



INDUSTRY: Aviation

Martin Aircraft Company Ltd

39 Ballarat Way, Wigram
Christchurch 8042
New Zealand
Ph: +64 3 377 8584
www.martinjetpack.com

Company Contact

Peter Coker
Managing Director & CEO
Ph: +64 2 181 1005
peter.coker@martinaircraft.co.nz

Board of Directors

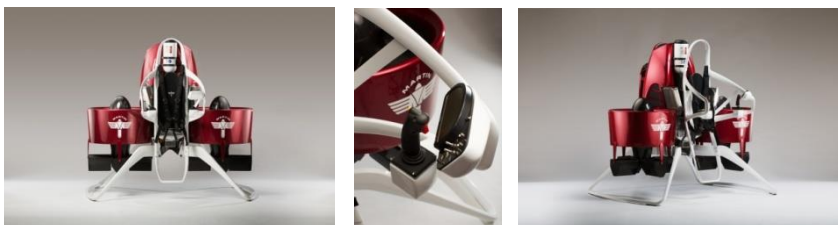
Jon Mayson – Non Executive
Chairman
Peter Coker – Managing
Director and CEO
Jenny Morel – Non Executive
Director
John Diddams – Non Executive
Director
Steve Bayliss – Non Executive
Director
Dr Ruopeng Liu – Non
Executive Director
Dr Yang Yang Zhang – Non
Executive Director

ASX LISTING INFO

- Offer closed: 13 February 2015
- Equity Offer was oversubscribed and raise the maximum subscription
 - 67.5M fully paid ordinary shares,
 - A\$0.40 each
 - Raised A\$27M
 - Market Cap at listing approx. A\$98 million.
 - Cornerstone investor KuangChi Science will subscribe for additional convertible notes with a total face value of A\$23 million.
- ASX listing 24 February 2015
- ASX code: MJP

THE MARTIN JETPACK

Martin Aircraft Company Ltd (Martin Aircraft) is currently developing the Martin Jetpack, the world’s first practical jetpack, with potential usage spanning search and rescue, military, recreational and commercial applications, both manned and unmanned. The Martin Jetpack was initially conceived and developed by Glenn Martin in Dunedin in 1981. This led to the founding of Martin Aircraft Company in 1998 and the development of a Jetpack that based on current testing will have over 30 minutes flight capability at a speed of up to 74 km/h and an altitude up to 1,000 m (3000ft). Following the successful IPO and the investment of KuangChi Science as a cornerstone investor the Company is fully funded to deliver commercial products.



The Martin Jetpack is a disruptive technology, much like the helicopter was when first developed, with substantial capabilities and is able to be flown by a pilot or via remote control. The Jetpack can take off and land vertically (VTOL) and because of its small dimensions, it can operate in confined spaces such as close to or between buildings, near trees or in confined areas that other VTOL aircraft such as helicopters cannot access.

KEY POINTS

- **Capability** – Martin Jetpack’s flying time will be up to 30 minutes compared with competitors of between 22 and 75 seconds. Its speed and altitude capability mean it can respond quickly for emergency solutions.
- **Cross Marketing** – Martin Jetpack’s capability gives it a competitive advantage in key markets: first responder, military, commercial and recreation. As a heavy lift Vertical Take-off and Landing (VTOL) UAV, the Martin Jetpack has a significant operational advantage being able to carry commercial payloads of up to 120kgs unlike Quadcopters which are limited on payload.
- **Easy Adoption** – Martin Jetpack has been designed with safety in mind and for easy adoption, with pilot qualifications easy to obtain. The Jetpack is “fly by wire” so unlike other aircraft including helicopters it is relatively easy to operate and with its ballistic parachute system that can safely recover the aircraft from a few meters above the ground it will be one of the most safest light aircraft on the market.
- **Management** – after a long period of development the company has a key experienced management team in place focused on taking it into production and commercialisation
- **Indicative opportunities** – Martin Jetpack has had a number of sales inquiries from companies and government agencies around the world including a partnership agreement with Massachusetts based Avwatch Inc. who provides aerial reconnaissance, Real-Time Full Motion Video (FMV), and airborne networking services to US government and commercial clients, including the US Coastguard and Homeland Security. There is increasing interest in Asia particularly China.

