



February 28, 2024

BLACKSKY Q4 AND FULL YEAR 2023 EARNINGS WEBCAST

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Adjusted EBITDA is defined as net income or loss attributable to BlackSky before interest income, interest expense, income taxes, depreciation and amortization, as well as significant non-cash and/or non-recurring expenses as our management believes these items are not as useful in evaluating the Company’s core operating performance. These items include, but are not limited to, stock-based compensation expense, unrealized (gain) loss on certain warrants/shares classified as derivative liabilities, severance, impairment losses, (income) loss on equity method investment, investment loss on short-term investments, transaction costs associated with debt and equity financings, forgiveness of non-trade receivables, and gain from discontinued operations, net of income taxes. Adjusted imagery and software analytical services cost of sales is defined as imagery and software analytical services costs, excluding depreciation, amortization and stock-based compensation expense. Cash operating expenses is defined as operating expenses, excluding stock-based compensation expense for selling, general and administrative costs and depreciation and amortization expense.

Adjusted EBITDA, adjusted imagery and software analytical services cost of sales and cash operating expenses are non-GAAP financial performance measures. They should not be considered in isolation or as an alternative to measures determined in accordance with GAAP. Please refer to the appendix herein and our SEC filings for a reconciliation of our non-GAAP metrics to their most comparable measures reported in accordance with GAAP and for a discussion of the presentation, comparability, and use of such metrics.

Strong Execution in 2023

Leading a New Era in Real-Time Space-Based Intelligence



International Customer Demand Accelerates

→ Major multi-year Ministry of Defense anchor accounts drive long-term visibility

- \$150+ million contract in Q1 for high-frequency tactical imagery & analytics
- ~\$30 million renewal agreement in Q2 for assured access imagery subscription
- ~\$50 million in Q4 awards for immediate assured access and advanced Gen-3 capabilities

→ Grew international customer base by 50%, establishing our next set of anchor customers



~\$50M Indonesian contracts

**A first to act advantage requires
a software-first strategy**

A New Model to Accelerate Sovereign Space-Based Capabilities

- **Immediate and guaranteed assured access** to our high-frequency imagery and analytics through a subscription-based service
- **Leverages proven commercial space and software technologies** to accelerate owned and operated capabilities
- **Enables rapid expansion over time** leveraging the pace of commercial technology innovation

BlackSky's Imagery, AI & Analytics Continue to Drive U.S. Government Growth

→ Expanded footprint with multiple U.S. government agencies

- Delivered strong execution on the EOCL program and expanded services and contracts with the NRO
- Continued to receive multiple orders supporting the EIM program with the NGA
- Captured multiple contracts supporting various DoD customers leveraging our AI capabilities
- Won additional contracts with IARPA



BlackSky's AI Selected to Power Advanced Search Engine for Discovering Global Change

- BlackSky's Spectra platform is reshaping broad area search with **industry-leading speed and economics**
- **Awarded third contract with IARPA** to continue to support their SMART program
- Fully automated and scalable AI, using multi-source techniques to detect changes in global imagery data sets, **reducing time to insight from months to hours**
- Latest contract award from IARPA brings **total awards to BlackSky to over \$10 million**



Gen-3 Readies for Launch in 2024

- **First Gen-3 satellites currently in the integration phase** and are on track to launch this year
- **Entered into agreement with Rocket Lab** secure near-term launch capacity for upcoming Gen-3 deployment plan
- **Customers looking forward to Gen-3 capacity and capabilities** as evidenced by growing international and U.S. customer demand



