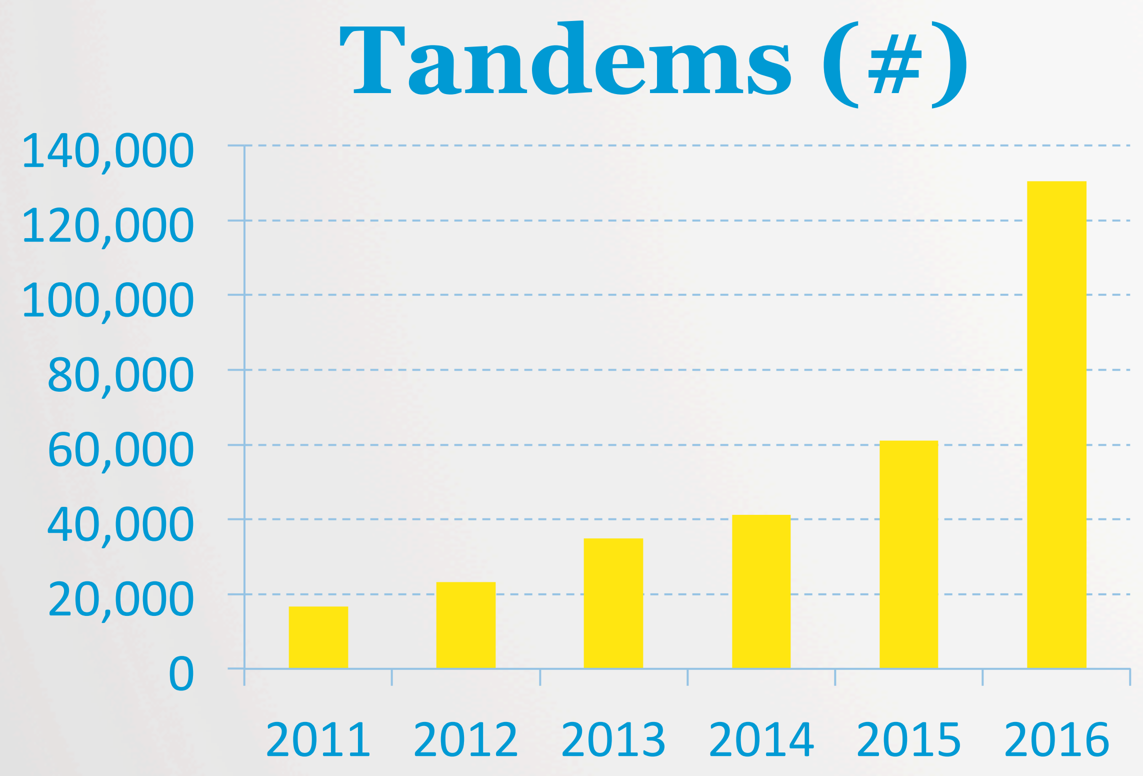
STRONG STRATEGIC FIT WITH SKB

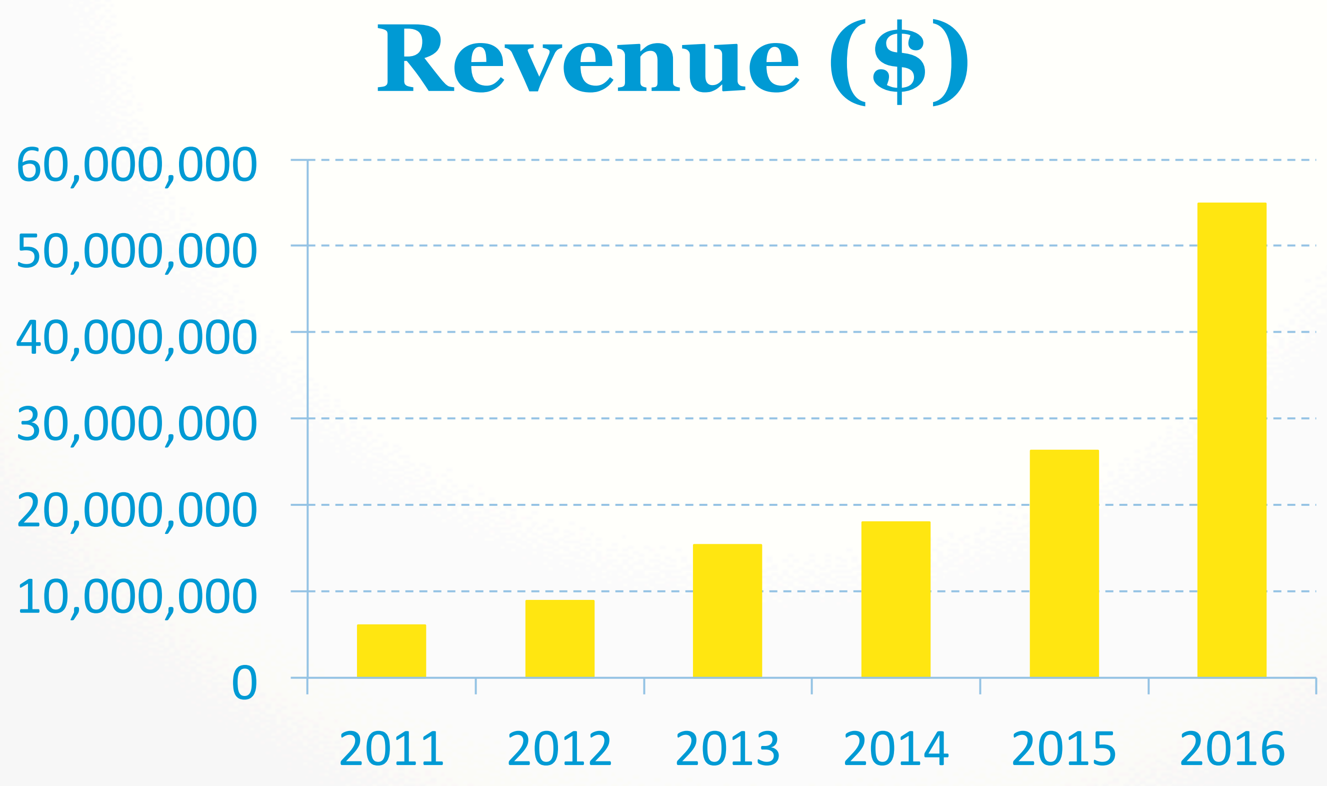
- **Executes on SKB's growth strategy**
  - Adds established growth business to SKB's market leading position
  - Creates an international operational footprint
- **Increases expertise and skills** across the business as well as asset optimisation
- **Synergies** – economies of scale with expected cost savings
- **EBITDA accretive for SKB** in first year
- Key NZone Skydive sites are **growing strongly**, adding in excess of 23,000 tandem skydives to SKB per annum

