# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 8-K

# **Current Report**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 27, 2017

# FORM HOLDINGS CORP.

(Exact Name of Registrant as Specified in its Charter)

Delaware (State or other jurisdiction of incorporation) 001-34785 (Commission File Number) 20-4988129 (I.R.S. Employer Identification No.)

780 Third Avenue, 12<sup>th</sup> Floor New York, New York 10017 (Address of Principal Executive Offices and Zip Code)

Registrant's telephone number, including area code: (646) 525-4319

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the followin rovisions:
□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
ndicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter r Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).
□ Emerging growth company
☐ If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with an new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

# Item 7.01. Regulation FD Disclosure.

FORM Holdings Corp. has prepared an investor presentation to be used in connection with general corporate presentations, a copy which is attached to this Current Report on Form 8-K as Exhibit 99.1.

In accordance with General Instruction B.2 on Form 8-K, the information set forth in this Item 7.01 and the investor presentation attached to this report as Exhibit 99.1 is "furnished" and shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section, nor shall such information be deemed incorporated by reference in any filing under the Securities Exchange Act of 1934, as amended, or the Securities Act of 1933, as amended.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit

Number Description of Exhibits

99.1 <u>Investor Presentation.</u>

# **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: September 27, 2017

# FORM HOLDINGS CORP.

By: /s/ Andrew D. Perlman

Name: Andrew D. Perlman
Title: Chief Executive Officer

F O R M HOLDINGS
INVESTOR PRESENTATION 2017   THIRD QUARTER

#### DISCLAIMERS

#### Safe Harbor Statement

This presentation includes forward-looking statements, which may be identified by words such as "believes," "expects," "anticipates," "projects," "intends," "should," seeks," "future," continue," or the negative of such terms, or other comparable terminology. Forward-looking statements are statements that are not historical facts. Such forward-looking statements are subject to risks and uncertainties, which could cause actual results to differ materially from the forward-looking statements contained herein. Statements in this presentation regarding the merger between FORM and XpresSpa; the potential of FORM's business after the merger; the ability to raise capital to fund FORM's operations and business plan, market acceptance of FORM's products; the collective ability to raise capital to fund FORM's operations and business plan, market acceptance of FORM's management and board of directors after the merger; and any other statements about FORM's management team's future expectations, beliefs, goals, plans, revenues or prospects constitute forward-looking statements within the meaning of the Private Securities Utigation Reform Act of 1993. There are a number of important factors that could cause actual results or events to differ materially from those indicated by such forward-looking statements, including, but not limited to: the inability to reside the potential value created by the merger for FORM's inability to monetize and recoup FORM's investment with respect to assets and other businesses that that we have acquired or will acquire in the future; general economic conditions and level of information technology and consumer electronics spending, unexpected trends in the mobile phone and telecom computing industries; the potential loss of one or more of FORM's significant Original Equipment Manufacturer ("OEM") suppliers; market acceptance, quality, pricing, availability and useful life of FORM's products and services, as well as the mix of FORM's products and services sold; potential competition from other pr

#### Trademark Usage

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#### Use of Non-GAAP Financial Measures

XpresSpa uses GAAP and non-GAAP measurements to assess the trends in its business, Items. XpresSpa reviews on an ongoing basis are revenues, Comp Store Sales (which it defines as sales from stores opened longer than a year compared to the same period sales of those stores a year ago), store contribution margins, and number of transactions (which is a way to measure traffic in spas), in addition, XpresSpa monitors stores' performance compared to its model store metrics to ensure that it is consistently opening spas that have the same or similar return dynamics as historical stores. XpresSpa believes the trends exhibited by its business are strong and substantiate its continued investment in additional locations and infrastructure.

Please note that FORM's consolidated Statement of Operations includes XpresSpa results from December 23, 2016 onwards, During the full year of 2016, XpresSpa generated \$43.4 million of revenue.

Group Mobile uses bookings and customer commitments as a non GAAP measure to assess the health of the business. They represent orders placed and orders committed from the customers, which will be fulfilled in the future. Group Mobile expects to recognize bookings and commitments from customers as revenues throughout 2017.