BlackSky Gen-3 Structural Qualification Unit

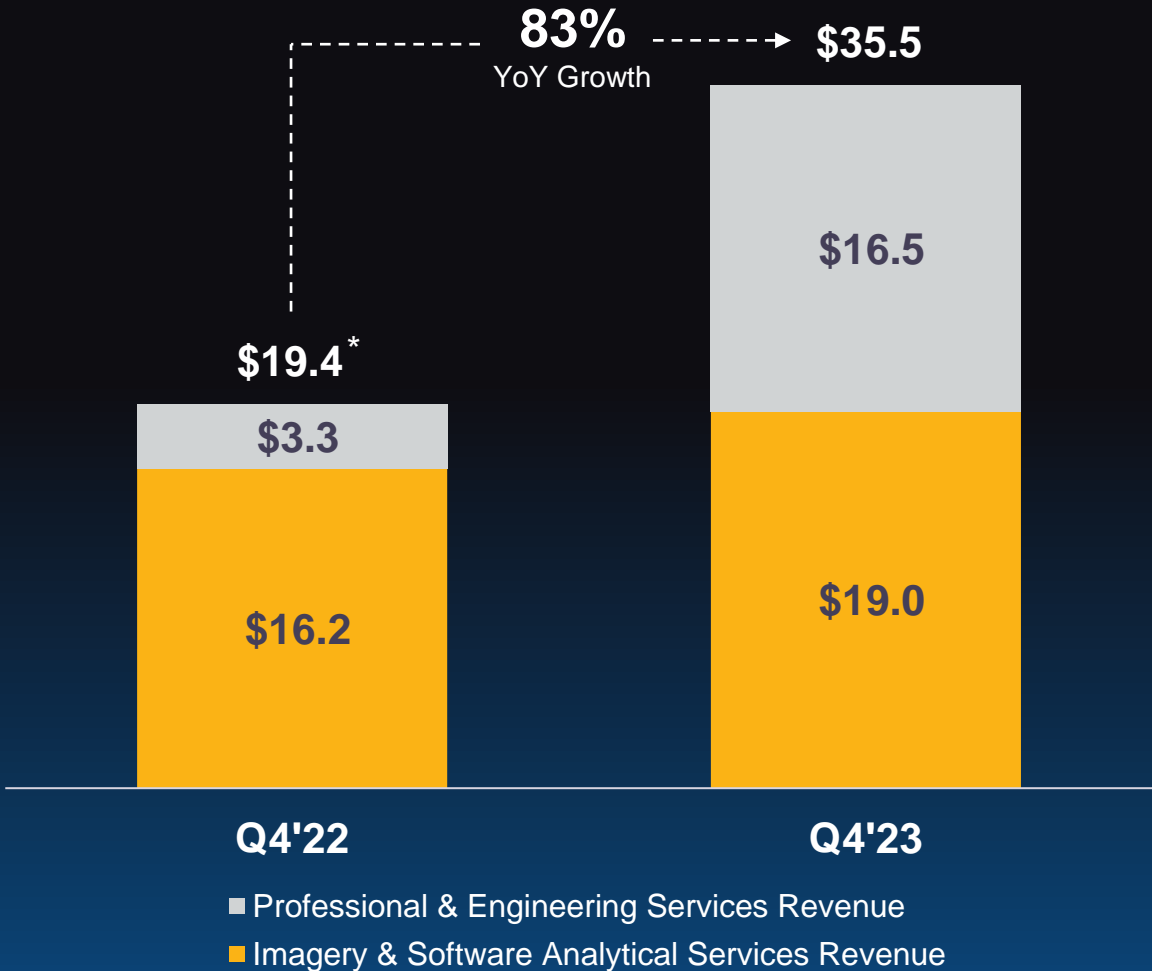


Q4 2023 FINANCIAL RESULTS

Q4 Revenue

- **Record Q4 revenue of \$35.5 million**, up 83% over the prior year quarter
- **18% year-over-year growth** in high-margin imagery and analytics revenue
- Increase in professional and engineering services revenue driven by **progress completed to date on Indonesian contract**

