

## BLACKSKY (BKSJ) COMPANY OVERVIEW

**First of its kind platform to achieve reliable and dynamic hourly monitoring from space**

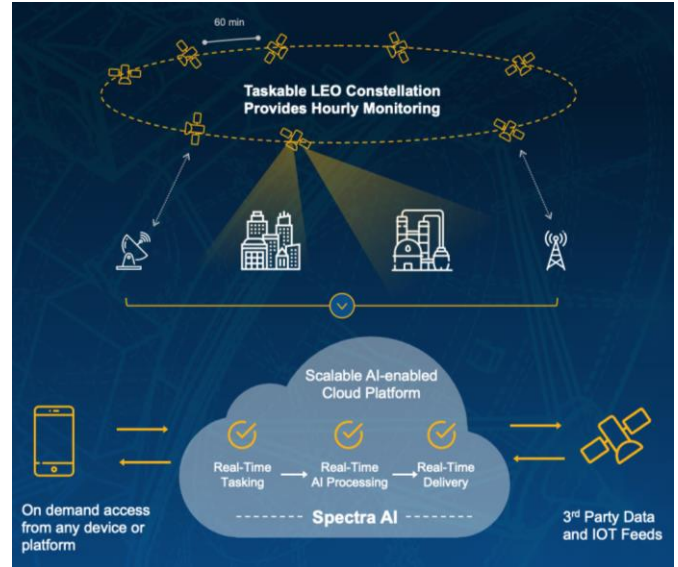
**Images and Analytics in under 90 minutes on average**

**Powered by BlackSky's Spectra AI Platform**

Dynamic monitoring of the most important strategic and economic assets in the world



- **High-frequency monitoring** of the most important strategic locations, economic assets and events in the world utilizing a high-revisit satellite constellation
- **Actionable intelligence** from capture to delivery in under 90 minutes on average
- **Automated ability to detect, reveal, and alert** on trends and changes that matter most

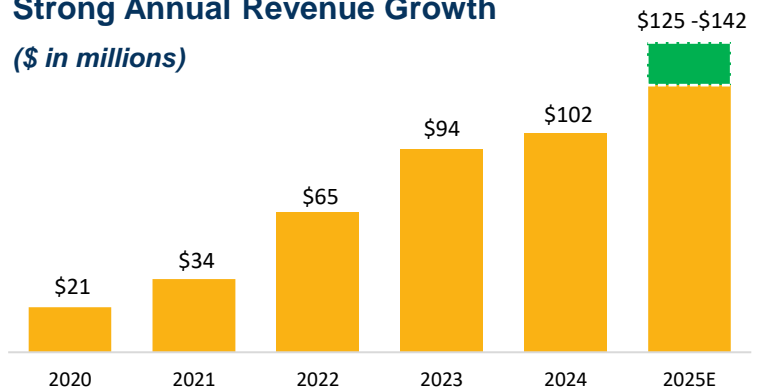


## RECENT HIGHLIGHTS

- **Launched the first Gen-3 satellite** and began delivering images five days later that are exceeding expectations
- **Won \$100+ million contract** with an existing international customer for Gen-2 and Gen-3 imagery services
- **NRO extended contract** for Gen-2 imagery into mid-2026
- **Improved adjusted EBITDA by \$12.6 million in 2024**, continuing to demonstrate strong operating leverage
- **Record full year revenue of \$102.1 million**, with high-margin imagery & analytics making up ~70%
- **\$53.8 million in cash and short-term investments** with additional payments expected to support the Gen-3 launch

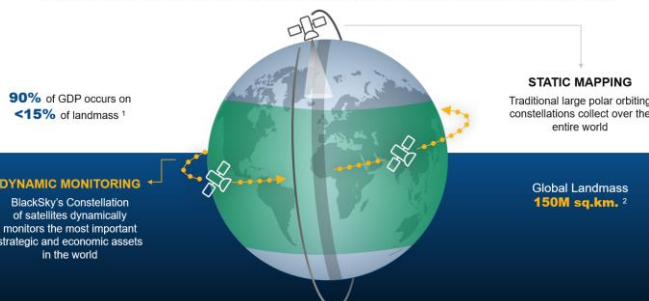
## Strong Annual Revenue Growth

(\$ in millions)