# CORPORATE SNAPSHOT

# FORM Holdings is a diversified holding company engaged in building a preeminent <u>pure-play health & wellness services company</u> around its core asset XpresSpa

SYMBOL	FH	
EXCHANGE	NASDAQ	
MARKET CAPITALIZATION <sup>1</sup>	\$35.8 million	
AVERAGE TRADING VOLUME (3 MONTH) <sup>2</sup>	150,881	
52 WEEK RANGE <sup>2</sup>	\$1.11 - \$4.05	
CORPORATE HEADQUARTERS	New York, NY	
AUDITOR	CohnReznick LLP	

based on 26.5 million shares of common stock outstanding and closing price of \$1.35 on September 26, 2017



# **HEALTH & WELLNESS FOCUS**

# FORM is committed to growing its Health & Wellness business and expects to divest, merge or spin-off its Technology assets by Q1 2018

## **HEALTH & WELLNESS**

(71% of 2017 revenue)<sup>1</sup>

# Leading in airport terminal spa and wellness provider in the world 52 locations in 23 airports<sup>2</sup> REVENUE (S in millions FYE December) +9% CAGR +15% Y/Y \$60.0 \$33.9 \$33.9 \$33.8

2016

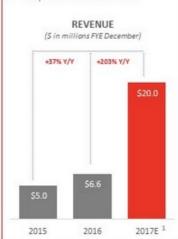
2015

# TECHNOLOGY

(29% of 2017 revenue)<sup>1</sup>



- Provider of rugged, mobile and field-use computing products and solutions
- Acquired in October 2015



management guidance 2 as of June 30, 2017

2014

2013



2017E <sup>1</sup>

2018P <sup>1</sup>





# XpresSpa THE LEADING AIRPORT SPA COMPANY IN THE WORLD

- Approximately 50% market share in the United States
  - > 48 domestic spa locations in 21 airports1
  - > Well recognized and popular airport spa brand
  - More than three times the number of domestic locations as its closest competitor
- Full range of spa services and retail offerings



- Large and growing industry with additional upside
  - > Demand from travelers for upscale airport retail options
  - > Multiple locations within airports and within terminals
- Steady sales and store profitability metrics regardless of size
- Benefits from the health and wellness movement
  - > Massages are seen as a key aspect of a healthy lifestyle
- Positioned for accelerated growth in 2017 and beyond





os of June 30, 2017



# XpresSpa\* GROWING TRAVELER DEMANDS

- Increased travel security and screening has driven innovation and growth in airport retail
  - > Travelers at large hub airports typically spend ~75 minutes in the airport after going through security<sup>2</sup>
- · Premium concepts like XpresSpa are suited for typical traveler demographic
  - > Air travelers in the US have median household income (HHI) of \$75,000 \$99,000, as compared to national median HHI of \$52,2502
  - > Frequent fliers (18% of travelers) have a HHI > \$100,0003
  - > ~70% of purchases occur on impulse because these affluent customers are bored, rushed, and stressed4









<sup>2</sup>Statista, IBIS World, Skin Inc., Technovia <sup>4</sup>Federal Aviation Administration



# XpresSpa attractive market segment

- Global wellness was a \$3.7 trillion industry in 2015, up 10.6% from \$3.3 trillion in 2013<sup>1</sup>
  - > The global spa industry represented \$98.6 billion in 20151
  - > Fitness, mind & body represented \$542 billion in 20151
- Health & wellness services are an attractive retail segment and are insulated from the "Amazon" effect
- Very few public Health & Wellness service "pure plays"
- Unique opportunity to capitalize on powerful Health & Wellness trends



<sup>2</sup> Global Wellness Institute's Global Wellness Economy Monitor January 2017

