



ASX ANNOUNCEMENT

INDUSTRY: Aviation

**MARTIN AIRCRAFT
COMPANY LIMITED**

A company registered in
New Zealand with company
number 901393
(ARBN 601 582 638)

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New Zealand
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www.martinjetpack.com

Company Contact

Peter Coker
Managing Director & CEO
Ph: +64 2 181 1005
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ASX Code: MJP

**CORPORATE INFORMATION
(26 June 2015)**

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

For Further Information contact:

Mike Tournier
Investor Relations Manager
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mike.tournier@martinaircraft.co.nz



Martin Aircraft Company Limited (ASX:MJP) Investor Relations Update

At the invitation of Axstra Capital, IPO Lead Advisor, Mr Peter Coker, Chief Executive and Managing Director, will be presenting an investor relations update to shareholders in Sydney.

A copy of Mr Coker's presentation is attached, and will also be available on Martin Aircraft's investor relations webpage at <http://www.martinjetpack.com/investors/asx-announcements>

26 June 2015

END

ABOUT THE MARTIN AIRCRAFT COMPANY LTD.

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).

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.

More detailed information about Martin Aircraft and the Martin Jetpack is available at www.martinjetpack.com



Martin Aircraft Company Ltd

26 June 2015

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THE PRESENTER



Peter Coker OBE
Managing Director &
Chief Executive Officer

- Appointed Chief Executive Officer in 2013.
- Former senior officer in the Royal Air Force, and has amassed over 5,000 military and civil flying hours and was a qualified flying and weapons instructor with substantial policy and procurement experience. He commanded both a squadron and station.
- More recently, General Manager of Lockheed Martin (NZ) and Business Development Director for Asia Pacific for a Lockheed Martin Business Unit.
- Fellow New Zealand Institute of Management
- Member Institute of Directors
- Upper Freeman of Honorable Guild of Air Pilots
- Fellow Royal Aeronautical Society



TOPICS

About the Martin Jetpack

Industry Overview

Business Overview and Applications

Commercialisation

Board and Management

Key Shareholders

THE MARTIN JETPACK

THE P12 JETPACK:

- V4 2.0L engine
- 200 hp
- Drives 2 ducted fans
- Made from Carbon fibre and aluminium
- Range – 30kms
- Fuel – 45lt
- Runs on Petrol
- Fly by wire controls
- CAA registered aircraft
- Vertical take -off and landing
- Manned or unmanned



PATENTED TECHNOLOGY:

- High efficiency zero torque ducted fans
- Fan free radiator cooling using Venturi Effect
- Flight training using computer-constrained flight envelopes

OTHER FEATURES:

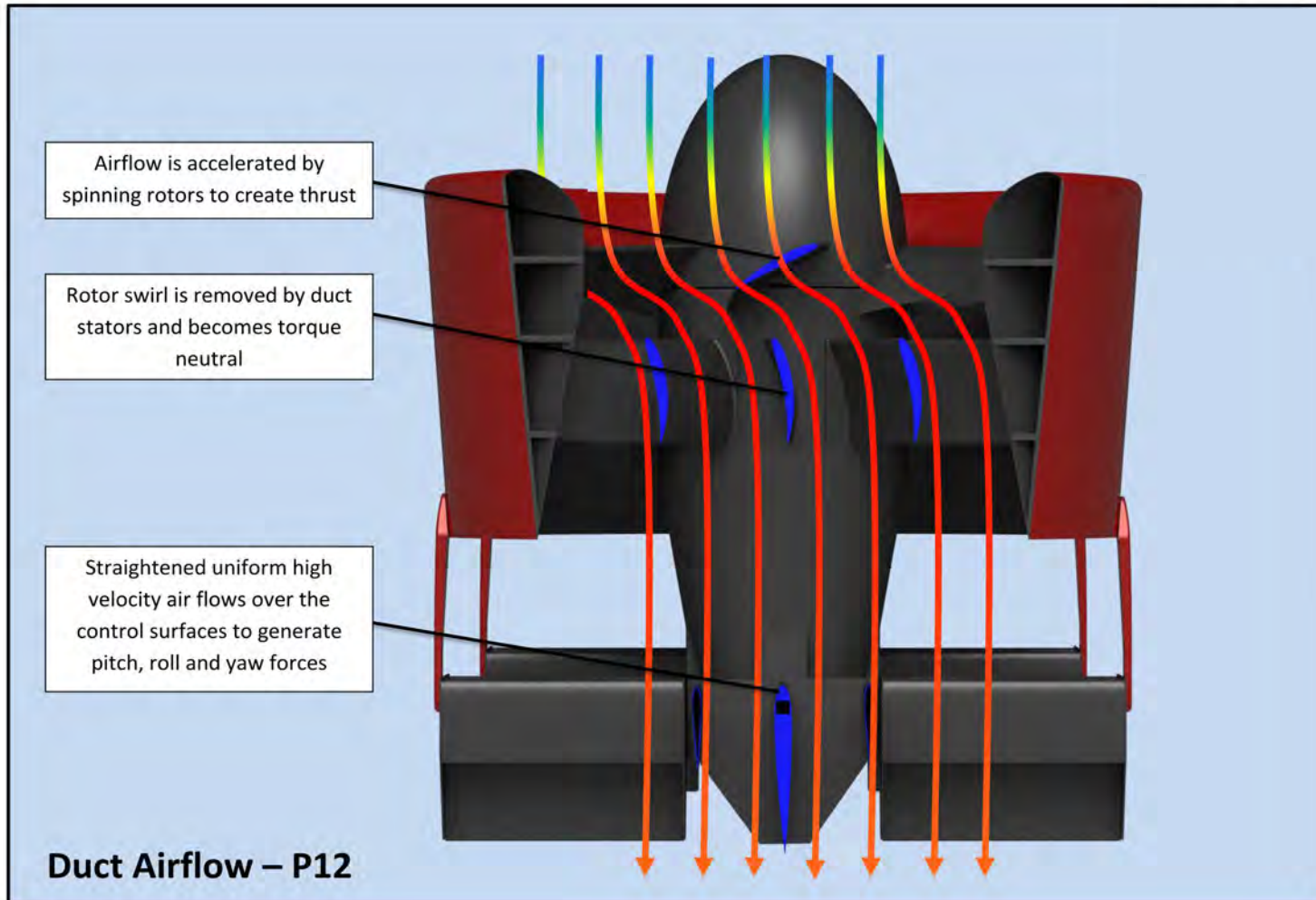
- 30min flight time
- 3,000 ft
- 120kg payload
- 74 kmph flight speed
- Future mule train capabilities

SAFETY FEATURES



- Ballistic parachute
- Pilot protective structure
- Landing undercarriage – 10G impact
- Computer navigation – GPS
- Hands free auto-height hold
- Reliable engine and drivetrain
- Low maintenance
- Multiple warning systems

PATENTED DUCTED FAN TECHNOLOGY



INDUSTRY OVERVIEW



▪ First responders market

- The emergency first response market globally earned revenue of US \$50 billion in 2012 and is expected to reach \$131 billion by 2019
- North America accounts for largest share of market, followed by Asia Pacific
- Unmanned aerial vehicles and intelligent transportation to emerge as next generation emergency response system

▪ General Aviation (non-commercial)

- Martin Jetpack has been identified as comparable with microlights and helicopters
- US general aviation industry contributes more than US\$150 billion annually to the economy and employs more than 1.2 million people
- In Australia, general aviation accounts for 48% of total hours flown in 2012 and provides vital services to many industries

▪ UAV Market

- Cumulative global spending on aerial drones and UAVs over the next decade estimated to reach US\$98 billion

▪ Recreational Pilot Market

- Potential market for general recreational pilot use
- In the US, nearly 600,000 individuals were holding active US pilot certificate in 2013, of which 180,214 had private airplane certificate

UAVs for First Responder Market Forecast by Region



APPLICATIONS FOR THE MARTIN JETPACK



First Responder/ Government Agency

- Natural disaster recovery and emergency response
- Search and rescue
- Police
- Fire Services
- Ambulance
- Border patrol
- Surf patrol