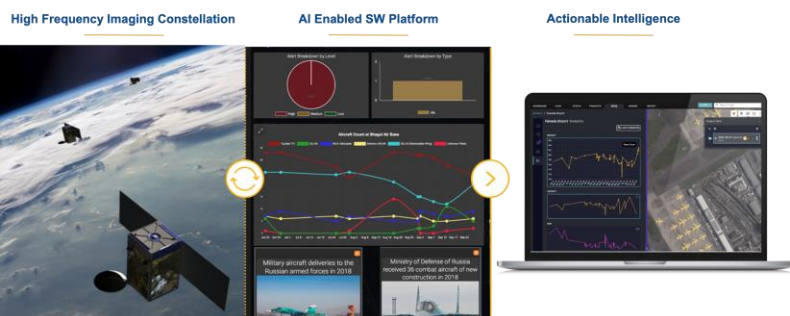
## A SMARTER APPROACH TO SPACE

Disruptive speed, economics, and high value data deliver superior returns on invested capital.



## BLACKSKY'S PROPRIETARY PLATFORM

Dynamic monitoring and analytics of the most important strategic and economic assets in the world



## A NEED TO KNOW NOW REQUIRES A DISRUPTIVE SOLUTION



### Conflict

- Growing and new national and homeland security threats
- Governments are shifting \$Billions to space-based Intelligence, Surveillance, and Reconnaissance (ISR)



### Global Supply Chain

- Unprecedented economic impact of supply chain turmoil
- Growing demand for early warning on disruptive events



### Natural Disasters

- Climate change driving 4x increase in \$Billion catastrophic weather events
- Early warning can save lives and minimize economic impacts
- Dynamic monitoring improves response and recovery efforts



### IoT Technology

- Growing demand for location intelligence solutions for business intelligence
- Increasing need for asset management across industries
- COVID-19 pandemic created increased adoption of location intelligence services

## INVESTING IN KEY GROWTH VECTORS TO MEET DEMAND



#### Expanding Sales & Distribution Channels

- Sales force expansion
- Developers API to accelerate go to market channels
- Provide rapid turnaround services through GDMP

**Contract Wins Valued up to \$2.3B Unlock Expanded Opportunities <sup>1</sup>**



#### Advanced Satellite Constellation

- Improving resolution to 35cm with Gen-3 satellites
- Advanced onboard processing and space comms
- Advancements to support Tactical ISR missions

**Geospatial Analytics Market Growing to \$142B by 2028 <sup>2</sup>**



#### AI Enabled Software & Analytics

- New analytics to expand market and upsell customers
- Enables new vertical market solutions



#### Proprietary Data Lake Expansion

- Expansion of 3rd party data sources
- Increase value of information on important locations and economic assets for new applications

**Space-Based Defense for Tactical ISR Growing to \$29B <sup>3</sup>**

(1) Total contract values include IDIQ figures (not fully contracted to BKSY)

(2) Source: Marketsandmarkets

(3) <https://spacenews.com/lawmakers-cut-1-billion-from-space-forces-2024-budget/#:~:text=The%20U.S.%20Space%20Force%20is,%2419%20billion%20to%20%2418.6%20billion/>

## STOCK SYMBOL: BKSY

Company Founded	2014
Employees	~340
Stock Price (3/5/25)	\$13.20
Average Daily Volume	1.5M
Shares Outstanding (12/31/24)	30.7M
Market Capitalization	\$406M
Short-Term Liquidity	\$53.8M
Outstanding Debt	\$107.7M

## ANALYST COVERAGE

Benchmark Capital	Josh Sullivan
Craig Hallum	Jeff Van Rhee
Deutsche Bank	Edison Yu
H.C. Wainwright	Scott Buck
Lake Street Capital	Jaeson Schmidt
Oppenheimer	Timothy Horan
Quilty Space	Chris Quilty
Sidoti & Co.	Greg Burns
Stonegate Capital	Dave Storms