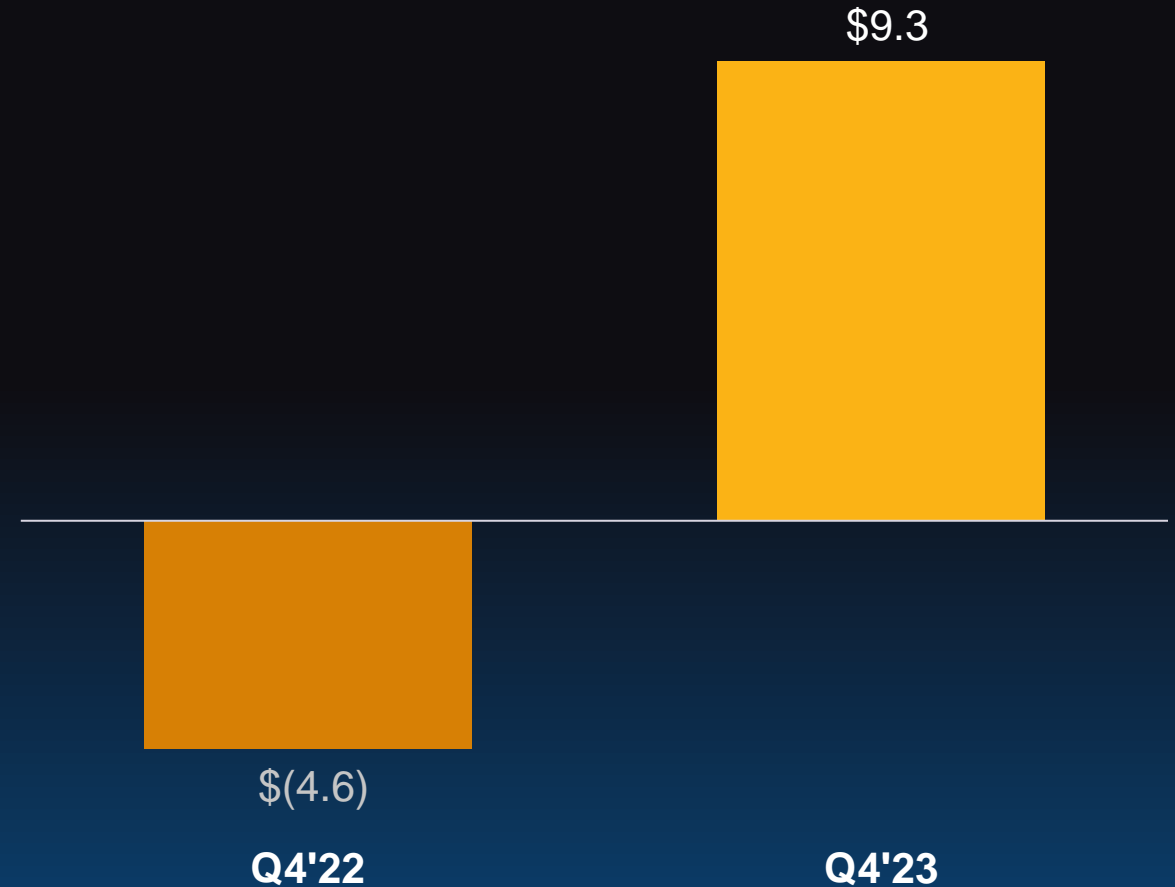
Strong Revenue Growth (\$ in millions)



Q4 Adjusted EBITDA

- **Achieved positive Adjusted EBITDA⁽¹⁾ in Q4 of \$9.3 million**, up \$13.9 million over the prior year quarter
- **Revenue and margin growth** across the business drove significant improvement
- Disciplined cost management drove a **17% reduction in SG&A expenses** year-over-year, excluding stock-based compensation

Achieved Goal of Positive Adjusted EBITDA⁽¹⁾ (\$ in millions)



(1) Adjusted EBITDA is a non-GAAP financial measure. See Appendix for a reconciliation to the most comparable measure reported in accordance with GAAP.

