

# EXPRESSION OF INTEREST

Future Sites and Venues for Vertical Wind Tunnels



Indoor Skydive  
Australia  
Group Limited  
ACN: 154 103 607



*iFly Downunder is currently under construction next to Penrith Panthers World of Entertainment.*

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## Introduction

Indoor Skydive Australia Group Ltd is an ASX public listed company (ASX:IDZ) and is presently constructing its first commercial vertical wind tunnel in Penrith, NSW, Australia. ISA Group is seeking expressions of interest from land owners/controllers, local chambers of commerce or city council/authorities in tourist areas for the building of 4 more VWTs in Australia.

ISA Group is currently in discussions with several property developers throughout Australia who are interested in incorporating indoor skydiving centres into their developments and are seeking to open dialogue with more parties to ensure we identify the best sites.

All major cities and regional tourist centres with high foot traffic will be considered. ISA Group has the ability to fund and execute all stages of the project in isolation or in partnership with others.

With ISA Group's first VWT under construction and scheduled for opening early in 2014, we are ready to finalise our next locations that meet our demographic criteria.



## What Can We Provide?

### Design

We have an expert design team that can work with your team to suit any specific requirements including facility size, integration into existing buildings and developments.

### Development

Our development experience and knowledge is backed by world wide vendor SkyVenture's 24 vertical wind tunnels overseas and has been proven with the construction of the first project underway in Australia.

### Approvals

Council approvals can be handled by ISA Group alone, alternatively combining resources and area knowledge during pre-development approvals with the local authorities may prove beneficial. Our experience and the knowledge obtained during previous approvals will prove beneficial during this process.

### Construction and Operation

ISA Group will build and operate the facilities as partner, tenant, customer or in some other commercially sensible relationship.

## Who Are You?

An owner, operator, developer or controller within one of the following industries;

- Hotel complexes
- Entertainment complexes and precincts
- Destination precincts
- Casino Operators
- Shopping centres
- Chambers of commerce
- City councils, foreshore authorities or similar

## What is a VWT?

There are two types of vertical wind tunnels available in the market, the first system is called a single-pass open flow model. The second system – now in its sixth generation is a recirculating system. Fundamentally both of these systems work off the same principle, very large fans that draw air upwards through a flight chamber to simulate the effect of skydiving.



*Photograph above is an example of the tourist style tunnel – built into the footpath catering for high-density foot traffic.*

VWTs enable human beings to fly in the air without planes or parachutes, through the force of wind being generated vertically. In the wind tunnel, air moves upwards at speeds greater than 195 km/h (55 m/s) and is varied to equal the terminal velocity of the human body. This allows the person to float in the air and replicates closely the experience of actual skydiving with wall to wall air flow technology. The VWT allows for operations in all-weather conditions.



## Anyone Can Fly

- Adventure Thrill Seekers
- Corporate Teams
- Families
- Children (3+ Years)
- Skydivers
- Military
- Groups
- Birthday Parties
- Disabled Flyers

## How Will it Benefit You?

As VWT facilities start to cross more continents faster than ever before, there are clear commercial advantages to surrounding businesses, property owners and the local authorities.

We have observed the following from around the world;

- VWTs have proven to attract greater than 150,000 visitors to the site and the surrounding community areas.
- Spectacular design concepts along with the sheer scale of the facility, makes the tunnel a centre piece attraction to any area.
- Allows tourist precincts, local authorities and surrounding businesses to capitalise on specific sectors relevant to their market.
- Significantly increases throughput traffic to immediate surrounding businesses.
- Attract and retain customers, visitors and tourists to the location.



## Who uses a VWT?

A VWT can be used for Indoor Skydiving by anybody from ages 3 and up. The safe and controlled environment allows the instructor to remain at the flyer's side at all times, correcting their body position and inspiring confidence throughout the flight.

It is perfect for families as it's suitable for all fitness levels and all training is included in the pre-flight briefing. The clear glass tunnel creates the perfect viewing window for friends and family to watch and cheer you along or for passers by to marvel at people lifted off the ground by air alone! Flyers take home a certificate of their achievement and can also purchase photos and DVDs.