Military

- Surveillance
- Rapid insertion
- Forward supply
- Heavy lift
- Counter terrorism
- Remote Operations
- Ship to ship transfer
- IED detection

Commercial

- Promotional Display team
- Mining industry
- Farming
- Bridge building and tower inspections
- Oil and gas industry
- Medium and Heavy lift UAV

Recreation

- Flight schools, training and hire of Jetpacks
- Personal aircraft
- Tourist ride: The Martin Jetpack Experience
- The Martin Jetpack Simulator



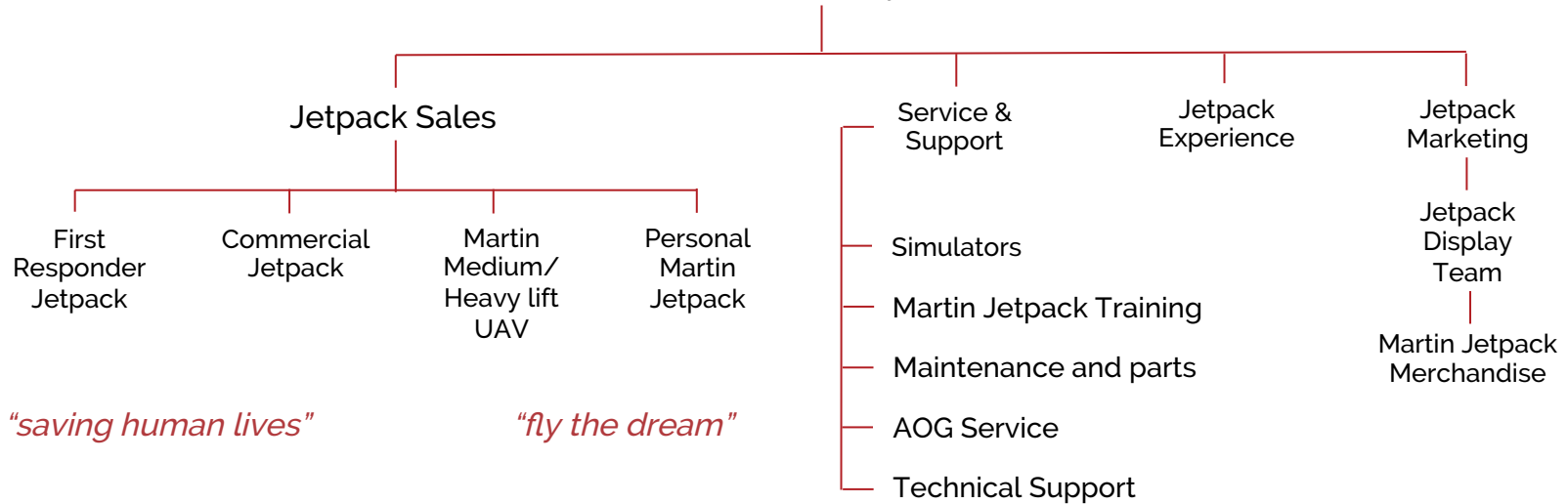
In addition to the sale of aircraft, the Company has the opportunity to generate extra revenue from the training, maintenance of the Jetpacks and the sale of parts and accessories.

SALES AND MARKETING

Business Lines



The Martin Aircraft Company Revenue Centres



CAPABILITIES ROAD MAP



	First Responder Jetpack	UAV	Simulator	Jetpack Experience	Personal Martin Jetpack
Market Research	✓	✓	✓		
Definition Phase	✓	✓	✓	Commenced	Q4 2015
Planning Phase	✓	Q2 2015	✓	Q2 2015	Q1 2016
Design	Q2 2015	Q3 2015	✓	Q3 2015	Q2 2016
Product Release	Q3 2015	Q4 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