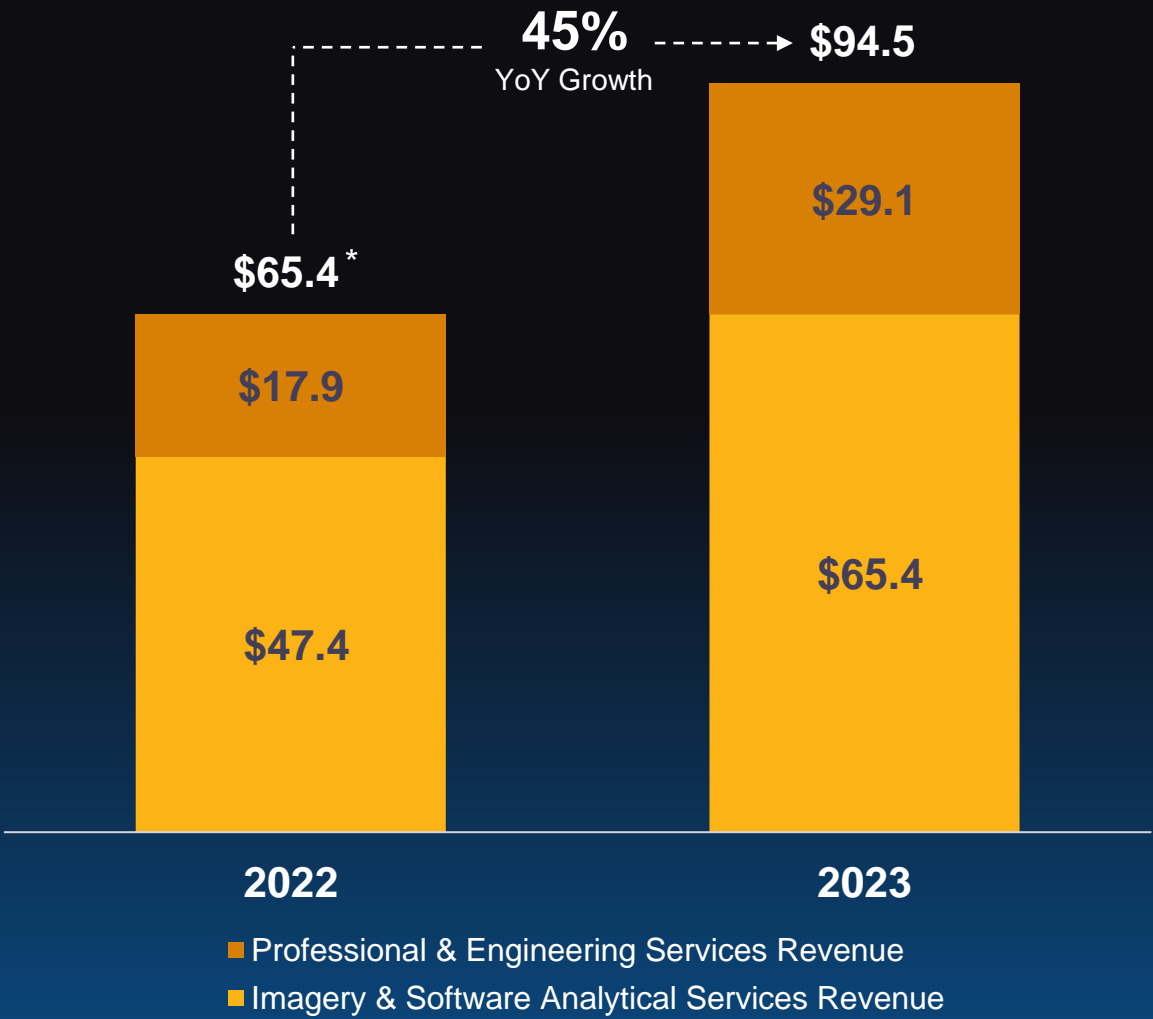


FULL YEAR 2023 FINANCIAL RESULTS

2023 Revenue

- **Record full year revenue of \$94.5 million**, up 45% over the prior year
- **38% year-over-year growth** in high-margin imagery and analytics revenue
- Incremental revenue growth driven by **expansion of existing contracts and new customer wins**

Strong Annual Revenue Growth (\$ in millions)