*A young girl learns to fly. Accompanied by an instructor at all times.*

As you would expect, a VWT attracts many young, active, adventure seekers. This new sport makes skydiving accessible to everybody - especially those would never consider jumping out of a plane. Flyers can learn new skills and techniques every time they fly. New flyers are impressed with an aerial display by their instructor at the end of each session as they showcase what's achievable with a little training and dedication.

Not only is a flight experience the perfect gift, a group booking makes the perfect party idea, whether you are a Birthday party, Hen or Bucks gathering or just a group of friends reuniting. Flyers get to experience the magic of flight together and the smiles are guaranteed to last the whole day. Each 30 minute class can hold up to 16 students, completing 2 skydives each. VWTs also make a great destination choice for corporate team building days, turning the quietest team members into super heros.

Physical disability is usually no impediment and most disabled customers have the opportunity to fly. Our trained instructors are able to provide support to those missing limbs or guide deaf and blind flyers through the experience using alternative techniques.





*Photograph above shows Australia's competitive four way VFS team "The Addicted"*

As VWTs simulate the actual freefall experience of a real skydive, you will find many amateur and professional skydivers and skydive teams training within the facility. It creates the perfect environment for a new skydiver to learn freefall techniques without the distraction of a plane ride, opening a parachute or the limited freefall time. Skydiving teams can fly up to 1 hour each day, that's the equivalent of over 60 skydives from an aircraft, which may take them a week to accomplish in the sky.

With the growing international interest in VWTs, various disciplines have been introduced which have provided incentives for flyers to return to tunnels for training and competition. The International Bodyflight Association ("IBA") is the peak sporting body that regulates competition and training for member flyers. This provides a market for dedicated indoor skydiving enthusiasts to enhance their skills through the IBA flyer rating and training system as well as compete in internationally recognised sporting events. During international competitions, tunnels have seen up to 100 competitive teams from more than 20 countries.

The IBA organises a competition "tour" in various international VWTs. Flyers all over the world can be seen via video link between multiple international sites. This has led to a vibrant international community of VWT users who extensively use their local facilities and also travel to other countries for training and competition.

Militaries from around the globe including the Australian military currently use a VWT for parachute and free fall simulation training, the bulk of military training generally takes place in the larger 16.4 ft facilities. This is the same size tunnel currently under construction at Penrith Panthers in Western Sydney.



*Photograph above shows US Special Forces training in a VWT*

## What are the Requirements for a Vertical Wind Tunnel?

There are many different sizes and applications for vertical wind tunnels. ISA Group will select the appropriate facility for a specific location. Larger VWTs are more useful for teams of skydivers and military, such as our Penrith facility. The smaller tunnels are more suited to the one off experience and day trip style activities and as such naturally suit high density foot traffic and tourist holiday areas.

### Site area

We have seen VWTs incorporated into shopping centres, restaurants, adventure parks, and as stand alone facilities. We can work together to design the best-suited VWT for your location.

### Electrical

Consideration needs to be given to the power supply to the location. A number of factors need to be examined during the design and development phase. ISA Group's assigned Project Manager will work closely with local infrastructure owners and suppliers and co-ordinate assets to suit the development sites specific requirements.

### Noise

Noise from the facilities can generally meet the property owner's and local authorities' acoustic requirements. ISA Group with their knowledge and previous experience with acoustic reports for VWTs will ease any concerns that may arise during the development phase. These facilities have been developed next to alfresco dining restaurants with no disturbance to customers.

### Hours of Operation

The hours of operations can be directly related to the acoustic requirements, current zoning and hours of trade that apply to the site specific. From an operational and mechanical perspective these facilities have the ability to run 24/7. Very limited down time requirements for maintenance and advanced scheduling allow for extended hours of operation.



*VWT built into the sidewalk allowing passing spectators to view.*



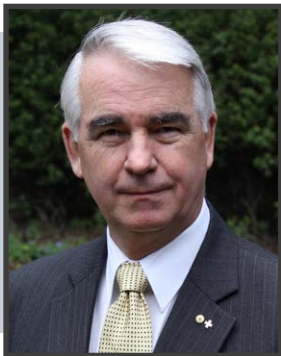
## More About ISA Group

Indoor Skydive Australia Group Limited (ASX:IDZ) is an ASX listed company founded to construct and operate vertical wind tunnel facilities.