SALES AND MARKETING



- Little marketing until now
- Commenced the move to a "beachhead" market strategy
- Branding an integral part of the strategy
- Separate marketing strategy in China through the new Joint Venture
- Source of potential sales enquiries
 - Media & Publicity
 - Airshows (Paris Air Show Jun 15)
 - Trade shows
 - Demonstrations Team
- Range of business models



Paris Airshow

- 50+ simulator sorties each day
- Substantial fascination and interest
- 4 Agreements signed
 - AVIC International MoU
 - Beijing "Flyingman" Company MoU to work towards the future delivery of:
 - 100 Manned Jetpacks
 - 50 Unmanned Jetpacks
 - 25 Simulators
 - 25 Static Aircraft
 - Martin sro – Czech & Slovakia Alliance Agreement
 - M2k – India Alliance Agreement



COMMERCIALISATION PATH



IPO \$27 million

Sales & Marketing

- Letters of Intent
- Alliancing Agreements
- Orders
- Sales

Corporate

- Management team
- R&D team
- Production team
- Flight Ops team

Manufacturing

- Final design
- Supply Chain
- Production
- Assembly
- Finished Product

FIRST SALES Q3 2016

BOARD OF DIRECTORS



The Board of Directors has extensive relevant experience in technology and aviation, and experience on the Boards of both listing and unlisted companies.



JON MAYSON – Chairman

Former Chair of New Zealand Trade and Enterprise, is a companion to the New Zealand Order of Merit for services to the shipping industry and to the export sector. Former CEO of the Port Tauranga from 1997 to 2005, New Zealand's largest export port.



JENNY MOREL

Managing Partner, No 8 Ventures, which manages VC funds that invest in technology companies going global from New Zealand.



PETER COKER – CEO and Managing Director

Former senior officer in the Royal Air Force, he has amassed over 5,000 flying hours and was a qualified flying and weapons instructor with substantial policy and procurement experience. Former GM of Lockheed Martin (NZ) and Business Development Director for Asia Pacific for a Lockheed Martin Business Unit.



JOHN DIDDAMS

John has over 40 years of financial and management experience as CFO, CEO and director of both private and public listed companies. John is the principal of a CPA firm that provides corporate advisory services to SME and mid-cap companies.



Dr LIU RUOPENG

Dr. Liu is currently the chairman and executive director of KuangChi Science Limited, a Bermuda company listed in The Stock Exchange of Hong Kong Limited (Stock code: 00439).



STEVE BAYLISS

Head of Marketing for Foodstuffs Ltd. Previously head of marketing for Air New Zealand which is where he met the Martin Aircraft Company. Steve has given the Company an enormous amount of free assistance with marketing.



Dr YANGYANG ZHANG

Dr Zhang is a member of Kuang-Chi's founding team. Dr. Zhang has been the executive vice president of Kuang-Chi Institute of Advanced Technology since 2010. Dr. Zhang is currently the chief executive officer and executive director of KuangChi Science Limited.

EXPERIENCED MANAGEMENT TEAM



Martin Aircraft's management team has developed in-depth knowledge and relationships through years of experience in the industry



PETER COKER – CEO and Managing Director

Former senior officer in the Royal Air Force, he has amassed over 5,000 flying hours and was a qualified flying and weapons instructor with substantial policy and procurement experience. Former GM of Lockheed Martin (NZ) and Business Development Director for Asia Pacific for a Lockheed Martin Business Unit.



JAMES WEST – Chief Financial Officer

James is a qualified Chartered Accountant and brings an immense amount of experience to the Company have worked as financial controller and operations manager through to CEO/CFO at many companies.



ULRICH BERGLER – VP of Engineering

Ulrich has the equivalent of a BE from Germany and has been actively involved in a wide range of manufacturing and technology industries. He has extensive experience in both the testing environment and bringing products to market.



MIKE TOURNIER – VP of Sales & Marketing

Mike is an experienced sales and marketing practitioner with a strong record in successful international commercialisation across the world in both the private and public sector environments.



MIKE READ – VP of Flight Operations

Mike is a former Australian Air Force pilot. He has substantial experience in bringing aircraft into service along with considerable knowledge of aircraft regulatory environments around the world.





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QUESTIONS?