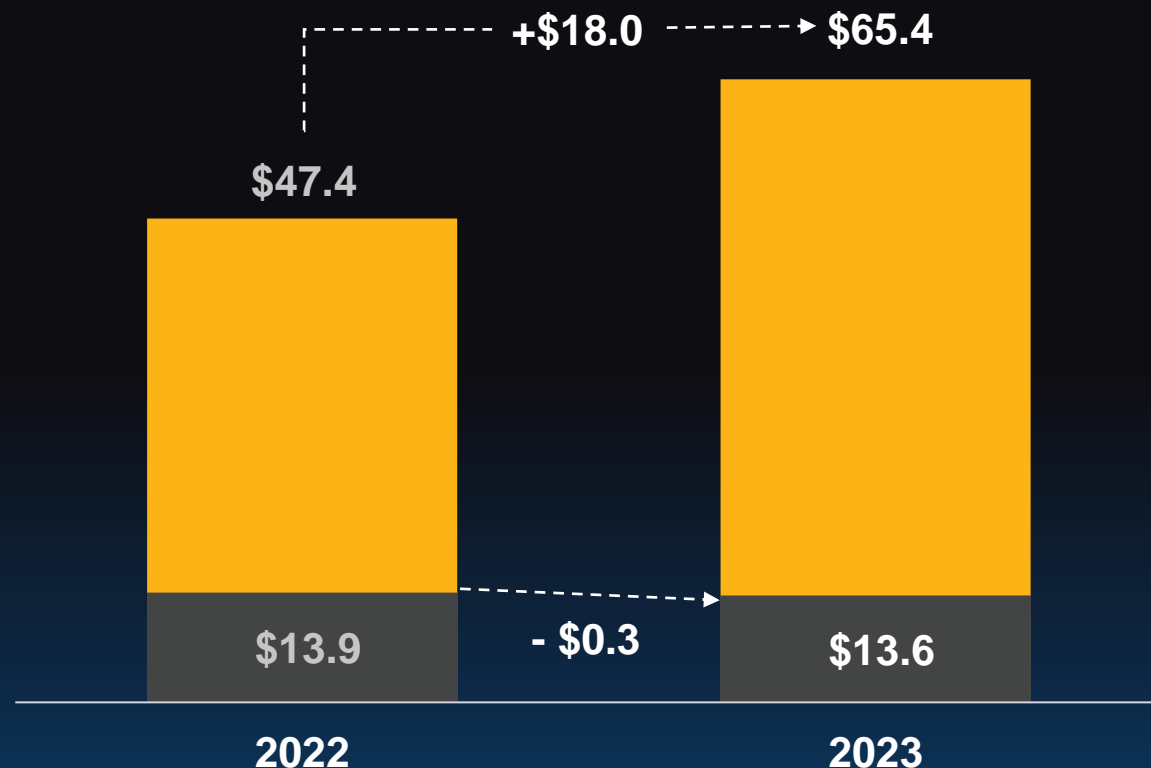


2023 Imagery and Analytics Cost of Sales

- Reduction in cost of sales for imagery and analytics⁽¹⁾ driven by **cost savings in satellite and software operations**
- High-margin imagery and analytics service revenues **directly impacted bottom line**
- Cost of sales track record demonstrates **attractive business model with scalability and margin growth potential**

(1) Adjusted imagery and software analytical services cost of sales is a non-GAAP financial measure. See Appendix for a reconciliation to the most comparable measure reported in accordance with GAAP.

Strong Operating Leverage Drives Profitability (\$ in millions)