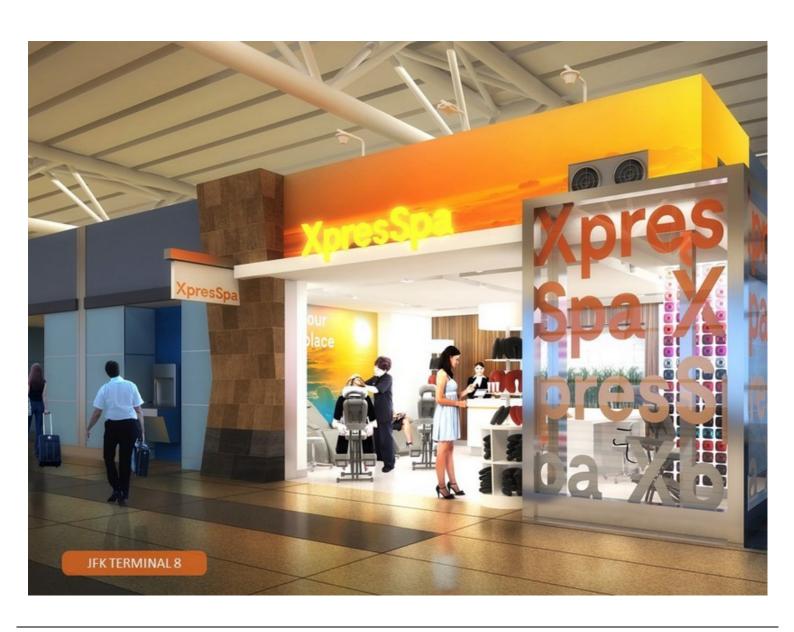


# **XpresSpa**\* strong unit level economics vs. peers<sup>1</sup>

COMPANY	XpresSpa <sup>*</sup>	HAND STONE	ME Massage Envy.
AVERAGE BOX SIZE	1,183	2,800	3,000
AUV / SALES	\$984,256 <sup>1</sup>	\$935,492	\$1,311,216
SALES PER SQ. FT.	\$832	\$334	\$437
STORE PROFIT / EBITDA	19.6%	N/A	14.1%
AVERAGE INVESTMENT COST PER NEW LOCATION	\$529,000	\$497,272	\$677,275
PAYBACK PERIOD	2.70 years	N/A	3.66 years
CASH-ON-CASH RETURN	37.1%	N/A	27.0%

<sup>&</sup>lt;sup>2</sup> Publicly available information from Franchise Disclosure Documents and SEC filings



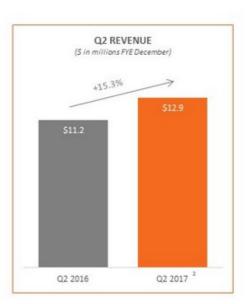


# XpresSpa accelerating growth under form management

# XpresSpa is on track to achieve its 2017 revenue guidance of \$50 million<sup>2</sup>







Post FORM Holdings Acquisition

<sup>1</sup> management guidance

<sup>2</sup> based on preliminary results

F O R M

# XpresSpa KEY INITIATIVES

# CORPORATE

- Increase profitability by reducing corporate overhead
- Leverage FORM Holdings resources to create synergies

## SAME STORE

- Better recruitment and retention of employees
- Schedule staff based on enplanements
- Improve store productivity
  - > Rollout new store design to maximize ROI and further enhance customer experience
  - > Introduce new technology system in Q4 2017

# **EXPANSION**

- Consistent engagement with terminal owners and prime lease holders
- International expansion
- Explore franchise model for secondary and tertiary airports in late 2017 with projected revenue in 2018