MARTIN JETPACK

- Martin Aircraft intends to deliver the first Jetpacks to customers in the second half of 2016, designed for the first responder market, which includes fire service, police, ambulance and search and rescue including natural disaster recovery.
- Initial production will be based on the current Prototype 12 (P12).
- P12 will also be used for the company’s own promotions.
- Further development of the Martin Jetpack will be for uses across military, government agency, commercial and recreational aviation markets.
- The price of the initial Martin Jetpack is expected to be around US\$200,000 (plus customisation), making it competitive with small helicopter and light aircraft pricing, allowing for capability differences and lower maintenance costs.
- For the high-end recreational market, the Jetpack is expected to have ready appeal to those already holding a pilot’s licence. The company now has on its books over 40 pre-orders for the personal Martin Jetpack.



THE MARTIN JETPACK KEY AND SAFETY FEATURES

KEY FEATURES	SAFETY FEATURES
<ul style="list-style-type: none"> - Powered by a 2.0L, 200hp petrol engine , two ducted fans - Controlled by a fly-by-wire computer system - Easy to control and fly - Vertical Take Off and Landing aircraft that can take off and land in confined areas because of its small dimensions - Can reach altitude of 1,000 metres (3000ft) and designed for speed of 74 km/h for 30 minutes or longer. - Can carry up to 120 kg, which could be a pilot with some equipment, or a payload in the UAV configuration - Easy to maintain, runs on gasoline 	<ul style="list-style-type: none"> - Fast opening, ultra-low level active ballistic parachute - Carbon fibre "Formula 1" type pilot protective crash structure - Hard landing protection undercarriage - Drive system designed for reliability - Pilot alarms to warn against potential safety situations such as engine malfunction, low fuel, electrical faults - Hands free no-pilot-control-input produces a zero air-speed auto hover - A full six degree-of-freedom pilot training simulator - Martin Jetpack pilot training course addendum to the New Zealand Civil Aviation Authority Microlight course

INDUSTRY HIGHLIGHTS

- The Martin Jetpack is a registered aircraft in New Zealand under Civil Aviation Authority certification. It is classified as a Microlight, and has been approved to fly manned and unmanned. It has been designed to meet the regulatory requirements of our key aviation markets
- The Martin Jetpack represents a new aircraft capability in the global aviation industry, which encompasses civil, general aviation and military
- The size of the general aviation market is substantial - according to public sources, there were 360,000 General Aviation aircraft worldwide in 2013
- In the US, the General Aviation industry contributes more than US\$150 billion annually to the economy and employs more than 1.2 million people
- The emergency first response market global revenue reached US\$50.41 billion in 2012 and is expected to reach US\$131 billion by 2019, with North America accounting for the largest share of the market, followed by the Asia Pacific region. The global First Responder market is the first market that Martin Aircraft intends to target for Jetpack sales
- Cumulative global spending on aerial drones and UAV's over the next decade is estimated to reach US\$98 billion. The development of the Martin Skyhook, the unmanned version, will follow the Martin Jetpack, with the US intended as a primary market, across potential military and commercial uses
- In the US, there were almost 600,000 individuals who held a pilot's certificate in 2013.

CAPABILITY ROADMAP

	First Responder	Unmanned Air Vehicle	Simulator	Jetpack Experience	Personal Jetpack
Market Research	√	√	√		
Definition Phase	√	Commenced	√		Q4 2015
Planning Phase	Commenced	Q2 2015	√	Q2 2015	Q1 2016
Design	Q2 2015	Q3 2015	√	Q3 2015	Q2 2016
Product Release	Q3 2015	Q4 2015	Q1 2015	Q4 2015	Q2 2016
Final Design	Q4 2015	Q1 2016	Q2 2015	Q1 2016	Q3 2016
Transfer to Production	Q1 2016	Q2 2016	Q2 2015	Q2 2016	Q4 2016
First Deliveries	Q3 2016	Q4 2016	Q3 2015	Q3 2016	Q2 2017