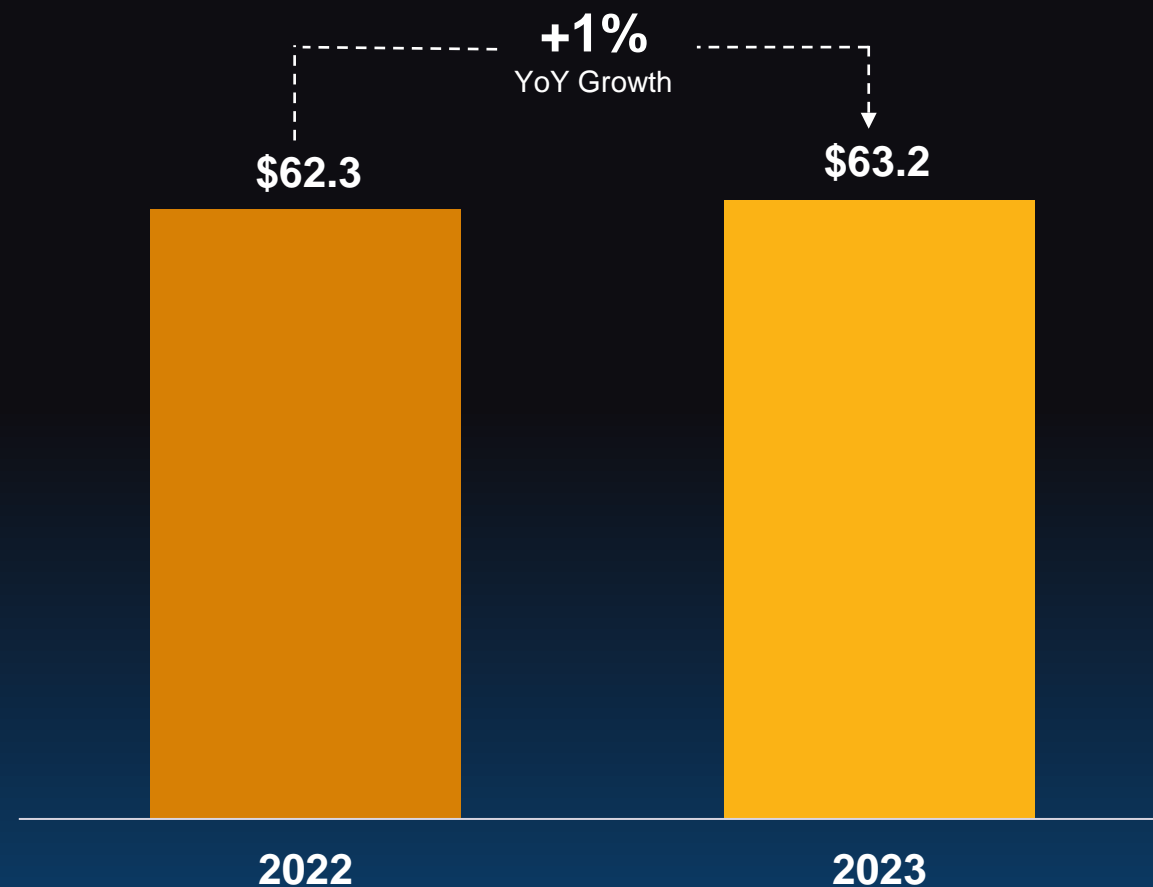


- Imagery & Software Analytical Services Revenue
- Adjusted Imagery & Software Analytical Services Cost of Sales⁽¹⁾

2023 Cash Operating Expenses

- **Cash operating expenses⁽¹⁾ of \$63.2 million**, relatively flat to 2022
- **Streamlined operations driving efficiencies in the business**; generating cost savings
- **Disciplined cost management** keeping expenses contained, while continuing to make investments to support growth objectives

Disciplined Cost Management (\$ in millions)

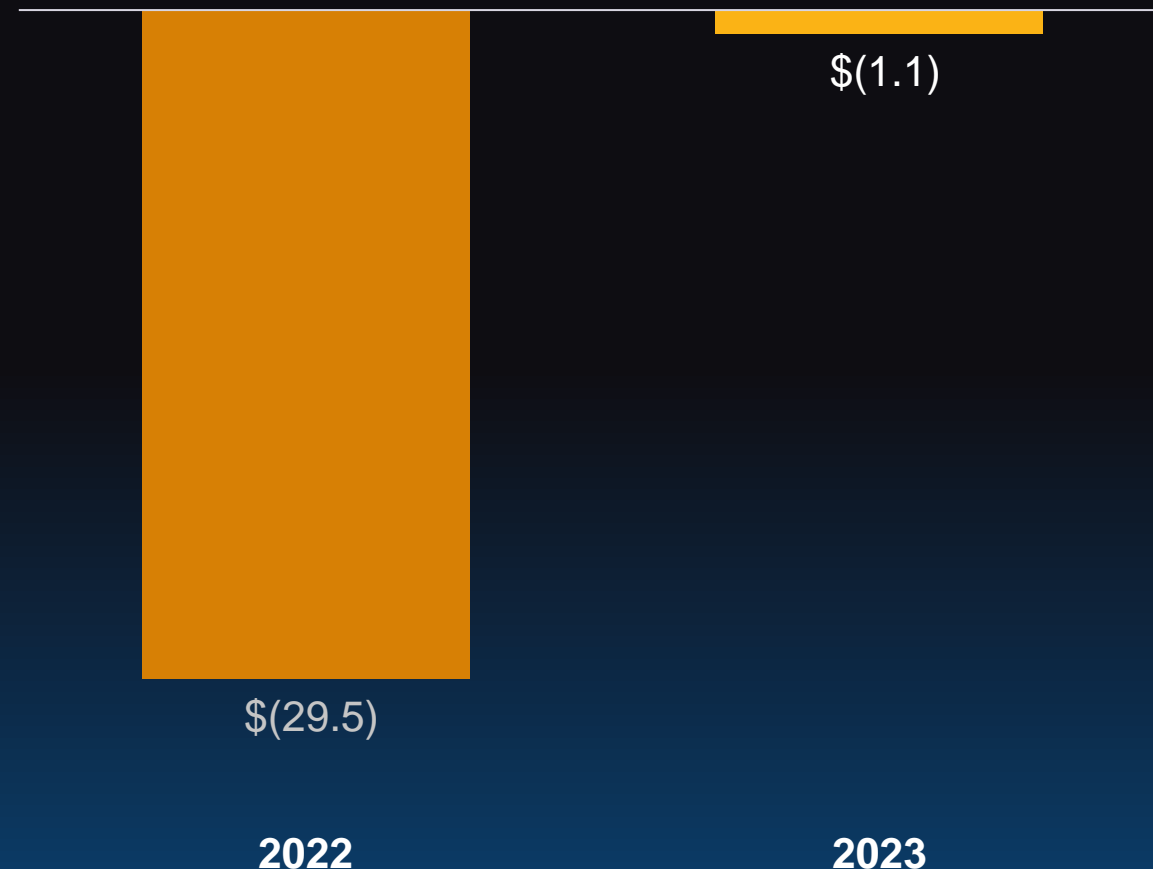


(1) Cash operating expenses is a non-GAAP financial measure. See Appendix for a reconciliation to the most comparable measure reported in accordance with GAAP.