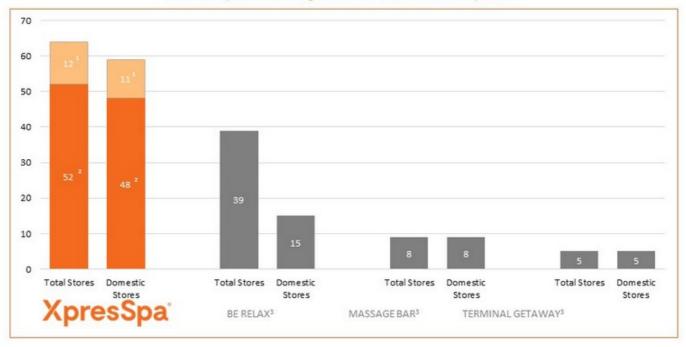




# XpresSpa<sup>\*</sup>

# DOMINANT MARKET SHARE POSITION

# Currently over 3x larger than closest U.S. competitor



New Locations with Signed Leases & Term Sheets in place

FORM

HOLDINGS

<sup>1</sup> based on revised 2017 plan

<sup>2</sup> as of 6/30/17

<sup>2</sup> based on company websites as of 7/11/2017

# XpresSpa ESTABLISHED AIRPORT PRESENCE

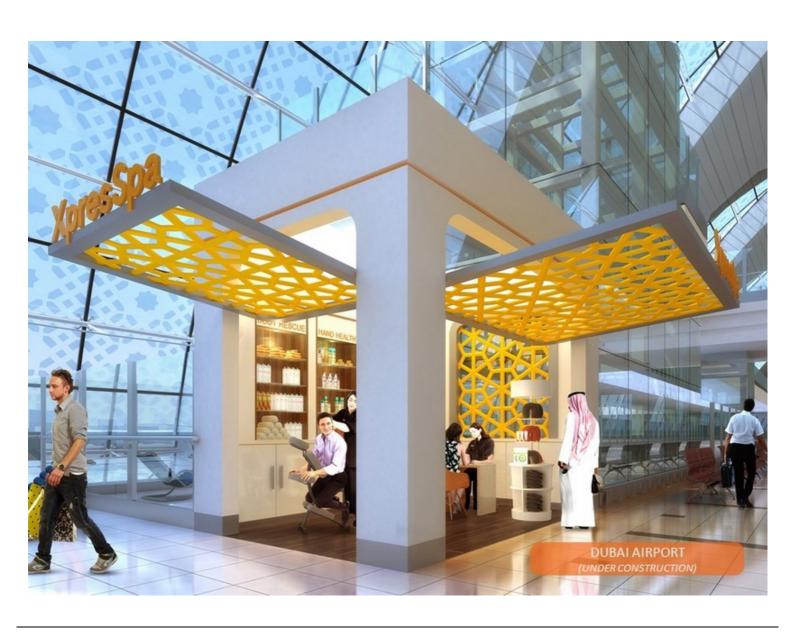
DOMESTIC	AIRPORT	TOTAL
Atlanta	ATL	2
Charlotte	CLT	1
Chicago O'Hare	ORD	1
Dallas	DFW	6
Denver	DEN	2
Houston	HOU	1
Las Vegas	LAS	3
Los Angeles	LAX	2
Miami	MIA	1
Minneapolis	MSP	3
New York - JFK	JFK	6
New York – LaGuardia	LGA	1
Orlando	MCO	4
Philadelphia	PHI	3
Phoenix	PHX	2
Pittsburgh	PIT	1
Raleigh-Durham	RDU	1
Salt Lake City	SLC	2
San Francisco	SFO	4
Santa Ana	SNA	1
Washington DC	DCA	1
TOTAL		48

INTERNATIONAL	AIRPORT	TOTAL <sup>1</sup>
Amsterdam	AMS	3
Dubai	DXB	1
TOTAL		4





<sup>1</sup> as of June 30, 2017





# F O R M

HOLDINGS



# **OVERVIEW**

- Provider of rugged computing systems and solutions services
- · Focused on enterprise sales contracts with large corporations and municipalities
- · Growing services business with integration of Excalibur Integrated Systems acquisition
- Experienced sales & leadership teams with strong relationships with manufacturer representatives and brand agnostic approach differentiates Group Mobile from competition
- · Strong pipeline of RFP's in law enforcement and long-term corporate contracts
- Year-over-year growth in revenues and bookings/customer commitments<sup>1</sup>
- Service centers in Chattanooga, TN and Phoenix, AZ



Bookings and outtomer commitments is a Non-GAAP financial measure that assesses the health of the business. It represents orders placed and orders committed from outtomers, which will be fulfilled in the future. Group Mobile expects to recognize bookings and commitments from outtomers as revenues throughout 2017.





# PRODUCT & SERVICE OFFERINGS

# **CATEGORIES**



RUGGED LAPTOPS



RUGGED TABLETS



RUGGED HANDHELDS



BARCODE SCANNERS



IN-CAR VIDEO & BODY WORN CAMERAS

DRONES

# **BRANDS**

PRINTERS











GATEWAYS & MODEMS





























SERVICE OFFERINGS







RUGGED MOBILE ACCESSORIES

(MOUNTS ETC.)





IMPLEMENTATION



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## LEADERSHIP TEAM



ANDREW PERLMAN

CEO & Director

- · Former Head of Digital, Classic Media
- Former Vice President of Global Digital Business Development, EMI Music
- George Washington University, B.A.



# ANASTASIA NYRKOVSKAYA

CPA, CFO & Treasurer

- Former Vice President and Assistant Global Controller, NBC Universal Media, LLC
- Former Auditor, KPMG LLP
- Moscow State University of Publishing and Printing Arts



#### JASON CHARKOW

Senior Vice President of Business & Legal Affairs

- Former of Counsel, Intellectual Property Litigation, Winston & Strawn LLP
- Former Attorney, Jones Day
- Hofstra University, J.D.