ISA Group is currently constructing and will operate the first of its kind in Australia, industry leading, 16.4 foot (5 metre) air conditioned vertical wind tunnel ("VWT") in Penrith, NSW. Once constructed, this facility will be amongst the largest wind tunnels available in the world that are used by military and skydiving professionals for safe and cost effective training, as well as thrill seekers, corporate team building groups, birthday parties, kids sport and anyone wanting new and exciting experiences.

The Penrith VWT is under construction and on track to be fully operational by February, 2014. It is the largest and most advanced system available, developed by the world's most experienced manufacturer of vertical wind tunnels, SkyVenture, LLC ("SkyVenture"), and will trade under the highly regarded iFLY banner as iFLY Downunder.

## The Team



### **LTGEN (ret.) Ken Gillespie AC, DSC, CSM (Chairman)**

One of Australia's most distinguished career soldiers, Lieutenant General (retired) Ken Gillespie, AC, DSC, CSM, has joined the Board of Directors of leading local defence manufacturer, Australian Aerospace Limited. General Gillespie, who served with the Australian Defence Force (ADF) for over 43 years, was appointed Chief of Army in July 2008, a position he held until his retirement in June last year. Previously he had served as Land Commander Australia and Vice Chief of the Defence Force.



### **Wayne Jones (Chief Executive Officer)**

Wayne Jones served for 21 years in the Australian Defence Force. The last 14 years of which were spent as part of the highly recognized SAS where he has been involved in multiple operations both overseas and in Australia. Wayne holds various senior instructor qualifications and has been at the forefront of Military Freefall development and training over the past 10 years. Wayne's leadership and management qualities have been recognised throughout his career in the Defence force.



### **Danny Hogan MG (Chief Operations Officer)**

Danny enlisted in the Australian Regular Army in 1991. In 1997 he attempted and successfully completed the Special Air Service Regiment (SASR) selection course and was selected for further service within SASR. He has been recognised and awarded for his actions and leadership during his 21 year military career. His ability to plan, manage and execute tasks in complex and fast moving environments with sound judgment are proven. Danny is qualified in Military Freefall Parachuting Operations, and is a highly qualified senior dive instructor within the Special Air Service Regiment. He was selected and completed a two year military exchange in the USA with two of the USA's elite Special Forces Commands where he gained his freefall qualifications with extensive use of VWT simulation training.



### **Stephen Baxter (Non-Executive Director)**

Former Regular Army electronics technician turned successful entrepreneur, Steve is the founder of early Internet Provider SE Net and co-founder of Australia's premier competitive telecommunications infrastructure company, Pipe Networks Ltd (ASX:PWK). In 2008 he moved to the USA and joined Google Inc (NASDAQ:GOOG) deploying high speed telecommunication infrastructure, before returning to Australia. He has been a Director on several successful ASX listed companies boards and is an Australian success story with extensive experience in successful start-up and listed companies. He is also founder of Brisbane based not-for-profit River City Labs - an early stage and start-up coworking space for tech and creative companies.



### **John Diddams (Non-Executive Director and Company Secretary)**

John has over thirty five 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 and Non-Exec Director & Company Secretarial services to SME & mid-cap companies, including the management of the process to raise capital and list on the ASX. John has a B.Com from UNSW, is a Fellow of the Australian Society of CPAs and a Fellow of the Australian Institute of Company Directors.