2023 Adjusted EBITDA

- **Full year Adjusted EBITDA⁽¹⁾ loss of \$1.1 million**, a \$28.4 million improvement over 2022
- **Strong revenue growth, improved margins and disciplined cost management** drove year-over-year improvement
- Strong customer demand significantly contributed to a **nearly breakeven Adjusted EBITDA⁽¹⁾ performance**

Strong Improvement in Adjusted EBITDA⁽¹⁾ (\$ in millions)



(1) Adjusted EBITDA is a non-GAAP financial measure. See Appendix for a reconciliation to the most comparable measure reported in accordance with GAAP.

2024 Outlook

Revenue

- Expect full year 2024 revenue between \$102M - \$118M
- Actively working on a number of sizable, multi-year sales opportunities

Adjusted EBITDA⁽¹⁾

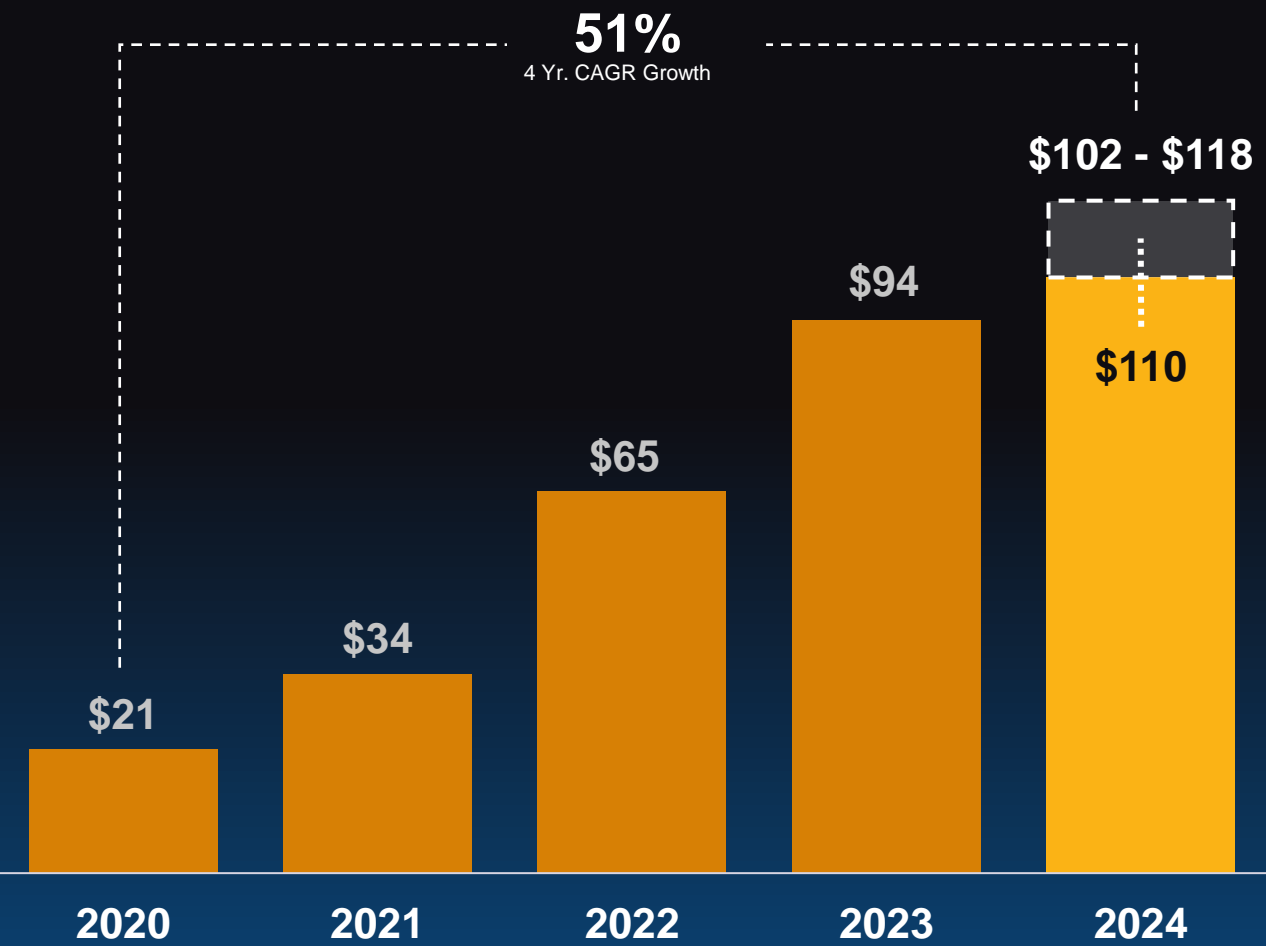
- Expect full year 2024 Adjusted EBITDA between \$8M - \$16M
- Increased revenues and disciplined cost management driving EBITDA improvements