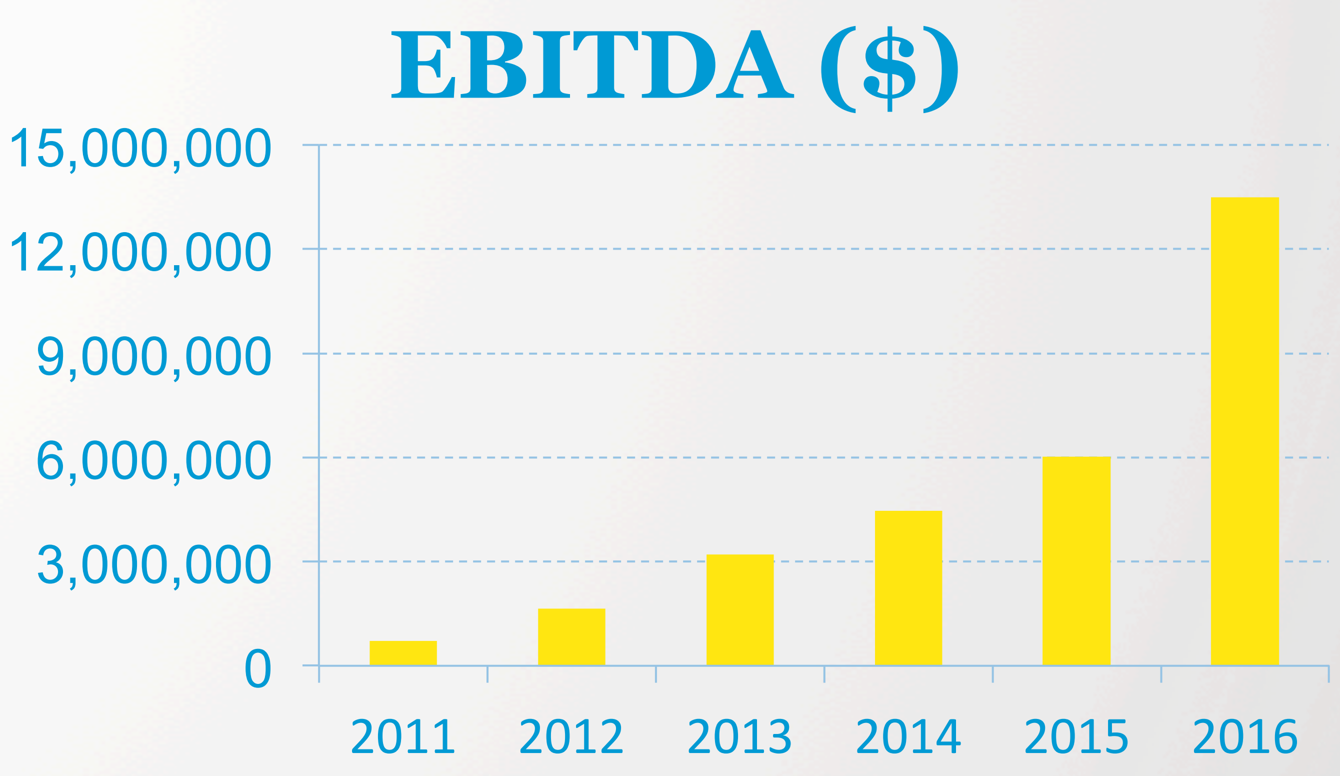
5. Outlook and Summary

EXPECTED FINANCIAL IMPACT AND FY16 GUIDANCE

- FY16 guidance was upgraded in October to:
  - **130,381 tandem jumps**
  - **$54.9m revenue**
  - **$13.5m EBITDA**
- Previous FY16 guidance: 112,827 tandem jumps, $47.5m revenue and $11.5m EBITDA
- Strong business momentum expected to continue in FY16







18 DROP ZONES:

DIVERSIFIED PORTFOLIO, GEOGRAPHICALLY SPREAD

- AIRLIE BEACH
- BYRON BAY
- BRISBANE
- CAIRNS
- CENTRAL COAST
- SINGLETON
- GLENORCHY (NZ)
- GREAT OCEAN ROAD
- HUNTER VALLEY
- MELBOURNE – ST KILDA
- MISSION BEACH
- NEWCASTLE
- PERTH CITY
- QUEENSTOWN (NZ)
- ROCKINGHAM
- SYDNEY – WOLLONGONG
- YARRA VALLEY
- YORK

SUMMARY

- Leading Australian adventure tourism company
- Premium air craft fleet
- International network with premium locations
- Attractive industry with long-term growth
- Strong leadership team

Thank you to all staff, clients, investors and stakeholders for your continued support

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