### **Malcolm Thompson CPA, ACSA, ACIS, F.Fin, JP(Qual) (alternate for Stephen Baxter)**

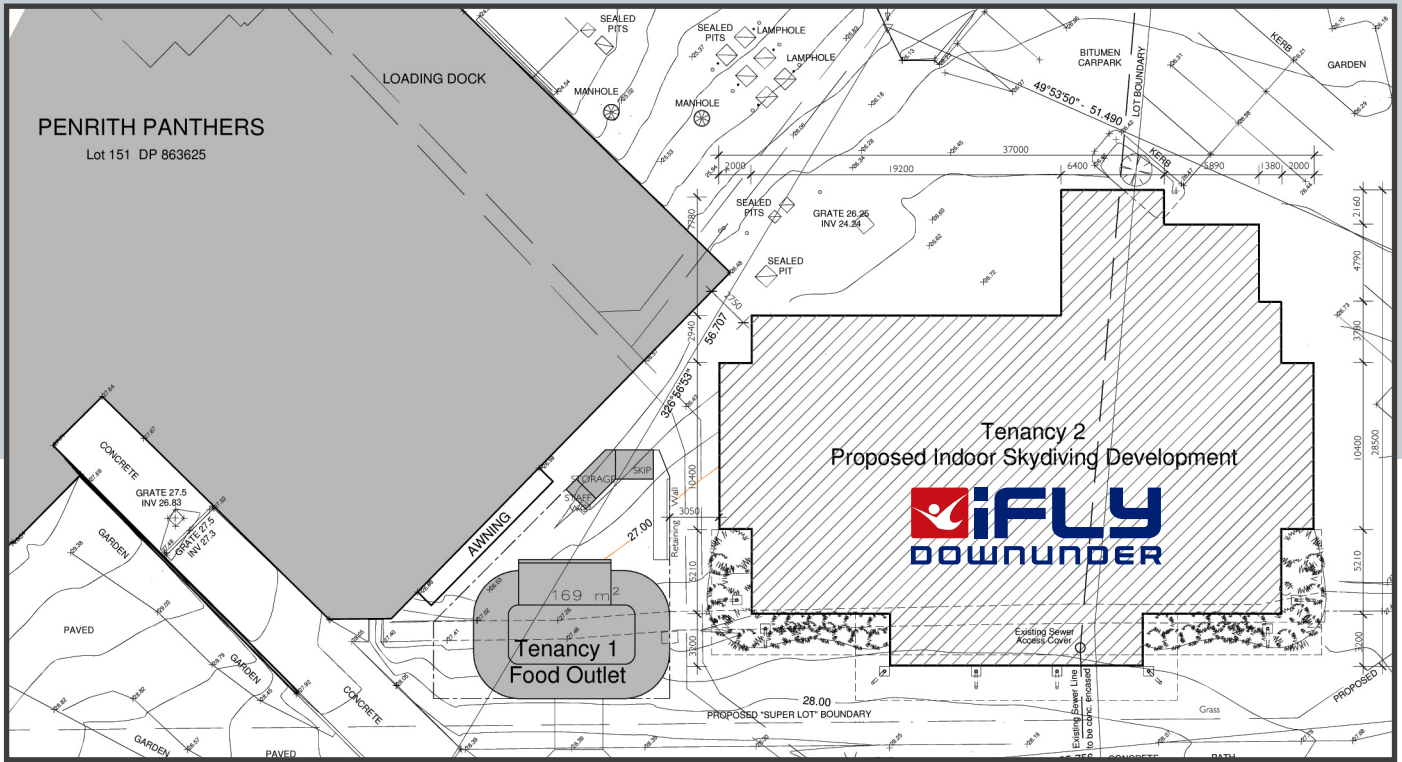
An accountant and governance specialist by training, Malcolm has over 20 years' experience across technology, telecommunications, R&D and aerospace industries in senior roles, including CFO, Company Secretary and Director. Malcolm was instrumental in setting up governance, financial and operational aspects of IT company Red Hat Inc's (NYSE:RHT) Asia Pacific arm and the listing and growth of telecommunications infrastructure provider PIPE Networks Ltd (ASX:PWK). He has assisted a local subsidiary of EADS NV (EPA:EAD) relating to \$6B construction and maintenance contracts for advanced military helicopters. Working with Stephen Baxter, he is currently Chief Investment Officer for Transition Level Investments targeting optimisation of angel and start-up investment success.



### **Brett Sheridan (CMO)**

Brett is an entrepreneur with 10 years experience in start up businesses, 15 years associated in the Tourism and Leisure industry. Brett was co-owner of Adrenalin.com.au (Australia's first online experiences company) driving business growth from \$400kpa in 2002 to c \$10M turnover in 2007. Brett is an Australian 2 x skydiving record holder, ski instructor/ski racer/guide and adventure racer. Brett is now full time Chief Marketing Officer for ISA Group.





The above drawing shows the proximity of the VWT to Penrith Panthers World of Entertainment.

## How to Respond to This EOI

All expressions of interests should be returned in writing to ISA Group's Chief Executive Officer Mr Wayne Jones or Chief Operations Officer Mr Danny Hogan.

Any questions in relation to this EOI please contact us on the details below.

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