Capital Expenditures

- Expect full year 2024 capital expenditures between \$55M - \$65M
- Primarily driven by investments in Gen-3 satellites

(1) Adjusted EBITDA is a non-GAAP financial measure. See Appendix for a reconciliation to the most comparable measure reported in accordance with GAAP.

Delivering Strong Long-Term Growth (\$ in millions)



Leading a New Era in Real-Time Space-Based Intelligence

- First of its kind real-time space and AI platform delivering **a first to act advantage**
- **Validated with long term contracts** with among the most important customers in the world
- High-growth revenue profile – **CAGR of ~51% (2020a – 2024e)** – with strong visibility
- **Well-positioned to serve demand** in a large and expanding supply-constrained space-based intelligence market
- **On track to launch next-gen satellites in 2024**, addressing backlog and significant customer demand
- Attractive financial profile is transitioning toward profitability – **delivering strong and growing margin performance**
- **Vertically integrated and fully operational** space and software platform provides **significant operating leverage**

BLACK(SKY

Harness the power of a superpower.



APPENDIX

BLACKSKY TECHNOLOGY INC.
RECONCILIATION OF NET LOSS TO ADJUSTED EBITDA
(unaudited)
(in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2023	2022	2023	2022
Net loss	\$ (3,844)	\$ (14,805)	\$ (53,915)	\$ (74,172)
Interest income	(461)	(452)	(2,063)	(1,116)
Interest expense	2,679	1,670	9,306	5,426
Income tax expense	447	-	707	-
Depreciation and amortization	10,696	9,495	43,431	35,661
Stock-based compensation expense	3,137	3,636	10,862	20,025
Gain on derivatives	(234)	(1,183)	(7,679)	(11,812)
Income on equity method investment	(3,252)	(1,393)	(4,165)	(2,087)
Transaction costs associated with debt and equity financings	-	-	1,738	-
Severance	28	435	590	1,196
Impairment losses	81	-	81	-
Investment loss on short-term investments	-	-	55	-
Proceeds from earn-out payment	-	(2,000)	-	(2,000)
Gain from discontinued operations, net of income taxes	-	-	-	(707)
Forgiveness of non-trade receivables	-	-	-	106
Adjusted EBITDA	\$ 9,277	\$ (4,597)	\$ (1,052)	\$ (29,480)

BLACKSKY TECHNOLOGY INC.
RECONCILIATION OF IMAGERY AND SOFTWARE ANALYTICAL SERVICE COST OF SALES TO
ADJUSTED IMAGERY AND SOFTWARE ANALYTICAL SERVICE COST OF SALES
(unaudited)
(in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2023	2022	2023	2022
Imagery and software analytical service costs, excluding depreciation and amortization	\$ 3,159	\$ 3,925	\$ 13,793	\$ 14,462
Stock-based compensation for imagery and software analytical service costs	(57)	(106)	(242)	(553)
Adjusted imagery and software analytical service costs, excluding depreciation and amortization	\$ 3,102	\$ 3,819	\$ 13,551	\$ 13,909

BLACKSKY TECHNOLOGY INC.
RECONCILIATION OF OPERATING EXPENSES TO CASH OPERATING EXPENSES
(unaudited)
(in thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2023	2022	2023	2022
Operating expenses	\$ 28,164	\$ 30,416	\$ 116,713	\$ 116,072
Stock-based compensation for selling, general and administrative costs	(2,969)	(3,308)	(10,118)	(18,131)
Depreciation and amortization	(10,696)	(9,495)	(43,431)	(35,661)
Cash operating expenses	\$ 14,499	\$ 17,613	\$ 63,164	\$ 62,280