## **ED JANKOWSKI**

Senior Vice President of FORM Holdings & CEO of XpresSpa

- · Former Vice President, Luxottica
- Former Senior Vice President, Godiva
- · Former Chief Operating Officer, Safilo Group
- Former President, World Duty Free Group
- Former Vice President, Liz Claiborne



#### **DARIN WHITE**

Vice President of FORM Holdings & President of Group Mobile

- Former Senior Southeastern Regional Sales Manager, Getac USA
- Former Southeast Regional Sales Manager, General Dynamics Itronix
- Former Managing Director, Virtual Mobile Technologies LLC
- Former Vice President of Sales Strategic Markets, ICM



## **BOARD OF DIRECTORS**



SALVATORE GIARDINA

Director & Chair of Audit Committee

- CFO Pragma Weeden Holdings LLC
- Former SVP & CFO, G-Trade Services & ConvergEx Global Markets
- Former EVP, CFO & Controller, Ladenburg Thalmann & Co., Inc.
- Current Director & Audit Committee Chair, National Holdings Corporation



#### BRUCE BERNSTEIN

Director & Chair of Compensation Committee

- President, Rockmore Capital, LLC
- · Former Co-President, Omicron Capital, LP
- · Former President, Fortis InvestmentsInc.
- Current Board Member, Summit Digital Health
- · City University of New York (Baruch), B.B.A.



#### JOHN ENGELMAN

#### Director

- Co-head International TV & DreamWorks Classics, DreamWorks Animation
- Co-founder, Boomerang Media
- Founder & CEO, Classic Media
- · Former CEO, Broadway Video
- · Harvard College, B.A.; Harvard Law School, J.D.



#### RICHARD ABBE

#### Director

- Co-Founder, Principal, Managing Partner & Co-Chief Investment Officer, Iroquois Capital Management LLC
- Co-Founder & Former Chief Investment Officer, Vertical Ventures LLC
- Former Senior Managing Director & Member of the Board of Directors, Gruntal & Company



#### **DONALD STOUT**

### Director

- · Co-founder, NTP Inc.
- · Partner, Antonelli Terry Stout & Kraus LLP
- Former patent examiner, USPTO
- Pennsylvania State University, B.S.; George Washington University, J.D.



# ANDREW HEYER

#### Director

- Managing Partner & CEO, Mistral Equity Partners
- . Founder & Partner, Trimaran Capital Partners
- Vice Chairman, CIBC World Markets
- Founder & Partner, The Argosy Group
- Managing Director, Drexel Burnham Lambert
- University of Pennsylvania, B.S.; The Wharton School, M.B.A.



## ANDREW PERLMAN

CEO & Director

- Former Head of Digital, Classic Media
- Former VP of Global Digital Business Development, EMI Music
- George Washington University, B.A.



# CAPITALIZATION TABLE 1

FULLY DILUTED SHARES		38,324,415
COMMON STOCK		26,540,689
PREFERRED STOCK (AS	CONVERTED BASIS AT \$6.00 PER SHARE)	3,364,429
	\$5.00 STRIKE, EXPIRE APRIL 2021	50,000
OUISTANDING -	\$3.00 STRIKE, EXPIRE MAY 2020	537,500
	\$3.00 STRIKE, EXPIRE OCTOBER 2021	2,500,000
EMPLOYEE INCENTIVE I	LAN OUTSTANDING	5,331,797

<sup>1</sup> as of September 18, 2017 <sup>2</sup> warrants convertible into 343,377 shares of common stock with a strike price of \$17.50 expired on July 19, 2017



## SUMMARY

- Create a pure-play health & wellness services company, built around XpresSpa
- Find strategic alternatives for Technology assets to maximize value
- Expand XpresSpa's most productive units into new and existing locations
- Continue to refine XpresSpa's operating model to improve customer experience and maximize revenue opportunities
- Identify, test and validate complimentary service offerings that will serve as extensions of our health & wellness mandate
- Augment XpresSpa's merchandising approach to exploit retail revenue opportunities
- Launch franchise strategy geared toward secondary and tertiary markets



# CONTACT INFORMATION

For more information, please contact:



# FORM Holdings Corp.

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